



## SELLING VALUE THROUGH PRODUCT VALIDATION WITH 3RD PARTY CERTIFICATIONS.



Brian McCauley
Director of Sales Training

ProSales
Magazine Columnist



ENERGY STAR is a Joint Venture between the Environmental Protection
Agency and the Department of Energy. Since 1992, the ENERGY STAR
program has helped identify and promote energy efficiency in products,
homes and buildings Nationwide and can assist your customers and
homeowners in determining their specific window needs in terms of energy
efficiency. Not all products on the market today are ENERGY STAR certified.



The National Fenestration Ratings Council (NFRC) is a collaboration of Manufacturers, Builders, Designers, Code Officials, Consumers, Utility Companies, and Regulators determined to establish fair, accurate and credible thermal rating systems and energy performance of windows, doors, skylights and similar products. They coordinate certification and labeling activities to ensure their uniform application.

Not all products on the market today are NFRC certified. Read the label:

ENERGY PERFORMANCE RATINGS

U-Factor (U.S.A.M. Solar Heat Clain Chefficient 0.30 Co.47

ADDITIONAL PERFORMANCE RATINGS

Visible Transmittance Are Leakage (U.S.A-P)

0.47

Solar Heat Clain Chefficient o.25

Mendelscan discherate the results of the process of the

UFACTURED FO

Air Leakag

R-PG35 (40 X 63)

0.04

ENERGY STAR® Qualified in All 50 States

Current NFRC label used today on all qualifying windows and doors with unit performance data

- U-Factor\* (The lower the U-Factor, the better the window is at keeping heat in the home in winter.)
- Solar Heat Gain Coefficient SHGC (The lower the SHGC, the better the window is at reducing incoming heat from the sun in the summer.)
- Visible Transmittance (Rates the amount of daylight coming into the home. Low-E coatings and grids in the windows can have an effect on the VT.
- Air Infiltration ≤ 0.3 (ENERGY STAR now requires an Air Infiltration Rate on each NFRC Label to be certified. This rates the amount of air passing through the window per minute. The lower the better.)