



## The Replacement Industry Knows

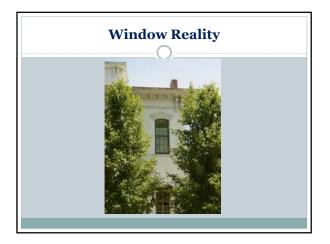
• July 2001 Glass Magazine, by Editor, Charles Cumpstom,

"The consumer's perception of glass is significantly different from the industry's. While some in the industry think a 15-year life is adequate, it is the rare homeowner who envisions replacing all his windows in 15 years."

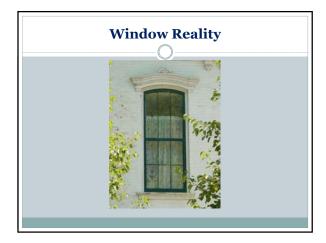
## The Replacement Industry Knows

• Another article in 1995 in Glass Magazine by Ted Hart states, "Remember our industry, with rare exception, has chosen to hide the fact that insulating glass does have a life expectancy. It is a crime that with full knowledge and total capability to build a superior unit, most of the industry chooses to manufacture an inferior single-seal unit." **NOTE:** Single seal units are still the norm with an average seal life of 2 to 6 years.

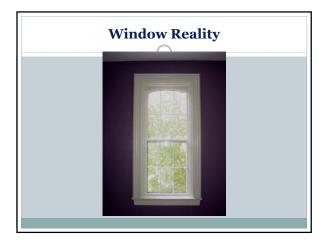




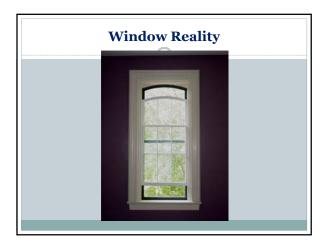
















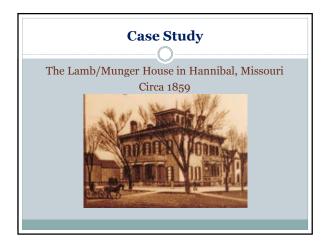


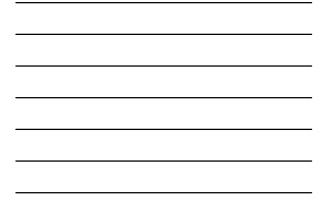


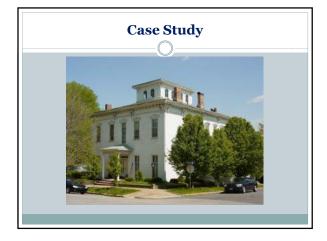


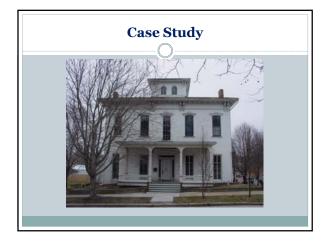








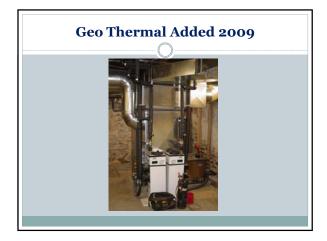


















## Energy Retrofit Case Study

Window restoration, \$350 each x 42	\$14,700
Insulation, weather stripping & plugging air infiltration	on \$3750
Cost of Geothermal system after 30% federal tax credi	t \$29,400
Total energy retrofit costs	\$47,850
Original Gas & Electric annual cost	\$19,452
Current Gas & Electric annual cost	\$6,960
Gas & electric annual savings	\$12,492
Total years to payback energy retro	ofit
investment 3.83	

