

FLY LIKE AN EAGLE

RESNET 2004

March 1, 2004

Kelly Parker, P.E.





- A Professional Engineering Firm with Over 20 Years of Experience
- Certified Energy Star Provider and Rater
- Master Certified Inspectors and Building Science Professionals (Energy Star, Engineered For Life, American Lung)
- Recipient of the Prism Award in 2000 for Energy Efficiency
- Recipient of EPA Partner of the Year 2001, 2003
- HERS Providers – Oklahoma, Texas, N. Carolina, S. Carolina, Georgia
- Implemented Energy Star into Houston and Dallas markets in 2001
 - ◆ Over 10,121 Energy Inspections in 4 States in 2003
 - ◆ 2400 Homes Tested in Houston in 2003
 - ◆ 2036 Homes Tested in Dallas in 2003
 - ◆ 400+ homes in other areas



OUR BUSINESS MODEL

- Production Builders (over 85 homes per year)
- 249 Builders in 5 states
 - ◆ Georgia
 - ◆ N. Carolina
 - ◆ Oklahoma
 - ◆ S. Carolina
 - ◆ Texas
- 16 Builders over 85 Homes Per Year



Services

- Code Compliance (RESCheck)
- Energy Star
 - ◆ Plan Analysis (HERS, HVAC Sizing)
 - ◆ Inspections
- Guarantee Program Compliance



ENGINEERED FOR LIFE
Building with Science for Quality Homes

BUILDING AMERICA



**AMERICAN
LUNG
ASSOCIATION**

When You Can't Breathe, Nothing Else

- Field Testing/Consulting



**Guaranteed
Watt Saver**

Engineers - Consultants - Inspectors

Services

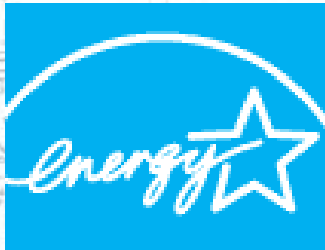
1. IECC Code Compliance

◆ IECC 2000

- RESCheck – Plan Analysis
- Code Field Inspections
- Inspectors are certified as code inspectors for energy code compliance

Program Compliance

2. Energy Star



- Plan Analysis
- Inspections

◆ First (pre drywall)

◆ Final

✓ Blower Door

✓ Duct Blaster™

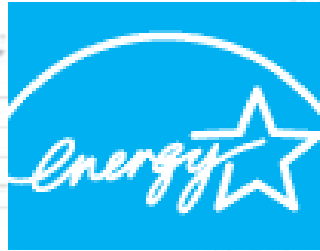


★ **Guaranteed
Watt Saver**

Engineers - Consultants - Inspectors

Program Compliance

Energy Star



Looks good...

- First Inspection (pre drywall)
- Thermal Defects
- Air Infiltration Sites
- Ductwork - visual



...but look on the other side.



First Inspections

Window Testing



First Inspection



Performed at Pre-Sheetrock Stage

■ Visual Inspection

Typical cost:

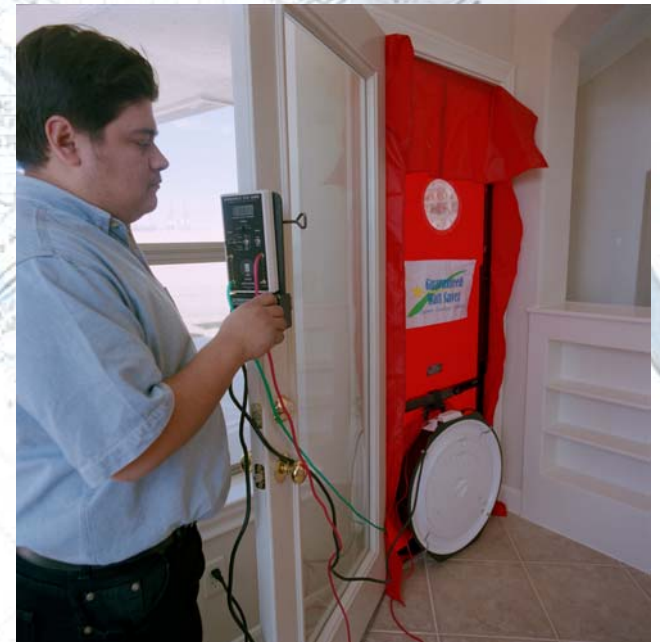
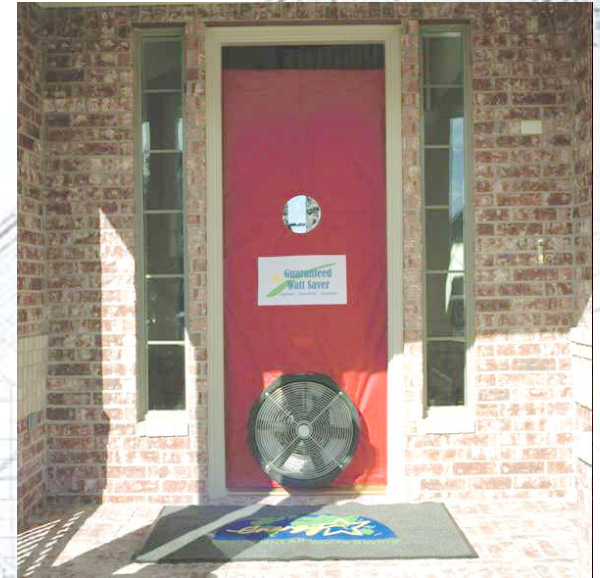
\$75.00-\$125.00



Program Compliance

Final Inspection

- Blower Door Test
- Duct Blaster Test
- Typical cost: \$275.00-\$400.00



STRATEGY - WHAT MOTIVATES A BUILDER TO CHANGE?


- Litigation
- Codes
- Price
- Wants to build a better house



IF You Get A Builder to Change...

What is the first step

????????

The background is a detailed architectural floor plan of a house. The plan shows various rooms including a Formal Living Room, Gallery, Dining, Kitchen, Butler's Pantry, Breakfast room, and a Greater Room. There are also labels for 'RETURN P.C. in CUB. in PASSAGE' and 'EXCEPT'. The plan includes dimensions and structural details. A large, bold, blue text 'TRAINING!!!' is superimposed over the center of the plan. A white, torn-edge paper effect is visible on the right side of the image.

TRAINING!!!



**Guaranteed
Watt Saver**

Engineers - Consultants - Inspectors

Builder Training



Superintendents

Sales

Trade Contractors





Training must follow a good process



GWSSI Process

- Plans
- Inspections
- Sales

Plans

Builder Reports & Profiles - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites


Address <http://www.gwssi.com/builders/login.asp> Go Links

Builder Reports & Profiles

Login ID:

Password:

Log In Reset

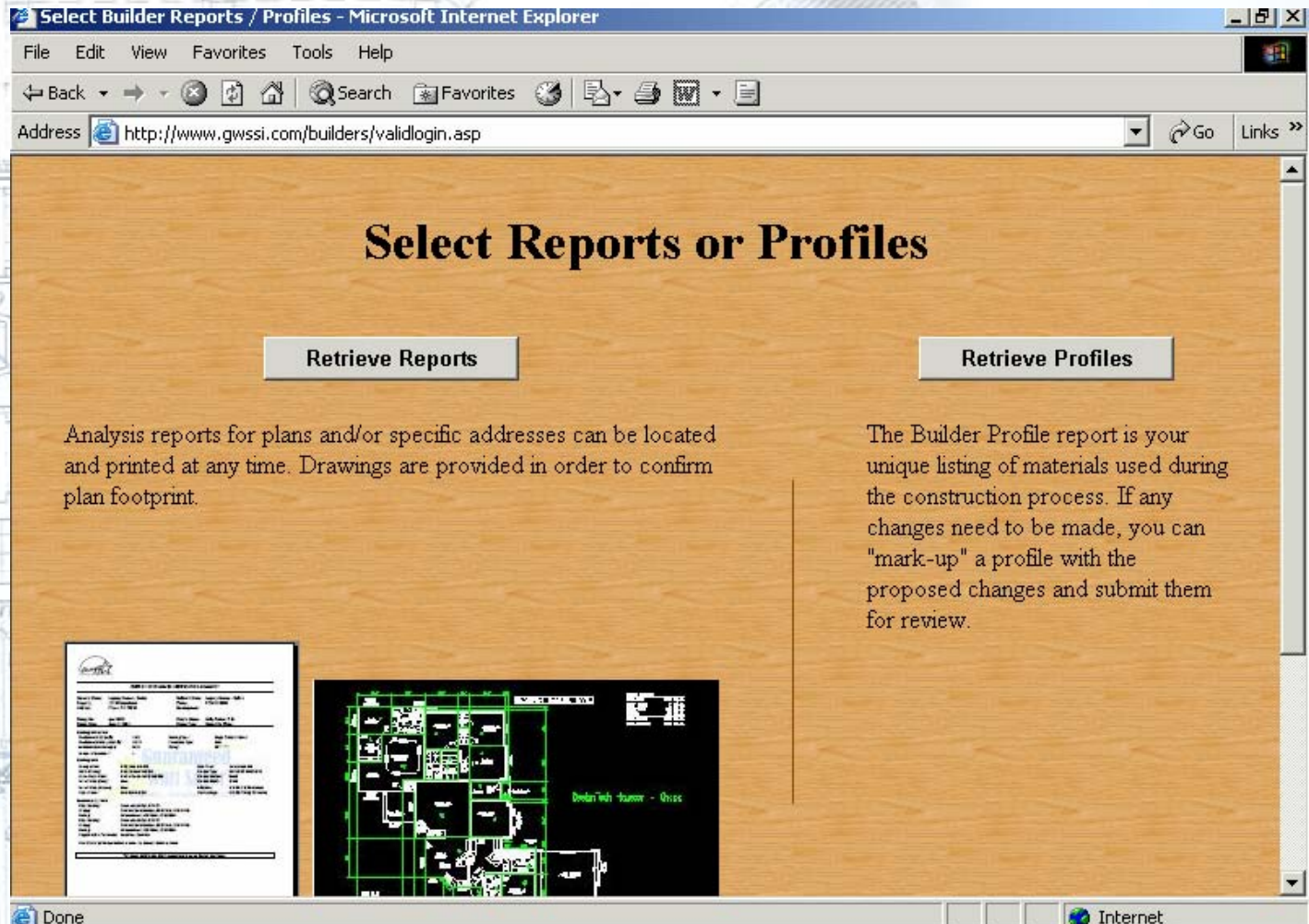

Guaranteed Watt Saver
Engineers - Consultants - Inspectors

Confidential plan analysis reports and builder profiles are to be used specifically by the builder or their representative for documentation of the energy components of a particular home.

The data contained within is the property of Guaranteed Watt Saver Systems Inc. - West.

Email comments or questions to Wes Peters (GWSSL-IT)

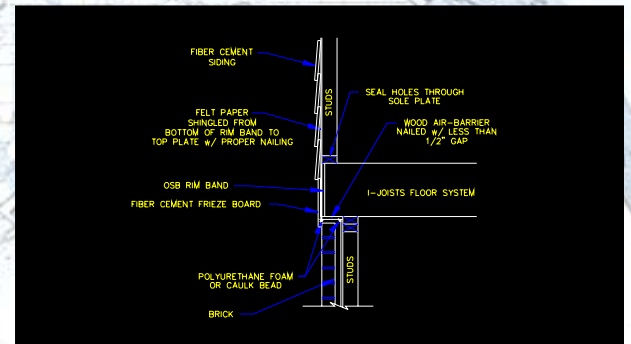
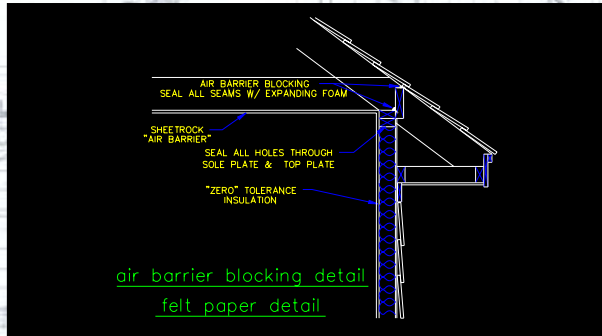
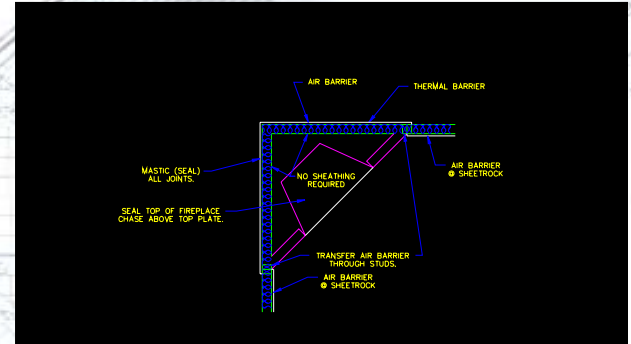
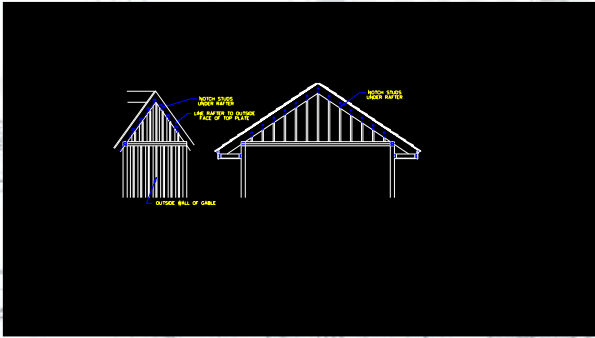
Plans



Inspections



Construction Details



Builder Training

SALES TRAINING

Sales Training is a Must!



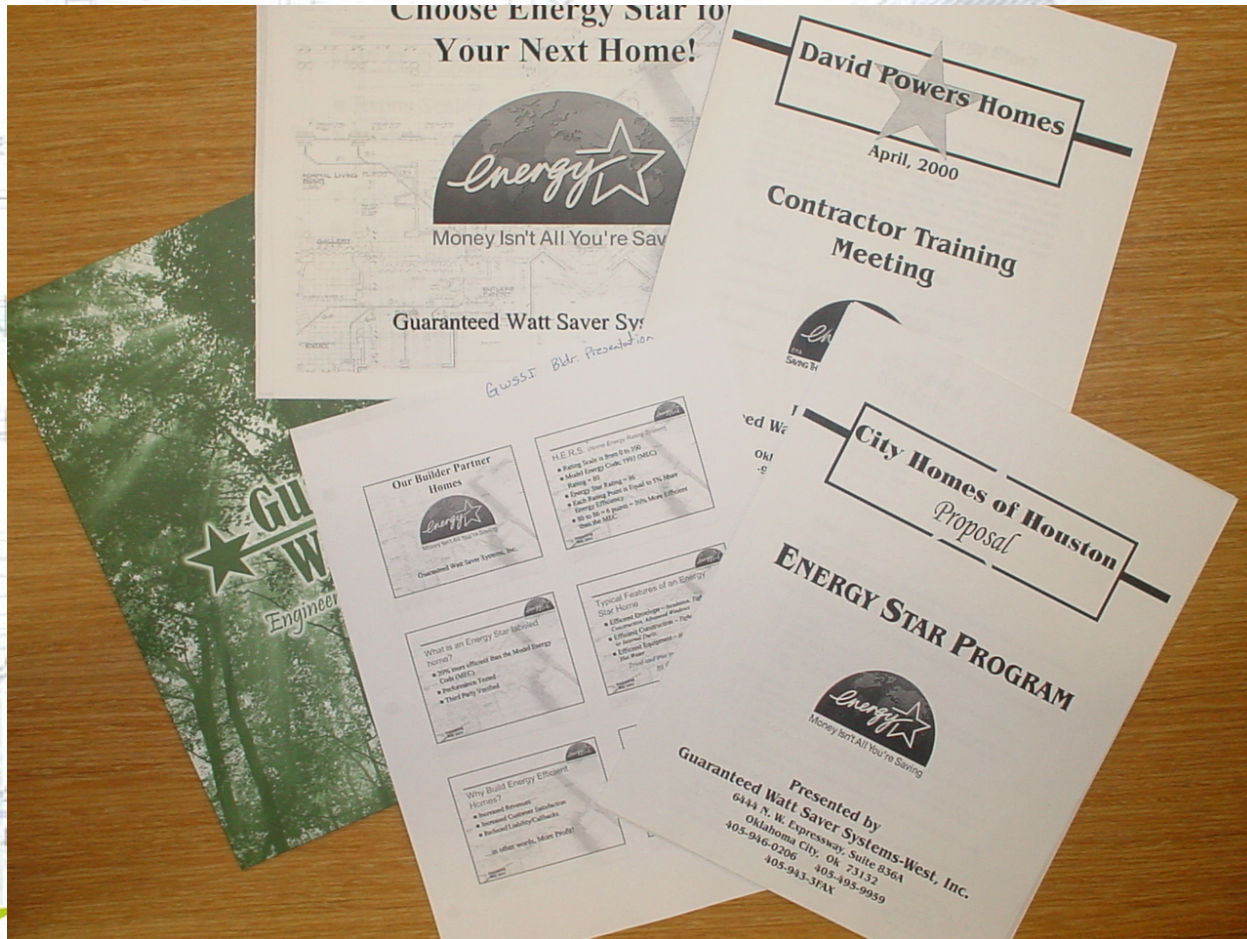
WHAT DO YOU TELL THEM?

Example: What is Energy Star?

The Energy Star Program is a voluntary program developed by the Environmental Protection Agency and the Department of Energy to help consumers identify a benchmark for energy efficient residential constructions. This benchmark is the Energy Star Symbol.

Unlike single products such as a computer or a fax machine, an Energy Star Home is not any one product. It is not simply adding more insulation or a more efficient heating and air system. The Energy Star Program treats the house as a system. The components of windows, insulation, orientation, heating and air system and air tightness are all evaluated, inspected and certified to meet stringent requirements set by the EPA. These requirements exceed the Model Energy Code (MEC) by 30% or better. Only after a home has been performance tested can it be certified as an Energy Star Home. The ultimate benefit of the Energy Star symbol is that it enables you, the homeowner, to know your home has met the Energy Star level of energy efficiency.

SALES HANDOUTS (Must Have!)



TRAINING 2003

Builder training at GWSSI – 2003 Results

- 1,199 first inspections in the first quarter
- 2,403 in the fourth quarter
- ❖ Increase of 200%
- 657 final inspections in the first quarter
- 1,040 in the final inspections in the fourth quarter
- ❖ Increase of 158%.
- 1st quarter 2003, 15% of first inspections failed
- 4th quarter 2003, 8% failed
- 1st quarter 2003, 10% of the final inspections failed
- 4th quarter less than 2% of finals failed.

TRAINING IS AN OPPORTUNITY TO EXCEL!



A+

SOAR YOUR BUSINESS!



FLY LIKE AN EAGLE!



**Guaranteed
Watt Saver**

Engineers - Consultants - Inspectors