



John H. Jervis

American Window & Door Institute (AWDI)

Who Is AWDI

John H. Jervis; Managing Director
1-800-488-AWDI – 8/27/2012

- AWDI, LLC – Since 1989, describing performance-based installation best practices for Replacement, Remodeling, Retrofit and new construction applications. Launched WIXSYS.com to offer online more than 48 application specific illustrated installation best practices.
- First described flashing practices basis for Method A/Method B recommendations in ASTM 2112
- First published Standards and Practices, first Certification Procedure, recommendation from Consumer Reports Magazine, first registered Certification Mark for installation.



©2010-2012 AWDI, LLC.



Who Is AWDI

John H. Jervis; Managing Director
1-800-488-AWDI – 8/27/2012

- Founded, published and edited Window & Door Magazine
- Established Annual Top 100 Manufacturers
- Established Annual Crystal Achievement Awards
- Helped Home Depot establish At-Home Services for Window Replacement
- Installation Consultation w/ 30+ major Window Companies
- ASTM 2112 Task Force participant
- Member Florida Building Commission Window/Wall Workgroup



Retrofit Has Biggest Need

- Retrofit, Remodel and Replacement need installation most attention
- New Construction served by ASTM 2112 and building codes.
- When old windows are replaced with energy efficient ones, weather management in the existing opening is too often compromised resulting in reduced in-service performance*.



75% Mfrs Need Instructions

- “Top 100” manufacturers mentioned in § 3.2.2 of Directive are barely 10% of manufacturers to be considered
- Of the Top 1,000, 75% are small fabricators missing instructions.
- Half dozen PVC Extruders provide product design and parts for more than 700 fabricators. Think “Coca Cola regional bottlers.” They need to be accommodated.
- WIXSYS portal designed to be an immediate compliance solution and resource for other performance information
- WIXSYS can help avoid stragglers who would be in danger of losing Energy Star Rating and resistance to the Directive

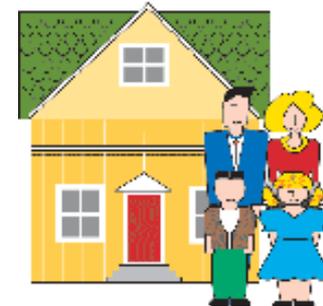
Pushback from Manufacturers

- Reluctance to make instructions available to consumers
- Need to protect the Specialty dealer and professional installers in marketplace
- Concern for increased cost to post and comply
- Concern posting will increase liability for install
- Concern directive will raise cost to install

But – Historical Evidence suggests otherwise



©2010-2012 AWDI, LLC.



WIXSYS Portal is Adaptive

- For those who have all
- For those who have a few
- For those who have none
- WIXSYS library portal style meets full list of EPA/DOE criteria manufacturers can embrace 100% or selectively add to their stable to eventually replace with their own

www.wixsys.com/beta.html



Additional Languages

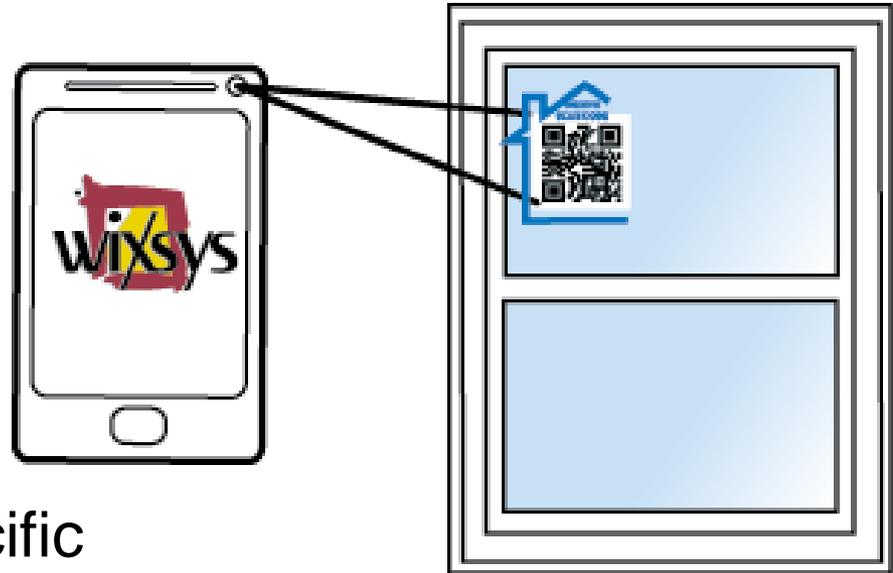
www.puertayventana.com

- Instructions need to be available in languages – *primarily Spanish*
- Translation in progress



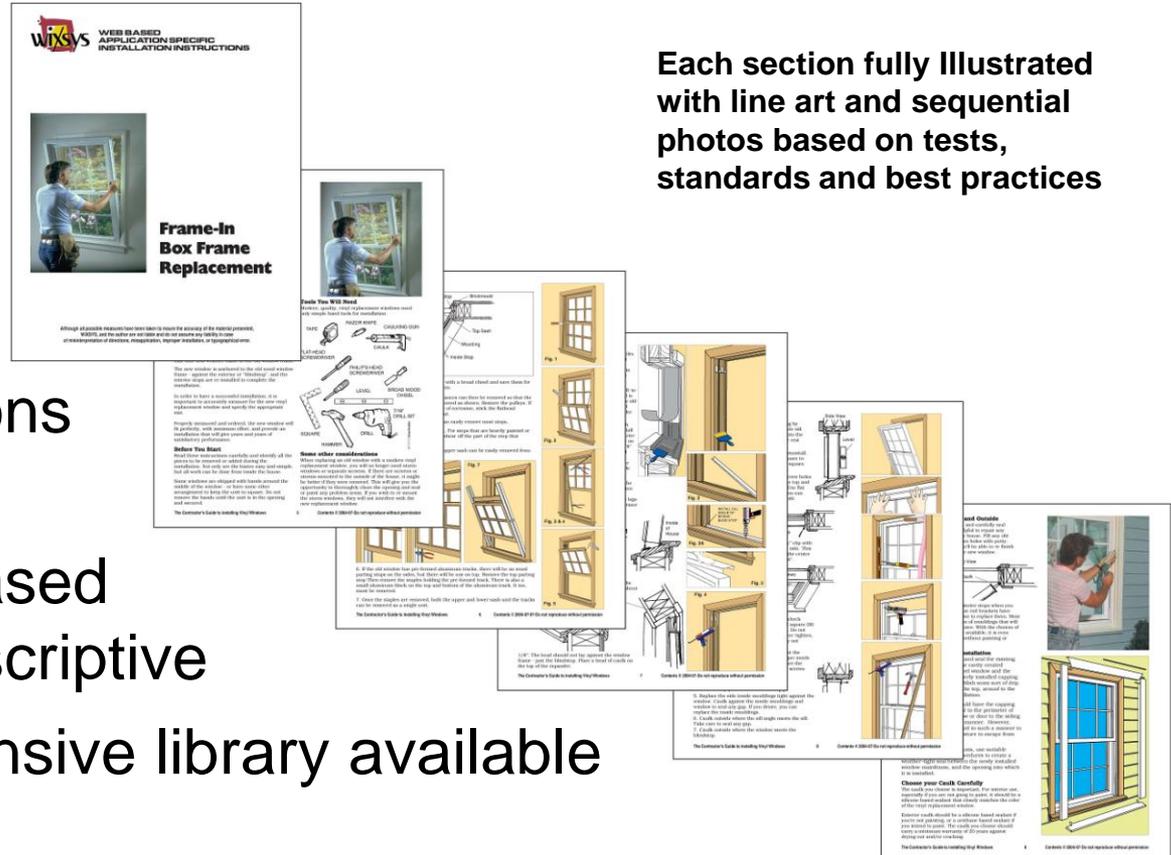
Delivery of Instructions

- Access to instructions need to be available from the window itself
- QR or Smart Code will allow direct link to Manufacturer's personal WIXSYS site
- Code can be product and/or application specific
- Each use can be tracked down to product and place



So Many Applications – So Few Instructions

- Instructions need to cover hundreds of application specific conditions
- Need to be performance-based rather than prescriptive
- Only comprehensive library available



Each section fully illustrated with line art and sequential photos based on tests, standards and best practices

WIXSYS Portal provides:

- Illustrated List of Tools and Hardware
- Detailed, Comprehensive 5-Plane Measurement
- Lead-Safe Testing, Installing and Cleanup Methods
- Illustrated Window, Wall and Door Parts & Components
- Illustrated Guidance for Removal of Existing Windows
- Detailed Illustrated Flashing & Shimming Instructions
- How to Seal and Weatherproof all 5 barriers
- All Application-specific and Mounting-specific Variables