



Ray Garries

JELD-WEN Inc



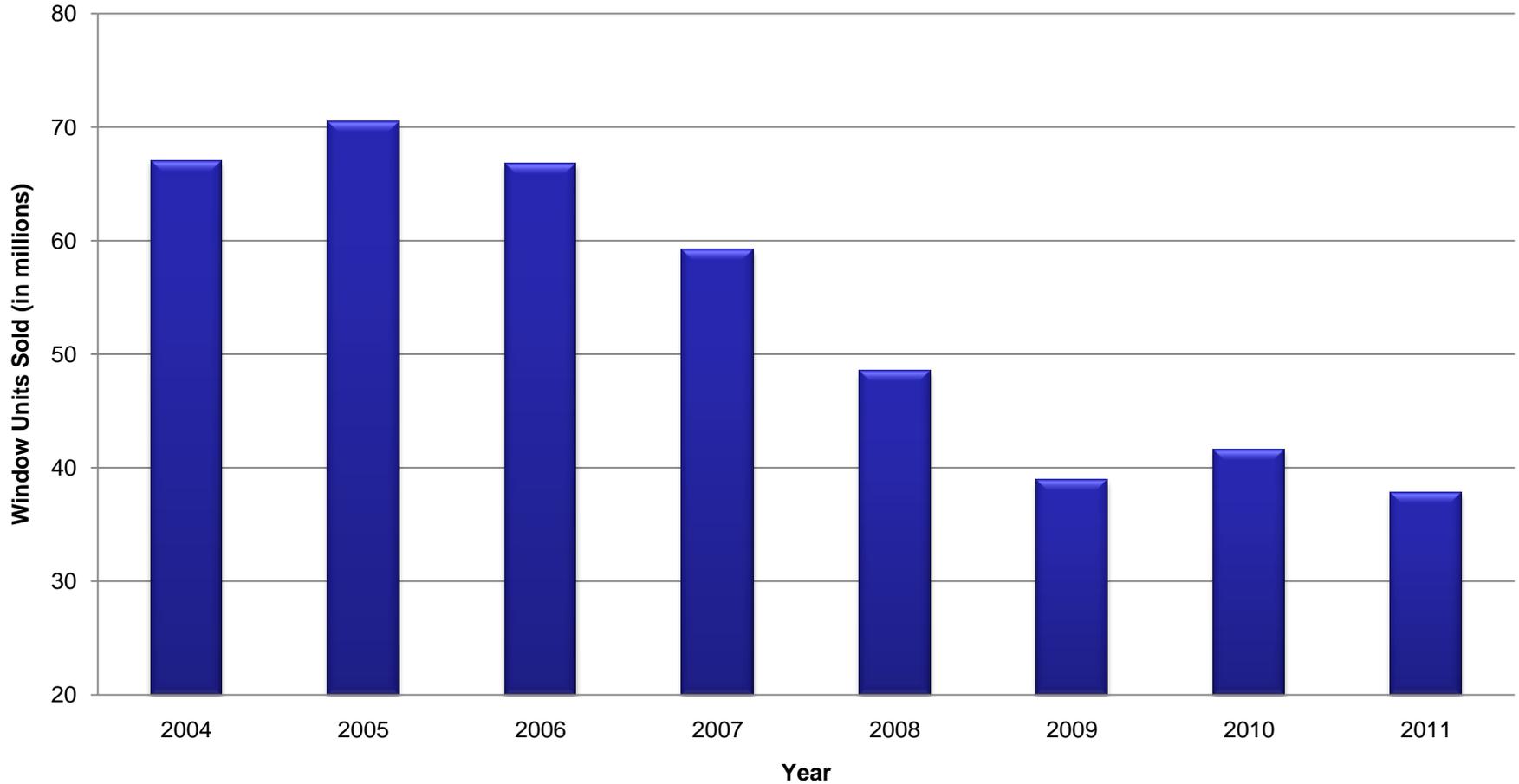
Learn more at energystar.gov



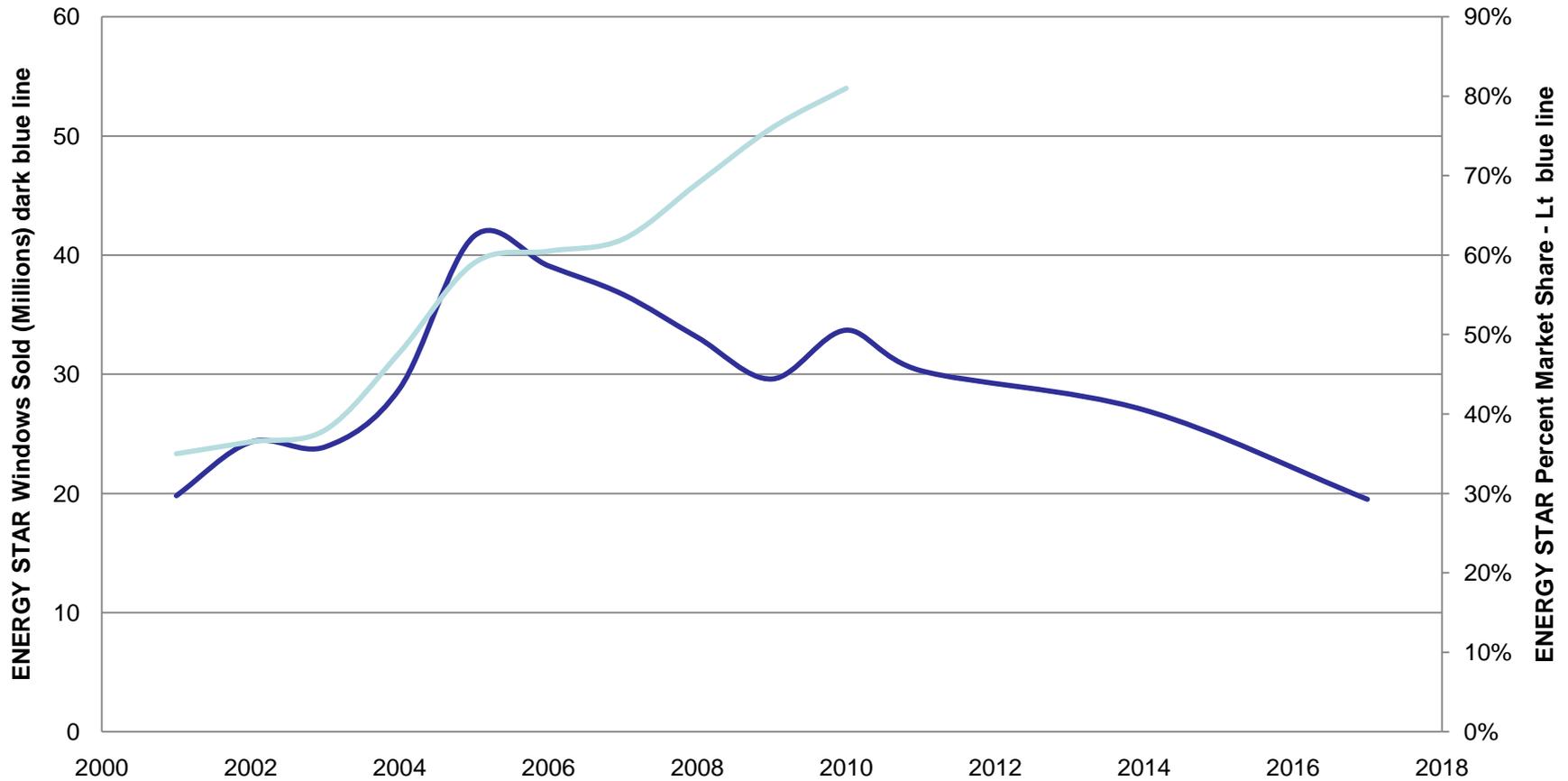
Key Points

- JELD-WEN, inc. has been a partner since ENERGY STAR's beginning in 1998 and is a two-time Partner of the Year
- ENERGY STAR™ is the largest brand in our industry for energy efficient products
- Primary concerns include the protection of the brand and increased sales of branded products to reduce energy costs to consumers
- An estimated one billion single-glazed windows and doors in North America still in use and in need of replacement

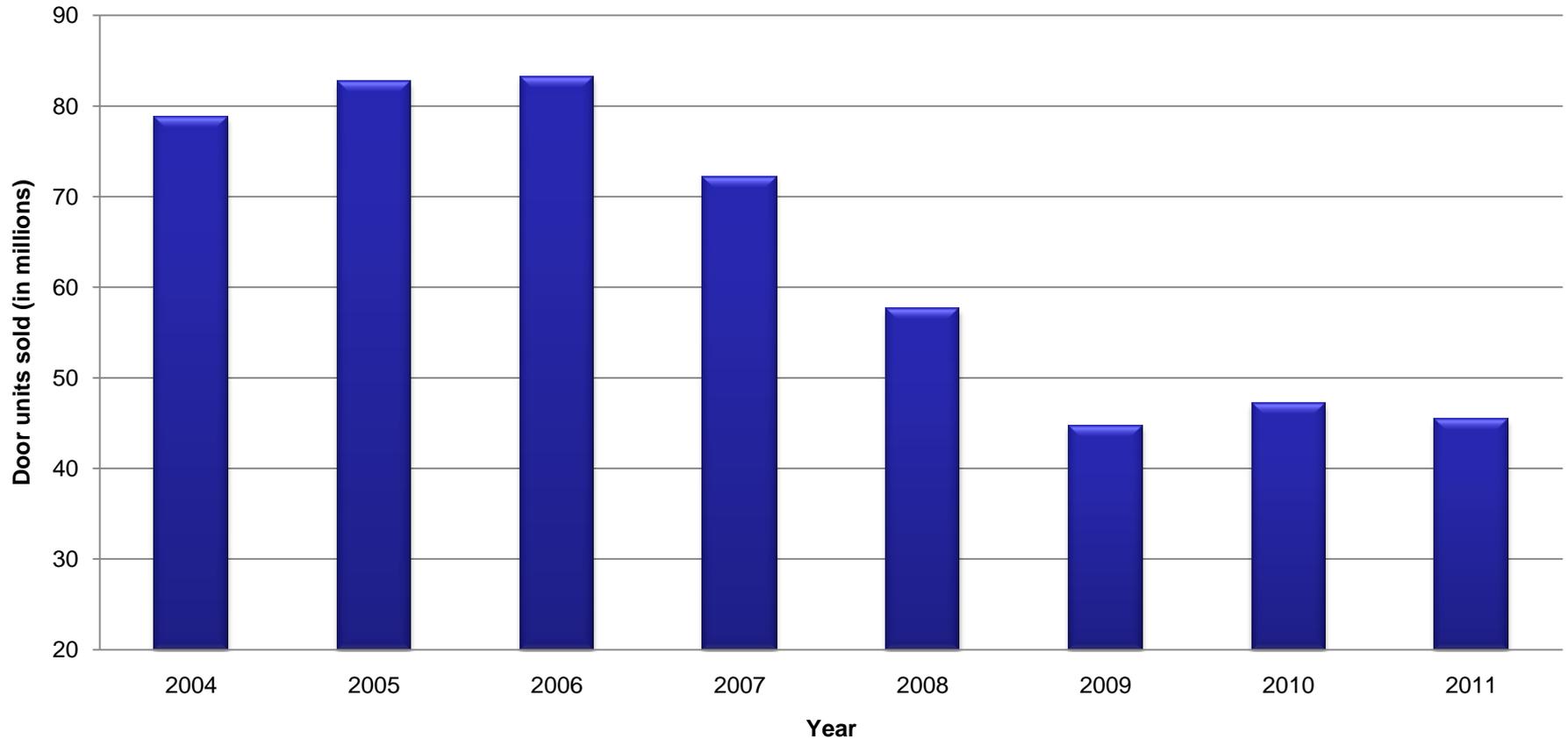
Total Window Units Sold Over Last Decade



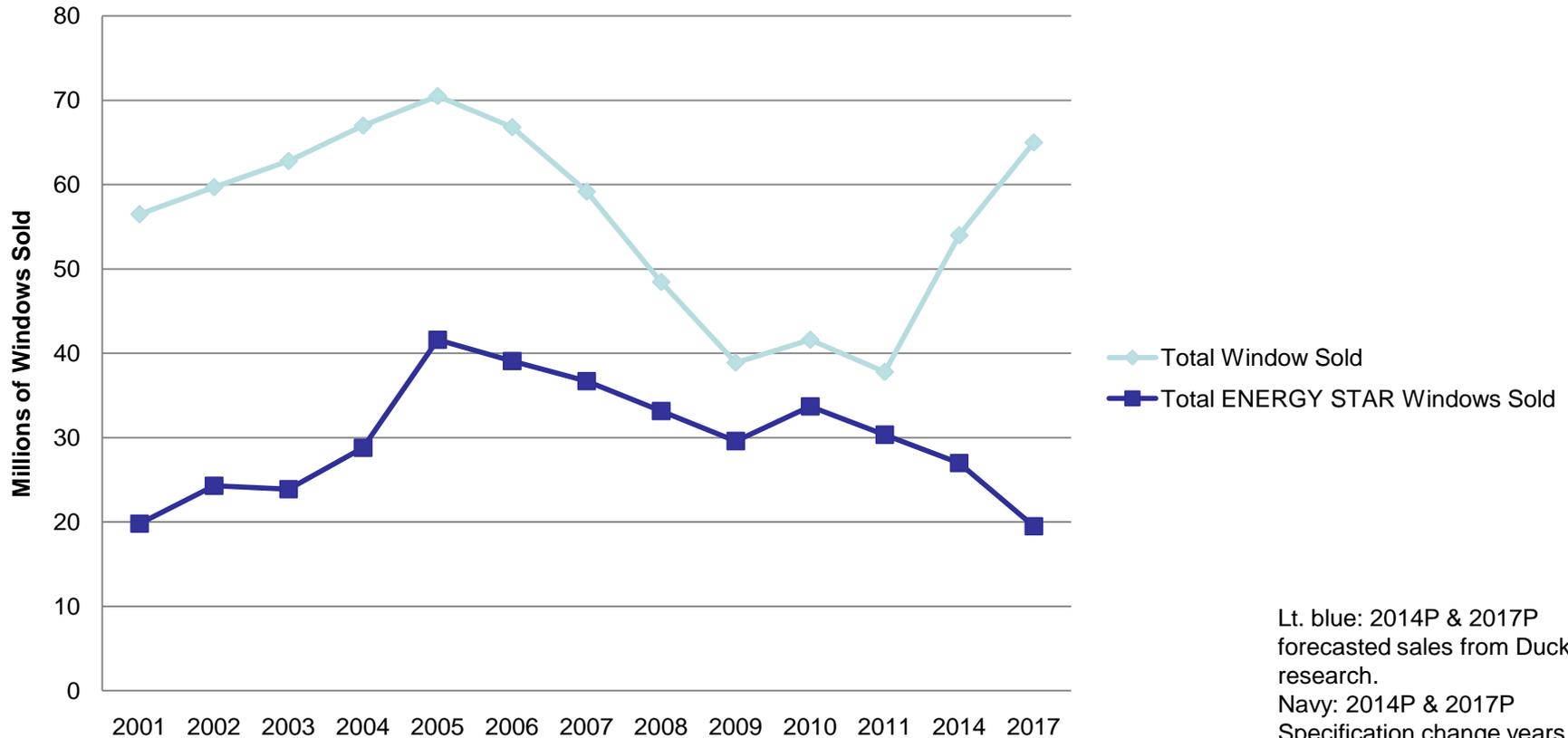
ENERGY STAR Sales vs. Market Share



Total Door Units Sold Over Last Decade

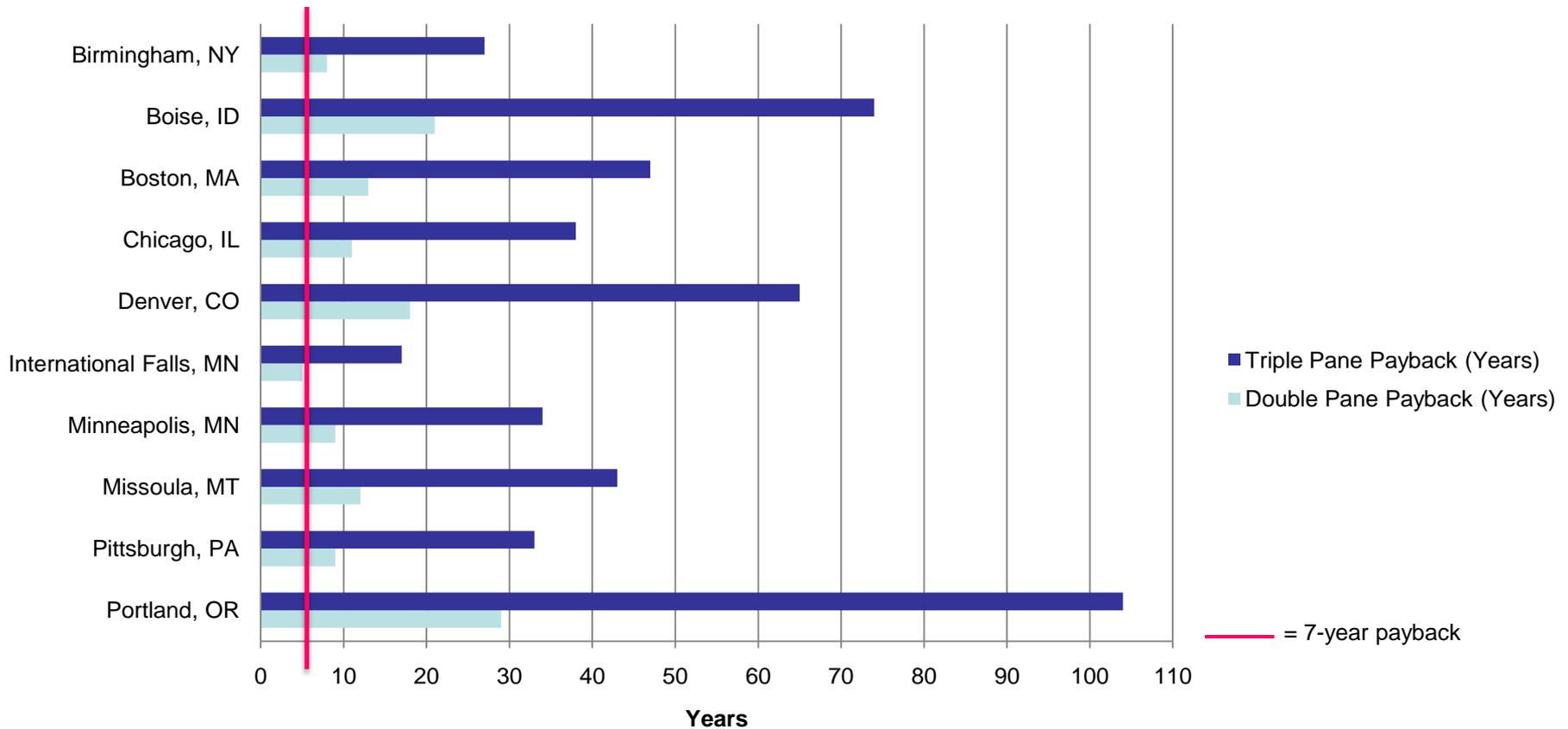


Total Window Sales vs. ENERGY STAR Window Sales



Lt. blue: 2014P & 2017P
forecasted sales from Ducker
research.
Navy: 2014P & 2017P
Specification change years
resulting in reduced ENERGY
STAR market share.

Version 6 criteria effect- Years Required to Recoup Costs for Windows in Whole House in the Northern Zone



Key point review;

- A larger market share is not a bad thing for consumers.
- The market share has grown by severe total sales loss
- Real Affordability must be the primary driver of the program
- The Housing Depression is still in effect



Our recommendations; balance the program considering a maximum 5-7 year payback and driving innovation, Move the program start to 2015, and adjust limits as shown.

– **Windows:**

- Northern U-Factor ≤ 0.29
- North Central U-Factor ≤ 0.31 and SHGC ≤ 0.40



– **Doors:**

- Opaque U-Factor ≤ 0.19
- $\leq 1/2$ lite U-Factor ≤ 0.25
- $>1/2$ lite U-Factor ≤ 0.30
- $>1/2$ lite SHGC ≤ 0.27

Thank you for the opportunity to present our concerns to improve the program and your commitment to this process.

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