

## **Are You Really Ready to Buy Windows?**

**If you're in the market for windows and you've been shopping around** getting quotes, sitting through one presentation after another, visiting showrooms, and doing some research on the internet; **then I have a Question for You.**

**How do you know** you have the right information; and do you have enough information to truly know what you're doing and to make an educated decision on windows?

Based on my 20 years in the window and door business, consulting with roughly 10,000 clients, writing 3 books on the subject, and building a website **literally based on the information clients lack**, the answer is a definite **"NO"**.

If you really think you're ready to decide which window company to choose based on **"Factual"** information; take the test below and see how many questions you can answer correctly.

**Keep in mind this test is NOT designed to make anyone feel stupid; but is specifically designed to teach you how much information you're still lacking.**

If you've really been getting **relevant** and **specific** information from the sales people you've had out then you should easily be able to answer most of the questions listed below.

If you can't answer most of them **then you're still lacking the information** you'd need to make an informed decision.

The answers will only be available to clients that email me through [windowpurchase.com](http://windowpurchase.com) as they will be sent an **"invitation"** to access the answers on my website, as well as have access to my **exclusive** page **"Installation FAQ's"**.

These 75 questions are in no particular order and some questions may have multiple correct answers.

1. Which performance rating indicates the windows ability to **retain heat** in the room for a longer period of time in the colder months? And is a higher rating more energy efficient or less energy efficient?
2. What does **Low E** mean?
3. How many different variations of **Low E** are there?
4. Which performance rating indicates the windows ability to **reduce heat** coming through the window during the hotter months?
5. What is a “**spacer**” and what are the 4 main things you need to know on how to compare them?
6. What is a “**glazing bead**” and what are the 3 things that makes one type better than another?
7. Do **grids** between the panes of glass affect the energy efficiency of a window?
8. Do grids between the panes of glass affect the energy efficiency the same whether it's double pane or triple pane?
9. What does “**IGU**” mean?
10. What is the main 2 reasons for putting some type of gas like argon or krypton between the panes of glass?
11. Are all types of **vinyl frames** made out of the same grades of plastics?
12. If you answered “**NO**” for #12 then what ingredients are in the best grades of vinyl plastics and what is the worst grades of vinyl plastics known as?
13. Can you name the **5 specific things** that will make one type of glass package perform better than another?

14. Which type of **glass** offers the most security?
15. What is **tempered** glass and when and where is it required?
16. What does egress mean and which rooms is the “**egress**” **code** usually enforced? This varies state by state as well as town by town.
17. If and when a window needs to meet **egress** what are the requirements for the second floor vs the first floor?
18. Which rating gives you an indication of the **sound reduction** a window might provide?
19. Which performance rating gives you an indication of how well the window performs for structural pressure, air infiltration, water penetration, and wind load?
20. Specifically which 2 performance ratings indicate whether or not the windows you’re looking to purchase meet the “**Energy Star**” requirements according to their map of the U.S.?
21. Can a window company legally sell you windows that “**don’t**” meet Energy Star requirements for the part of the country you live in?
22. What is “**Fibrex**” made out of?
23. Why can’t a sliding patio door be made out of “**Fibrex**”?
24. What does the **NFRC** test for?
25. Do all window companies **have to** provide to you “all” of the ratings performed by the NFRC on the NFRC label?

26. For residential window purposes at what point does Energy Star have nothing to do with qualifying a window based on “how many stories” above ground you live on?
27. Better quality (constructed) **vinyl** window frames are considered higher quality either because they have foam inside the frame (or) because of the multiple chambers inside the frame?

**Which one is true? If you picked multiple chambers** how many chambers do you think is sufficient? (1-5) (6-10) (11-15) (16 or more)?

28. The frame of a window is responsible for approximately 10% - 15% of the windows energy efficiency? **True or False**
29. The **glass package** in a window is responsible for approximately **85% - 90%** of the windows energy efficiency? **True or False**
30. All window warranties start “date of installation”, as opposed to “date of sale”. **True or False**
31. Which “entity” does the testing for “**DP**” or “**PG**” ratings? (WDMA) (NFRC) (AAMA) (USGBC) (NARI) (LMNOP)
32. In question #31 which entity is **not** a real entity?
33. You can replace (Just the Glass) in all windows? There is no need to replace just the sash or the main frame. **True or False**
34. If you purchase from a window company on the first visit because the sales person told you it would cost thousands of dollars more if you wanted to wait and think about it or get other quotes; then you either bought out of (Respect) or out of (Fear)?
35. What’s the best way to find out if a sales person is lying to you about being the actual window manufacturer instead of a window “**dealer**”?

36. Does a window built for longevity and durability **also** mean it's extremely "energy efficient" as well?
37. Does a window built for extreme "energy efficiency" mean it's **also** built for longevity and durability?
38. What's the minimum amount of performance ratings you should be getting during a better than average window presentation? (1) (2) (3) (4) (5 or more)?
39. If you get the warranty (BEFORE) the sales person comes out and you **DO NOT** like the warranty; then you'll have saved (Time) (Money) (Aggravation) or (ALL 3)?
40. **If a window company is "unwilling"** to email you a copy of their warranty (before) they come out, that tells you what about the company and the warranty?
  - A. It's probably not a good warranty?
  - B. The company is difficult to deal with?
  - C. They didn't plan on bringing one to give you and go over with you during the presentation?
  - D. All of the above?
41. How long should a really good (educational) window presentation take as long as it's not interrupted? (1- 1 ½ hours) (2 -3 hours) (4 hours or more)?
42. If you sign a contract at the showroom you still have a 3 day right to cancel? **Yes** or **No**
43. If every window company you have out is getting glass from the same place does that mean they all have the same energy efficiency?
44. What are the 5 main things that can cause seal failure in glass?

45. All **Bay** and **Bow** window (shells) are made the same? **True or False**
46. Casement **hinge systems** for cranking them out are pretty much all the same and are all **attached** to the sash in the same manner?
47. **Heat lamp** demonstrations give you **how many** (specific) ratings on a window? (1) (2) (3) (4) (5) (none)
48. Which performance rating gives you an indication of the likelihood of getting **condensation on the room side pane of glass** during the colder months?
49. Do all window companies have to put their “**condensation resistance**” ratings on their NFRC labels?
50. “Blinds” **between the panes of glass** don’t affect the energy efficiency in a negative way? **True or False**
51. Do all vertical and horizontal **sliding windows** have an **interlock** and why is it important for you to know?
52. Which of the following “**price**” would be the better constructed and more energy efficient window? (\$200 - \$450) (\$500 - \$800) (\$850 - \$1,100) (\$1,150 - \$1,400) (\$1,500 or more)?
53. When replacing your windows you have to do all of them at the same time? **True or False**
54. **Self-cleaning glass** means you never have to clean the glass? **True or False**
55. **Triple pane glass** is overkill because it will physically “**outperform**” the energy efficiency and noise reduction of your exterior walls? **True or False**
56. What is a “**Hybrid**” window?

57. If you're in the market for windows and new blinds you should always buy the blinds first? **True or False**
58. Most of the "heat loss" through a window is due to which of the following? **(Conduction) (Radiation) (Convection)**
59. A window with a **different** exterior color and/or interior color should cost the same as a window that's white in and white out? **True or False**
60. Which of the following window is the **highest quality** and **most energy efficient** window on today's market? (100% Wood) (Aluminum Clad Wood) (Vinyl Clad Wood) (Fibrex) (Aluminum) (Vinyl) (Fiberglass) (Hybrid)?
61. **Foils** are also called laminates; these can sometimes be used to achieve the look of a painted or stained window. The question is are all "**Foils**" or "**Laminates**" of equal quality?
62. **Two part question**; is all **weather-stripping** on windows the same quality (and) do all windows have the same amount of weather-stripping?
63. When replacing your windows absolutely everything has to go; the window, the sill, the inside trim. All of it has to be replaced "every time"? **True or False**
64. What's the difference between an **insert** window and a **full replacement** window?
65. What's the difference between an "**energy efficient**" window and a "**high performance**" window?
66. Closing blinds or heavy drapes in the colder months helps the window perform better? **True or False**

67. **Basement windows** should cost a lot less than the upstairs windows because of which of the following?
- A. You feel they should be of lesser quality?
  - B. You feel they should be less energy efficient?
  - C. You feel they should come with a warranty that covers less?
  - D. They don't have to compete with the durability or energy efficiency of your foundation?
  - E. It's just a belief system you're not willing to let go of therefore they should be cheap?
68. **Three part question**; Do you know what **exterior capping** is (and) does it have to be the **same color** as the exterior of the window (and) would it add to the cost of your window project if you wanted the exterior capping to be a different color than the windows exterior?
69. Which of the following is the most important?
- A. Installation of the window?
  - B. Durability of the window?
  - C. Warranty on the window?
  - D. Energy efficiency of the window?
  - E. The frame of the window?
  - F. The type of glass in the window?
  - G. Perhaps "all" of the above?
70. **If you can afford it** doing all the windows at the same time will save you money? This is assuming that the windows you're purchasing are made to last and come with a better than average warranty. **True or False**
71. If you're in the market for wood windows which is more durable; otherwise skip this question.
- A. Rolled form aluminum clad?
  - B. Extruded aluminum clad?
  - C. Vinyl clad?

72. What is a **“Tilt & Turn”** window and what areas of the home might you find this useful as a good alternative compared to other styles of windows?
73. As far as gas goes if a company says they’re putting argon, krypton, or some other type of **inert gas** between the panes of glass, the question is do all companies do the same amount of **“gas fill”**?
74. As far as **“frame”** around the screen go on sliding windows; what’s the difference between an extruded aluminum frame and a rolled form aluminum frame?
75. On a scale of 1 – 10 with **“10” being the most energy efficient**, let’s assume that all homeowners (assume) that their current windows are a “1” and that their exterior walls are a “10”. With that being the case based on the consumers “assumption” when you purchase new windows where would you want them to rate on the same scale of 1 – 10? **And how would you know how to do that?**