

## WHO REALLY HAS THE BEST WINDOW?

No matter what you have attempted to purchase for your home, you have most likely been told that if you go with a certain product, you were getting 'THE BEST' money could buy. How could this be possible when not everyone is selling the same item? Company representatives must strongly believe in the company's products if he or she expects to be successful, and their enthusiasm can make it hard to determine who is not truthful about being 'THE BEST'.

Prior to 2001, all window manufacturers selected their own independent laboratories to test the products they built. The problem with so many testing laboratories is that you get just as many testing parameters. It was not fair to the consumer, or the competing companies, to try and determine who REALLY had THE BEST window. Using this testing method, it was not unusual to have two or more competing window companies with the same performance ratings using two very different testing parameters. But in actuality, the performance was not the same since windows were tested to achieve the manufacturer's desired results.

The National Fenestration Rating Council, which provides accurate information to compare energy performance of windows, doors and skylights, was created at the urging of two large wood manufacturing facilities as a way to combat the vinyl window market and the widely varied testing methods. As a result, all windows made in the state of Texas, as well as many other states, must be tested by the NFRC. This means that every window is tested using the same parameters, and the resulting data is quite easy to interpret.

The most important rating number to consider is the solar heat gain coefficient (SHGC), which measures the ability of the glass to reflect the sun's heat from entering your home. Remember, the glass makes up over 95% of the window opening, making it very important to improve this area as much as possible. The state of Texas requires the SHGC to be .40 or better (meaning lower). You interpret this number as a percentage subtracted from 100. Therefore, Texas wants a window which will keep out at least 60% of the sun's heat, or retain 60% of the heat and air you have already paid for in your home. Most windows in this area of the state are sold with SHGC ratings between .29 and .36. The Lanham window has a .18 SHGC with our closest competitor having a .25. This means our window keeps out 82% of the sun's heat and retains 82% of the heat and air in your home. All of this information can be found at the NFRC website ([www.nfrc.org](http://www.nfrc.org)).

So, who really has 'THE BEST' window? It depends on how you define "THE BEST". If defined by length of time in business ... our company has been in business for 34 years. If it is judged by performance of the window ... visit the NFRC website and decide for yourself. We look forward to doing business with you!