

CASE STUDY

Energy efficient windows training

The task

The energy efficiency of windows varies with several physical properties. The current method of assessing performance relies mainly on the U-value but this is only one of the factors. Other factors such as Solar Heat Gain and Air Leakage also need to be included.

Tangram was commissioned by Energy Efficiency Best Practice in Housing to produce a training package for the windows industry to enable companies to carry out internal sales training on energy efficient windows.

What we did

Tangram produced a structured training package for the sales staff of windows companies to introduce them to the benefits of window energy rating in terms of improving customer choice and clarity of decision making.

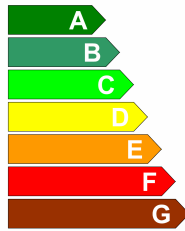



Tangram produced the training package to be highly interactive and to be especially relevant to direct sales staff.

Tangram tested the training packages by running training sessions with selected large direct sales glazing companies.

Tangram produced a final web-based training package that included all the resources necessary for internal trainers to run the training sessions, e.g. Overhead transparencies for small companies, PowerPoint shows for larger companies and full trainer and trainee notes packages.

The benefits

- Companies are able to deliver internal training to improve the sales methods and therefore sales of energy efficient windows.
- The sales of energy efficient windows are predicted to grow as people are more aware of the benefits of these products.

Energy Window	
	Window Ltd. XYZ 68/abc
	
Energy Index (kWh/m ² /year) <small>(Energy index certified by BFRC and based on UK standard window. The actual energy consumption for a specific application will depend on the building, the local climate and the indoor temperature)</small>	-14
The climate zone is:	UK
Thermal Transmittance (U-value)	1.7 W/m ² .K
Solar Factor (g-value)	0.50
Air Leakage (L-value)	0.10 m ³ /m ² /h
 www.bfrc.org 	
<small>This label is not a statutory requirement. It is a voluntary label provided as a customer service to allow consumers to make informed decisions on the energy performance of competing products.</small>	

More details?

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