

Wooldridge Heating Air Electrical

WEATHERIZATION



14179 Wards Road · Lynchburg, VA 24502 · 434.239.0371

**Jonathan Thomas**

**In HVAC for 18 years**

**12 years Installing**

**5 years in Service and**

**Almost 2 years in weatherization and  
sales**

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## Initial goals of Weatherization training

- Supplement slow times in a weather driven business
- Offer additional energy savings to our customers
- Offer better home longevity through envelope maintenance

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What will help move things forward?

Consumer education: Consumers do not understand what weatherization is yet.

Who can help Educate consumers?

Power companies and co-ops

HVAC and Insulating companies in their advertising

State consumer service messages

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Helpful Symbiotic partnerships

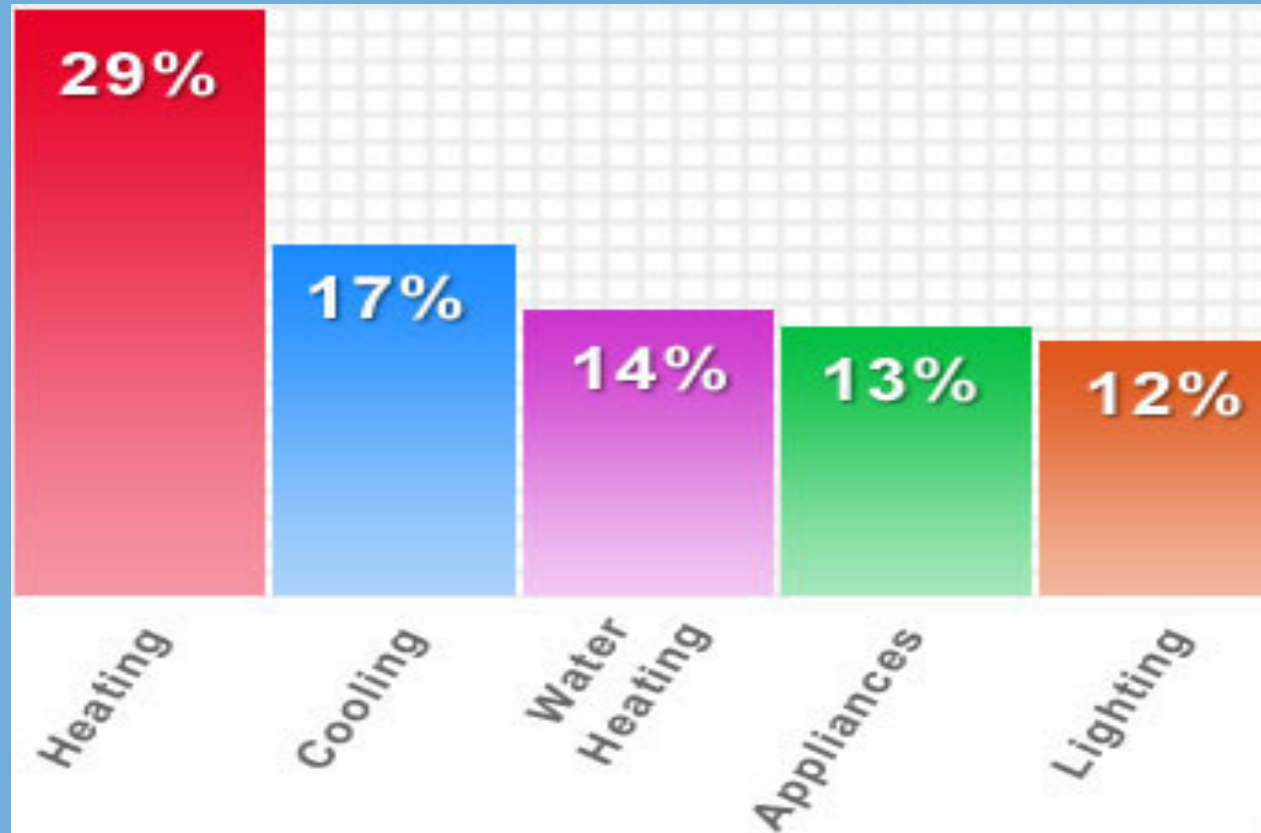
Insulating companies

Roofing companies

Gutter Companies

Window and door companies?

# Weatherization Addresses 85% of Total Home Energy Cost



# What Sets VWTC Apart?

- ▣ Pass Rate!
- ▣ BPI's acceptable pass rate is 70% nation-wide
- ▣ VWTC pass rate is 90%

# How Does VWTC Achieve 90% Pass Rate?

- ▣ Unlike most other Weatherization training organizations, VWTC takes training one more critical step: Field Class
- ▣ Classroom and lab setting are critical but the field class...actual house testing and retrofitting complete the learning cycle with hands-on training, one-on-one instruction in a real world setting.

## VWTC Training will help existing HVAC companies Builders and Remodelers:

- ▣ Increase your service offerings
- ▣ Increase your gross profits
- ▣ Increase your added-value to existing customers
- ▣ Increase the number of new customers
- ▣ Give you an edge over your competition



**QUESTIONS?**