

You can be an Authorized **Enertia® BUILDER/DEALER**

Your company can be the Authorized Enertia® Builder/Dealer in your market. Our Builder/Dealer program is based on the “Log Home” dealership model which has well-served a unique niche market where potential clients have to see, feel, and touch a new and unfamiliar product. The key is your Model Enertia® Home, well furnished, landscaped, and providing an unforgettable experience to new potential homeowners just now exploring and becoming familiar with Green and Sustainable building. Their first experience needs to be a good experience: that living without fossil-fuel can be **more** comfortable and visually exciting than feeding the heat pump on a monthly basis.

Step One: Know your market. Is it primary or second homes? What size do you want to build? This will help determine the Model Home you choose - a large percentage of your clients will want-what-they-see.

Step Two: What territory do you want to serve? We will send you leads who are building in that territory - how far do you want to travel?

Step Three: Find the Subs you need for excavations, foundations, plumbing, wiring, and finish roofing and test their level-of-excitement for working with new ideas.



**ABC BUILDERS**  
Authorized ENERTIA® Builder/Dealer  
**919-555-0000**

Our **Builder/Dealer** requirements: You must purchase and build a model home. It can be your personal residence, your office, or the residence of an employee - so long as the Enertia® Model Home is occupied, and daily weather and temperature records are kept. We recommend third-party monitoring by a local college or university - it will increase your visibility and credibility and make you a part of the community effort to be Green and help the environment. Your crew must be trained by an Enertia trainer - usually this is done in the construction of the model home. You must purchase and build two more Enertia® homes in the next year, and a minimum of three homes a year thereafter. We will send you leads who plan to build in your territory, and will list you as an Authorized Enertia® Builder/Dealer on our website, in our literature and at seminars and home shows. You agree to have at least 2 advertised Open Houses per year and participate in your annual state **Green Building Tour** in October of each year.

**Enertia Building Systems Inc.**  
**1472 U.S. Highway 1 North**  
**Youngsville, NC 27596**  
**Ph: 919-556-2391**

**enertia@mindspring.com**  
**www.enertia.com**



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**Enertia® -**

## We make it Easy to **BE** Green

The fastest growing segment of the housing market is “Green Building.” Enertia Building Systems Inc. has been active in Green or “Sustainable” building for 20 years, as designers, consultants, and as the manufacturer of the Enertia® Building System. You can start from scratch, or you can partner with us to offer an Award-Winning Sustainable Building System to your clients, now, and in the energy-conscious future. With 75 homes in 25 states we know **Green Building**.

There was a time when if you wanted 100% renewable walls, your only choice was STRAW. That’s fine for the 15<sup>th</sup> century, but for the 21<sup>st</sup> Century of bankers, inspectors, and sophisticated customers, you can now have 100% renewable walls with the most advanced building product: **Engineered Gluelams**. Enertia Building Systems pioneered the use of Gluelams in traditional residential walls and is a manufacturing distributor for Anthony Forest Products - one of America’s largest Gluelam providers. Gluelam walls are stronger, more impact resistant, and more energy efficient according to lab tests by the National Bureau of Standards and the NAHB sponsored tests at Oak Ridge Labs. The wood species with the most specific and latent heat capacity is good old Southern Yellow Pine, the “TarHeel” wood. SYP has **Thermal Inertia** - the ability to store and release energy. Gluelam walls have resisted 2x4 impacts at 150 mph in the Texas Tech blow-gun tests. Wood used in long-lived structures does not release Greenhouse gases – it sequesters them. That’s as **Green** as you can get.



There was a time when, if you wanted to heat or cool a house you had to use a furnace, heat pump or air-conditioner. Now, with good design, good orientation, well-placed glass, and the energy-storing properties of the Gluelam walls, the Enertia® house does most of its own winter heating and summer cooling. Only a small back up unit is needed- mainly for thermostatic control, and for summer dehumidification. We spec a Mr. Slim split-system in smaller homes, and the UNICO One-Ton in larger homes, or where you want the system out-of-sight. The typical Enertia® house cooling system size is one-fifth of that needed for a frame house of the same square footage, and only operates half as many days in the year. Enertia® homes have been built as far north as Northern Michigan, and as far south as Alabama. The climate of Carolina and Virginia is a “piece-of-cake.”

What makes a house **Green** is building it with Natural Renewable material, and using Natural Renewable non-fossil-energy to run it. What makes a house **Sustainable** is its livability through hurricanes, ice storms, power outages and Climate Change- be it Global Warming or Ice Age. From foundation to roof the first purpose of a house is **Shelter**, and we remember that. Our design goal is to achieve sustainability in a house that looks traditional, will fit into your development, and match local historical styles when necessary. We believe Americans want to go Green - but with eye and curb appeal.



# We make it easy to **BUILD** Green

The Enertia® Gluelam Wall System makes building “green” easier, faster, and far less labor intensive. Its a lot like **BUILDING WITH BLOCKS** when you were a kid. One component and one step and your wall is finished. The Gluelams, up to 16 feet long, are pre-cut and numbered, and grooved where they meet door frames. Even the outlet boxes are mortised, and the wiring holes drilled down to the sub floor. On some days the only tool needed is your **DeWalt** or **Milwaukee** Super Hole Hawg drill with the included **TORX T-40** bit.

With **one** step, **one** person has done the jobs of framer, insulator, sheather, siding installer, and drywall installer. **One** component takes the place of framing, sheathing, siding, and the interior surface. The wall is stronger, construction is quicker, and the house is **Greener**.



Enertia® Homes are Post and Beam - which means fewer parts, and **almost no scrap on the construction site**. The roof is **SIPS** - Structural Insulated Panels - which means you can usually dry-in the same day, with the same crane that you use to set the **Gluelam** ridge and the four foot on-center **Gluelam** rafters.



Enertia® homes are clear-span, or with just a few load-path posts - which means the interior partitions are not load bearing and can be placed freely.

Today’s clients want **Green** with class- just different enough to be noticed and clearly state “We care about the Environment” - like driving a Hybrid car. Building and owning an Enertia® house puts both you and your client in the category of Green, Environmental, and Sustainable, while being high-tech and advanced - using the latest products: Engineered Gluelam walls of Certified Sustainable wood, a Post & Beam Gluelam structure like in commercial and public buildings, an Energy Star SIPS roof, NASA Engineered Radiant Barriers, Geo-thermal earth cooling, and Phase-Change Latent heat technology.

Want to start a **Green Building** company, or a **Green** division of your Construction business?

We make it Easy - with our knowledge, experience, and track record of more than 20 years of designing, manufacturing, and building Environmental Self-sufficient homes - many totally off-the-grid with photovoltaics, wind generators, hydro-electric systems, and earth-based geothermal cooling.

Whether you use Enertia® as a supplier, or partner with us as an **Authorized Enertia® Builder/Dealer**, you have access to the Enertia Team:

Michael Sykes- inventor of the **Enertia® - Energy-from-a-shift-in-time** Concept, has designed over 50 homes in 20 states. Michael has won numerous awards including the US Department of Energy Innovation Award. One of his designs in Greensboro NC was named the “Most Innovative Home of the 20<sup>th</sup> Century” by the AWPI.

Michael Vinsel has designed 25 homes in 14 states, and is familiar with the latest environmentally-innovative building products and methods. Mike V. draws the blueprints and the cut-and-assembly charts using **Archicad** and **DataCAD**, and specs the windows and roof panels to correctly mesh with the Enertia® pre-cut Gluelam house package.

John Babb is responsible for the cutting and numbering of your house house packages in our 30,000 square-foot factory in Youngsville, NC. John is responsible for packing and shipping each house - in the order that you need it, when you need it.

Mark Hyde keeps everything running and updated at the production facility in Youngsville , and also manages production when additional shifts are required to meet delivery schedules. Mark and John work together to train new production workers.

Paul Davis is our trainer. Skill and experience is the key to any Building System. Paul has erected Enertia® packages all over America and knows the tricks for speed and profitability. He will advise and help you assemble the unique set of tools for 21<sup>st</sup> century **Green** building. Paul will train your crew, and is available after that for out-of-the-ordinary projects.

Enertia Building Systems Inc. is the systems-built distributor for:  
**Anthony Forest Products:** Beams, headers, & power columns  
**HURD** windows and doors  
**Eagle SIPS** Panels - precut and numbered specifically for each job  
**Lo-Mit** and **Reflectix** Radiant Barriers  
**Log-Hog** Self drilling Fasteners  
**PERMACHINK** sealants, gaskets, and **LIFELINE** Finishes

