



LOWE'S – PSE TRAINING

Training Topics

- PSE Website
- Product Knowledge / Basics of Installation
- Install Components
- Vinyl Estimator
- Profile Lap & Nail Hem
- Understand the Offering
- Upsell Opportunities
- GP Interactive Design Tool
- In Home Selling Tools & Presentation

PSE Website:

- We will be using to the PSE Website throughout this presentation
- Everything a PSE needs to successfully sell Georgia-Pacific Vinyl Siding:
- <http://psevinylsiding.com/>
- Password: pse1



For PSE Professional

At BlueLinX, we understand that as a professional you're focused on meeting customer expectations and building your business. Therefore, we've developed a website to help you do both. From here, you'll find tools and resources uniquely designed to educate and inform you on Georgia-Pacific® Vinyl Siding and Accessories products and industry trends.

At BlueLinX, we're committed to bringing you great products and effective programs to help you build success.

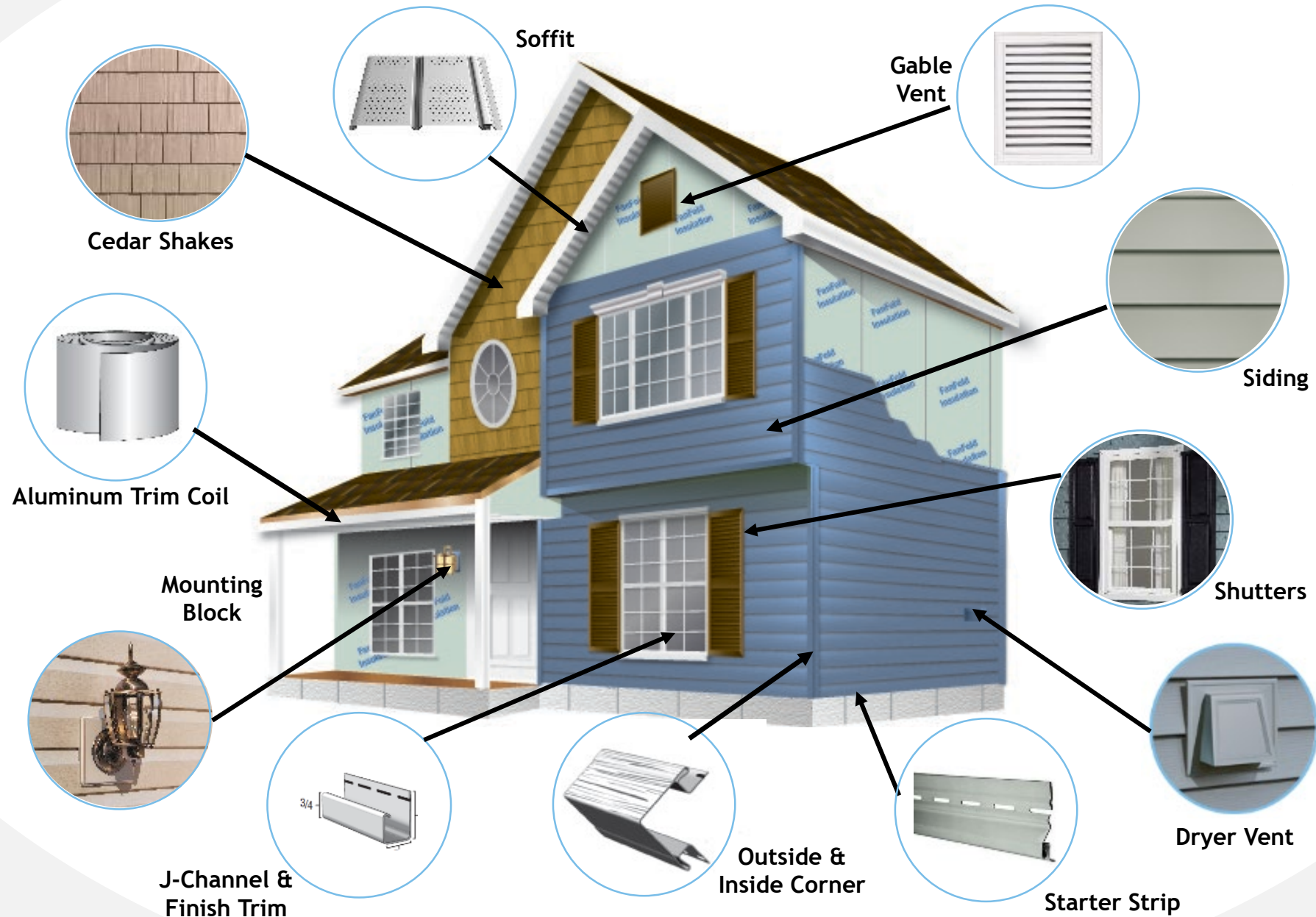
Basics of Installation

Resources to help understand the basics of vinyl siding installation:

- Quick Tips for Installing Vinyl Siding
[Click Here](#)
- VSI YouTube Installation Video:
<https://youtu.be/vDIZjHYcQYE>
- These resources can be shared with your installers!



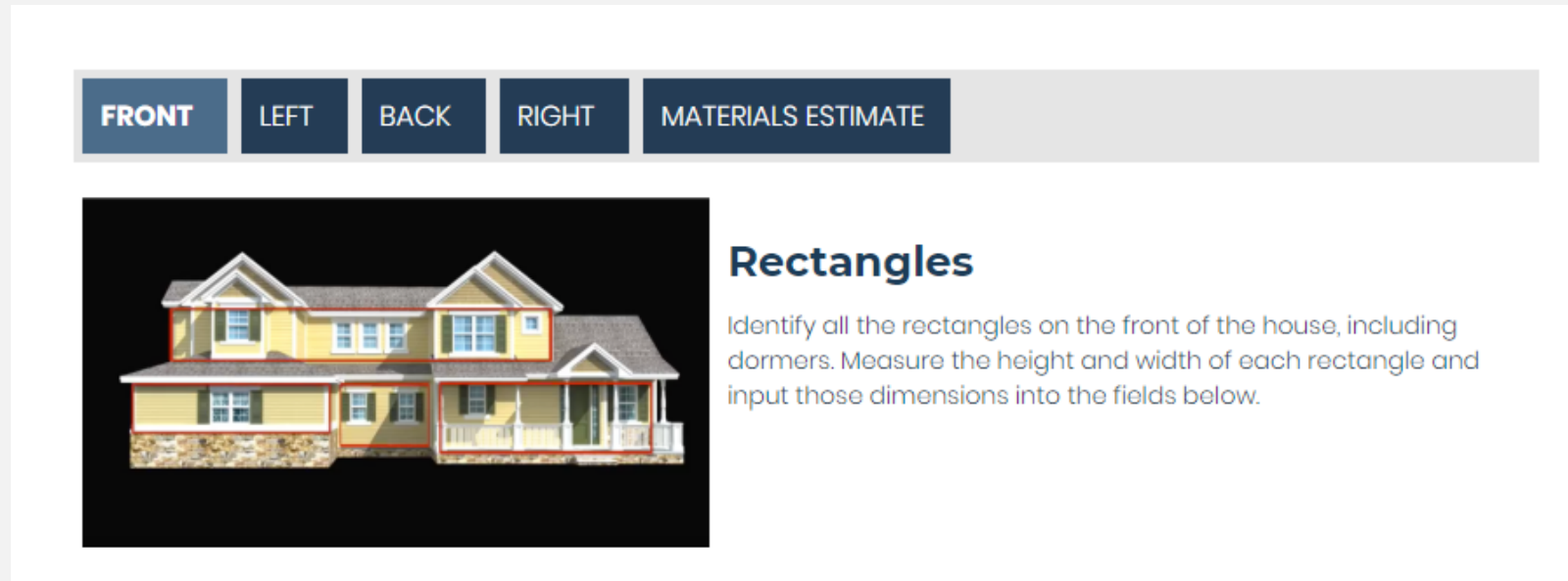
Install Components of Vinyl Siding



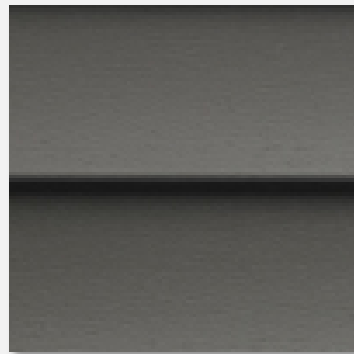
Vinyl Siding Estimator

- **Estimators to help you successfully measure a vinyl siding project**
- **Gives an accurate estimate for siding and accessories**
- **Web based and Excel versions available – your preference!**
- **View the Estimator tutorial on the PSE Website**

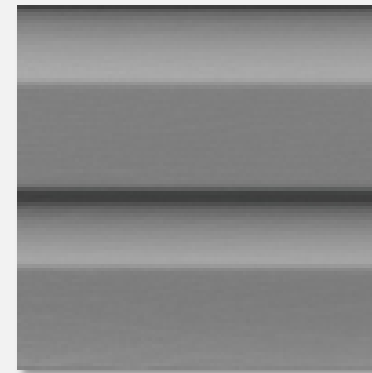
**PSE Website Estimator –
Click Here**



Traditional Lap Vs. Dutch Lap Siding



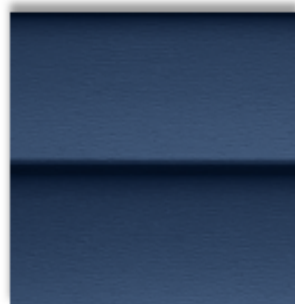
Traditional Lap



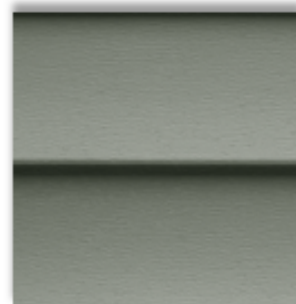
Dutch Lap

Difference in the Offering

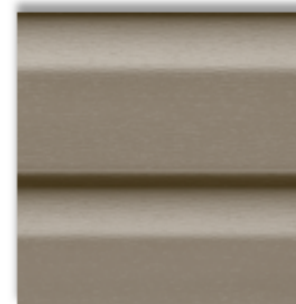
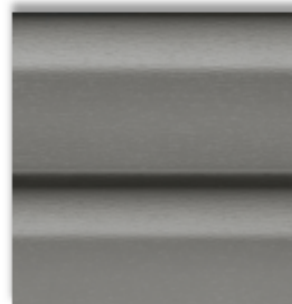
Best



Better



Good



	Compass Bayou	Forest Ridge Sagebrook	Shadow Ridge Pewter	Vision Pro Clay
Color Shown	Bayou	Sagebrook	Pewter	Clay
Lap Style Shown	Traditional Lap	Traditional Lap	Dutch Lap	Dutch Lap
Price Range	\$\$\$	\$\$	\$\$	\$
Colors Available	29	20	20	14
Panel Thickness	.044"	.042"	.042"	.040"
Special Features	Premium Locking System Low Gloss Finish Premium Wood Grain	Roll Over Nail Hem	Roll Over Nail Hem	Single Nail Hem
Lap Styles Available	Double 4" Traditional Lap & Double 4.5" Dutch Lap	Double 4" & Double 5" Traditional Lap	Double 4" & Double 5" Dutch Lap	Double 4" & Double 5" Traditional Lap, Double 4" & Double 5" Dutch Lap
Limited Lifetime Transferable Warranty	Yes	Yes	Yes	Yes
Certified by the Vinyl Siding Institute	Yes	Yes	Yes	Yes

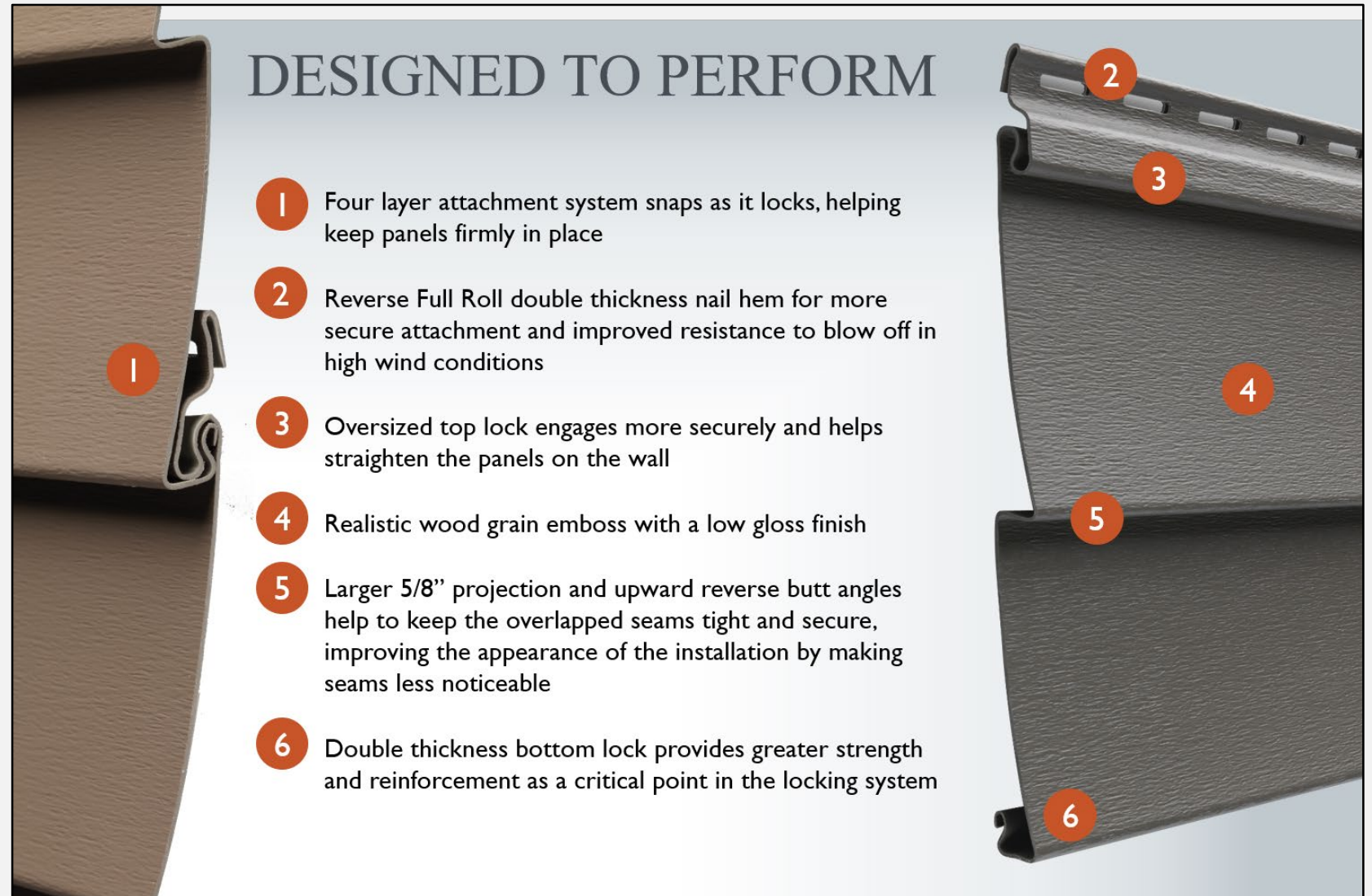
Nail Hems: What is the Difference?



Nail Hem Ranking	Nail Hem Design	Benefits
Good Vision Pro	Single nail hem	<ul style="list-style-type: none"> Standard nail hem offering good overall performance and economy.
Better Forest Ridge Shadow Ridge	Roll-over nail hem	<ul style="list-style-type: none"> Partial nail hem curl reinforces the area above the nail slot which is a critical area for reducing panel blow off in higher wind conditions. Suitable for building locations needing higher wind speed ratings
Best Compass	Reverse full-roll nail hem with matching reinforced bottom lock	<ul style="list-style-type: none"> Reversed full roll over nail hem offers the ultimate strength to resist panel blow off in high wind conditions. Reversing the roll over allows smooth, unrestricted movement under the fastener head. Reinforced bottom lock increases wall rigidity and further reinforces the panel interlock system for increased blow off resistance in high winds Premium appearance, durability and cost effective performance

Upselling Compass: The PERFECT Panel of Install Sales

- **Minimal additional investment for a once in a lifetime purchase**
- **Highest level of satisfaction with your customer**
- **Highest level of satisfaction with your installer**



Upselling: Accent Panels

Great for garages, gables,
front porches to give your
customer that custom home
look

Accent Panels



Cedar Spectrum
Shingle



Cedar Spectrum
Hand-Split



Cedar Spectrum
Round Cut

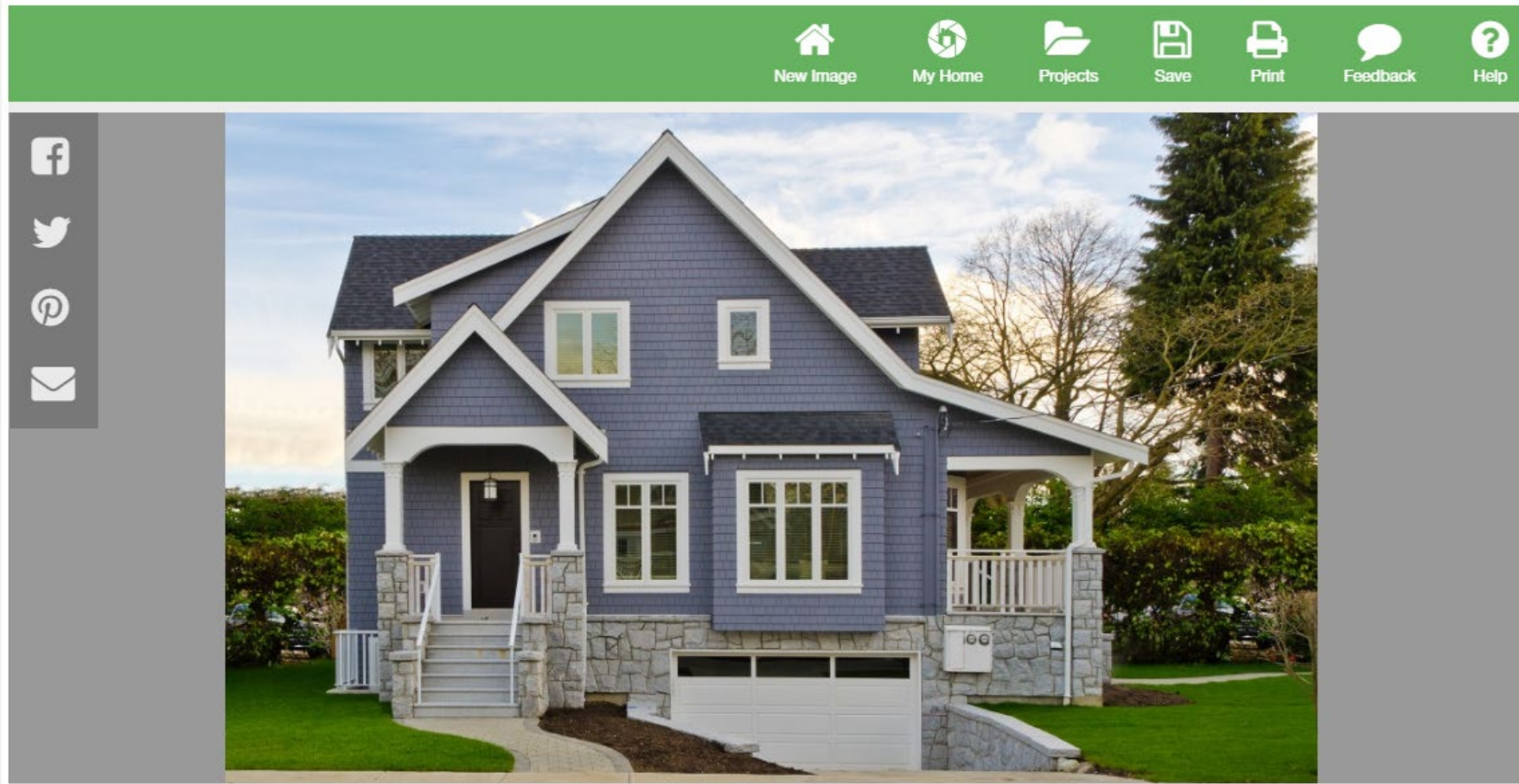


Board & Batten

Color Shown	Wedgewood	Shaded Gray	White	Shadow
Lap Style Shown	Double 7" Shingle	Double 9" Hand-Split	6-1/4" Round Cut	7" Board & Batten
Price Range	\$\$\$	\$\$\$	\$\$\$	\$\$
Colors Available	28	15	8	20
Panel Thickness	.100"	.100"	.100"	.048"
Special Features	Premium Locking System	Premium Locking System	Premium Locking System	Standard Nail Hem
Styles Available	Double 7-in panel	Double 9-in panel	Double 6.25-in Round Cut	7-in wide board with an 1-1/2-in batten
Limited Lifetime Transferable Warranty	Yes	Yes	Yes	Yes
Certified by the Vinyl Siding Institute	Yes	Yes	Yes	Yes

GPVinylSiding.com: Interactive Design Tool

- Available through the PSE Website
- Use with the homeowner to visualize color and styles



Click or tap on an area of the home image above to get started.

If you ordered a professionally mapped image, the design library to the right will not be available. Please click/tap an area of your home to begin applying products.

Selling Tools

- Review In-Home Presentation
 - This presentation should be used with in conjunction with your Hand Sample, Color Fandeck, and Leave Behind Brochure when making a sales presentation
- Review Contents of PSE Kit
 - Hand Sample
 - Color Fandeck
 - Leave Behind Brochure
 - Kit can be ordered by emailing gpvinylsamples@bluelinxco.com