

Trio-E Selling Tips

Trio-E is a new patent pending door design that delivers superior insulated values and strength plus, provides aesthetic qualities desired in today's commercial building applications. The E is for energy efficiency and Trio-E has one of the lowest U-Factors (0.36) for a steel stiffened door in the market today. The Trio-E will provide years of strength and sustainable energy savings for any building.

Presenting to Architects

When presenting to architects, key selling points include strong thermal properties, high-recycled steel content, and aesthetic design.

Strong

- Steel stiffened core for added strength and durability
- Hurricane Rated up to +/-100 psf for a 3'0" x 7'0" single swing and up to +/-70 psf for a 8'0" x 8'0" pair

Beautiful

- The Trio core is laminated to the face sheets per the HMMA 867 standard eliminating surface weld marks that are normally seen on most steel stiffened doors
- Trio-E is available in several design options with steel Slim Trim glass kits

Energy Efficient/Green

- The Trio-E injected polyurethane foam core has superior insulation characteristics with a U-factor of 0.36 (ASTM C1363/NFRC 102-2014) for maximum energy efficiency. The U-Factor of 0.36 and Air Infiltration (NFRC 400-2014/ASTM E283) of ≤ 0.1 cfm/ft^2 was achieved in an operable condition using the Ceco Mercury Thermal Break Frame and Pemko Thermal Barrier Saddle. The building's actual energy performance and potential savings is a combination of the openings thermal efficiency and ability to reduce air infiltration/exfiltration.
- First steel stiffened hollow metal swinging door to qualify for GreenGuard Gold

Presenting to Contractors

Contractors would be most interested in Trio-E's rugged construction which can meet jobsite demands.

Strong

- 18 Gauge face sheets, 22 gauge stiffeners and foamed in place polyurethane core gives the Trio-E a stiffness class 1 rating
- Steel stiffened core for added strength and durability
- Manufactured in the USA and can be supplied to meet urgent jobsite demands
- Hurricane Rated up to +/-100 psf for a 3'0" x 7'0" single swing and up to +/-70 psf for a 8'0" x 8'0" pair

Presenting to End Users

End-users would be most interested to learn about Trio-E's thermal properties, aesthetic benefits and a heavy duty door design that will last.

Strong

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Beautiful

- Smooth surfaces that allows aesthetically pleasing pre-finish colors
- Many design options available with steel Slim Trim glass kits

Energy Efficient/Green

- High thermal rating helps reduce heat transfer which helps to reduce building energy costs
- Retrofitting a building for energy efficiency qualifies for a tax deduction (as much as \$1.80 per sq. ft.)
- First steel stiffened hollow metal swinging door to qualify for GreenGuard Gold

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