

A REEL DIVERSIFICATION

OK, OK, we're tired of the puns too...but for those outdoors enthusiasts who have not yet heard, and those admirers of Solar precision and quality who knew we were up to something special, Solar is proud to announce that the wait is over! After two years of research and development, as well as current and on-going field testing, we plan to have IRT fishing reels on the market early in 2008.

Our versatile design is suitable for both fresh and salt-water fishing with its lightweight aluminum body and

stainless steel gears. Of course we will offer numerous optional features (more than any other reel currently on the market) including many available colors and finishes. In typical SI style, the reels can be completely customized and are limited only by a customer's imagination. We have several patents pending, and are encouraged by our market research, which indicates that we have an excellent opportunity to break into the market with IRT.

The synergy lies in SI's utilization of existing manufac-

turing knowledge and experience which will help to machine and produce superior quality reels for an eagerly waiting worldwide market. Our goal for IRT is that it becomes a symbiotic business which dominates the wide open industry with a precision product. We hope this helps the team to gain expertise and insight that will make both companies stronger and more prepared for future growth and challenges. The benefit for SI is the greater diversification as we expand our borders on many levels worldwide.

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GREENHOUSE ENVIRONMENTAL CONTROL SYSTEMS

Advances in computer technology have made owning and operating greenhouses easier than ever before. An environmental control system will improve plant life within greenhouses by providing a constantly monitored atmosphere, producing a more uniform product. **Solar Innovations'** greenhouse control systems can be automated according to the gardener's specifications. Greenhouse accessories, including fans, vents, misting and fogging systems, and heating and cooling systems, are automated in stages correspond-

ing to the gardener's selection and the plants' needs.

Solar Innovations' control system can be as simple as an on/off switch to control circulation fans which destratify the air, and ridge vents to allow for the escape of hot air. An evaporative cooler can also be incorporated to draw cool moist air into the structure. By semi-automating a control system with a humidistat, a thermostat, or a timing device, the accessories will run only when necessary, lowering operating costs and saving energy.

Fully automated systems have the option of being controlled by a sensaphone, a remote programming system on a PLC, or even through a cell phone, saving a substantial amount of time. These fully automated systems can be designed to maintain a specific set of criteria for constant plant comfort, taking into account the conditions outside the structure that may affect the plants' growing environment.

In addition to common greenhouse accessories,

Solar Innovations' environmental control systems can be designed to accommodate advanced features like evaporative coolers and foggers, drip systems, sensaphones, remote programming, photo and light sensors, and soil sensors. The horticulturalist's time can now be spent tending to plants and analyzing results, rather than tinkering with their growing environment.

MILESTONE PROJECTS COMPLETED



Franklin & Marshall Greenhouse



PA Academy of Music Skylight

Already three quarters of the way through 2007, with our busy season still to come, SI continues to grow at approximately 30-40% over 2006. This year we have seen the completion of some significant milestone projects featuring both new and existing product lines and options.

This summer, a large custom pyramid skylight was installed on the Pennsylvania Academy of Music in Lancaster, Pennsylvania. Due to our extensive in-house pre-fabrication of the entire unit and excellent logistical planning and scheduling, our crew was able to complete the installation in less than one week. The commercial skylight showcases our ability to combine unique, high-performance details with

installer-friendly prep work and shipping that offers the benefits of simplicity and convenience to the end-user in overall performance, function, and appeal.

Another recently completed milestone project is the top floor greenhouse which crowns the new science center at Franklin & Marshall College, also in Lancaster, Pennsylvania. This project features our historic greenhouse design and detailing. It also encompasses a large variety of SI environmental control options, including but not limited to operable ridge and eave vents, misting systems, fans, automated control capabilities, and much more. This system is

both architecturally appealing, as well as functional and durable.

These milestones mark our commitment to advancing the strengths that have contributed to our rapid growth – superior details and installer-friendly fabrication and shipping.

As always, our focus is to continue improving in all areas, but especially in what we do best – providing high quality structures and products with features and convenience that make it easier to do business. As we look forward to our move into a new, larger facility, we are excited about the potential that will come with gaining space, adding personnel, and rising to the next level as a premier manufacturer.

Solar Innovations' external newsletter will now be offered in a more environmentally friendly option. We are inviting all of our Solar friends to email us at skylight@solarinnovations.com to receive the newsletter by email instead of a paper copy. The Innovator newsletter is currently mailed on a quarterly basis; however, in an effort to be more "green" in 2008, we will issue the newsletter semi-annually. Thank you for supporting our efforts to become more environmentally responsible.

HISTORIC GREENHOUSE DESIGN



Franklin & Marshall Greenhouse



Blithewold Greenhouse

Three hallmark projects have been completed since the release of Solar's historic greenhouse product line.

Most recently, **Solar Innovations** completed the Franklin & Marshall College greenhouse, in Lancaster, Pennsylvania. This grand structure is twenty-three feet wide, eighty-five feet long, and has a ridge height of twenty-one feet. The

Mansard Style roof, popular in the Victorian Age, contributes to the greenhouse's historical appearance.

Yale University of Connecticut also repaired one of their older campus greenhouses with Solar Innovations' historic greenhouse designs. Eighty-four feet long, thirty-four feet wide, with an eighteen foot ridge height, this free standing, double pitch masterpiece incorpo-

rated a gable end and partition walls.

An indescribable transformation, the Blithewold project, Rhode Island, included the reproduction of two structures. The larger structure, fifty feet long, twenty-four feet wide, with a fourteen foot ridge height, includes one gable end and a glass partition to maintain several growing environments within the structure.

EMPLOYMENT ANNIVERSARIES

8 years

Elvin H. - Delivery

7 years

Dennis F. - Driver

4 years

Ed B. - Drafter

Mark F. - FGW Supervisor

3 years

Paul F. - Fab Supervisor

2 years

Dennis S. - Machine Center Operator

Michael R. - Machine

Center Operator

James L. - FGW Fabricator

1 Year

Dwayne H. - Machine Center Operator

Jason D. - Shipping/Receiving

Kent H. - FGW Fabricator

Jeff W. - Fabricator

SOLAR WANTS YOUR FEEDBACK!

As a customer oriented organization, we greatly appreciate your feedback – no matter what type it may be. Customers, dealers, architects, and home owners are crucial resources of communication regarding our products and services. We invite

all Solar product users to provide comments and concerns, both positive and negative at any time. In an effort to make this task easier for our users, Solar has recently added a quick link button to our homepage. To provide feedback, simply

click the “**Solar Innovations** Would Like Your Feedback” button on our homepage and express your thoughts. We would like to thank each of you in advance for helping us improve our customer service.

Have you misplaced copies of previous newsletters or just want to have another copy? We have an archive of past issues on our website.

www.solarinnovations.com

Photo Contest Winners Announced.

Thank you to everyone who participated in the First **Solar Innovations** Photo Contest, we received many beautiful entries. After careful deliberation, **Solar Innovations** has selected the top two photographs. Congratulations to Newcastle Home Construction Company and Mike Eagan Enterprises, Inc. who earned first and second place respectively in this year’s contest.



Newcastle Construction Company



Mike Eagan Enterprises

TECHNOLOGY INFORMATION UPDATE

The installation of the new phone system this past January, has resulted in some important changes in the daily workflow. Team members are able to handle customers’ inquiries more effectively, creating a more productive atmosphere.

The reporting capabilities of the system have added valu-

able information to our daily departmental stand-up meetings. I.T. generates a (soon to be automated) call log for the previous day and distributes it to the Sales and Estimating team members, generating important sales and contact history for analysis. This information has proven useful; motivating the group as a whole to increase in-

coming and outgoing call volumes in the department.

We have also recently implemented the DID (Direct Inward Dialing), a capability of the system. This allows outside callers to bypass the automated system altogether and call an extension directly; a real time-

saver that any outside caller will appreciate. Instead of dialing (717)933-4843 and then extension 30xx, they can dial (717)933-67xx to reach the extension directly.

The functionality of this system allows us to handle increased call volumes in a more efficient manner increasing customer satisfaction and responsiveness.

EMPLOYEE SPOTLIGHT: RICK HAWK

Time at Solar

3 Months

Favorite Movie

Hitch

Favorite Foods

Pizza

Hobbies

Motorcycles

Pets

Dog, Zoe and Cat, Puddin

Favorite TV Shows

Boston Legal

Favorite Color

Blue

Favorite Sports Team

Penn State

Family

Andrea, Alex, Baylee, Ramzee



Assistant Operations Manager



Conservatories, Greenhouses, Folding Glass Walls, Skylights, & More

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OFFICE HOURS

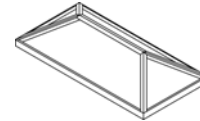
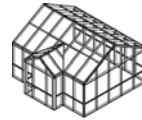
MONDAY-FRIDAY

8:00 AM TO 5:00 PM EST

“Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome.”

- Booker T. Washington

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We look forward to seeing you at these upcoming 2007 trade shows...

The Remodeling Show - Las Vegas, NV
 Mandalay Bay Convention Center, *October 9, 2007 - October 12, 2007*

Traditional Building Exhibition & Conference— New Orleans, LA
 Ernest N. Memorial Convention Center, *October 18, 2007 - October 20, 2007*

2007 Holiday Schedule

The office and the shop will be closed on the days listed below.

Solar Shut Down Days

November 22-26 - Thanksgiving

December 24-25 - Christmas

January 1 - New Years Day



Solar Innovations' straight eave double pitch pool enclosure.

Solar Innovations' out-fold Folding Glass Walls.

