

The Innovator

August 2008

Volume 4, Issue 2



From The President

It's hard to believe that the first half of 2008 has so quickly become a part of our history. Solar has already completed the majority of this year's national tradeshow, and I have travelled to Germany and back. We have all experienced uncertain economic conditions which have become the underlying theme of this year; however, the good news is that **Solar Innovations** has continued to grow thanks to our loyal and resilient customer base. As always, we will still have to face the possibility of the uncertainty to come.

The year began with the NAHB show in Florida and much concern over the slow-down in the construction industry and subprime mortgages. Overall attendance at the NAHB show was down, but the companies who adjusted and cut costs while maintaining strong relationships with their customers appeared to

be weathering the storm of uncertainty.

Even though there were fewer projects discussed, companies with strong business models were pleasantly optimistic about future projects. Overall the show was a success; people were still eager and intrigued by Solar's highly customizable and nearly universal product line.

In early April, I attended Fensterbau in Nuremberg, Germany, a tradeshow that is hailed as one of the largest international fenestration shows. From a design perspective, I was excited to view in person many of the products which I had previously seen online. The trip to Germany provided me with many ideas for future products and adaptations that would enhance our product line and continue to provide our customers with the innovative offerings that

have become Solar's signature mark.

Competition has been intense, presenting **Solar Innovations** with numerous low-cost competitors from both home and abroad. We have answered these challenges by continuing to take our game to the next level. Solar has maintained focus on driving down costs in the face of rising energy and material costs, as well as reducing operating expenses through automation. However, our focus on product development, customer service, and employee training has remained strong as we continue to improve and grow our business.

By the end of the year, **Solar Innovations** should be in our new facility and in an even better position to provide customers with exceptional service.

New Product Lines

The Tilt-n-Slide door and window systems utilize elements from the Tilt-n-Turn, "Eurowall" product line. The tilt-in and locking operation provides safe and functional passive ventilation. Solar is currently testing this system with initial indications that its performance will be far better than traditional sliding door and window products.

Another new addition, the I-Beam greenhouse, was

designed to provide a lower cost alternative to the tubular greenhouse system. It features unique fastening applications, which reduce fabrication and installation time and expense.

The thermally enhanced I-Beam system can be utilized in portal or truss configurations for large span capabilities or can be installed over existing substructures. This system utilizes all of **Solar Innovations'** current accessories and boasts

a superior weep system. Solar offers these new products for institutional, commercial, and residential applications.



Logging-In To Solar

As a team, **Solar Innovations** has noticed that our dealers, architects, and contractors have been experiencing some trouble with their user logins on our website. Many of these problems are stemming from multiple user logins, which causes the website to block these users upon logging in to the system.

Here are some tips to help you access Solar materials from our website:

- Fill out the information on the "Sign Up" form as accurately and completely as possible. This will allow Solar to contact you and pinpoint the error should there be any problems with your

login.

- Make certain that the email address you choose is a valid email that you will remember, as well as a password. It is helpful to write this information down and file it in a safe place. Often, users will attempt to create new logins when they cannot remember

their login information.

- Upon completion of the sign up screen, only one line will change; but don't worry, you are still registered.
- Lastly, and most important, only create one login.

Please contact the marketing department for any assistance with the website.

Solar Training and Events

Team building and teamwork are the foundations upon which we develop the skills and support necessary to build our products and our company; while training and development are the tools used by Solar to build "our teams."

Recent on-site trainings include team lunches, brown bag management trainings, supervisory trainings, and safety trainings. Off-site trainings have included IT and ERP forums and seminars as well as exploring strategic planning with the Rockefeller habits.

As we look toward the growth of our company in our new facility and the space dedicated to education and development, we are excited to say that training will continue to be an integral part of Solar's overall ability to better serve our customers.

Seamless Transitions

Customer service is always our top consideration in the manufacturing department, but it will take on even more importance and significance as we plan for and execute our move to the new manufacturing facility. Our goal is to meet 100% of our customer delivery requirements during the transition period. We will achieve this goal through careful planning of the move and with the cooperation of all Solar team

members.

Current plans call for moving people, equipment, and inventory in stages; one production area or department at a time. Duplicate operations will need to be set up for the area being transferred. If, for example, an operation requires the use of a saw, a second saw will need to be moved to the new plant. That saw will be set up and be operational prior

to moving the original saw from the old plant in Myerstown to our new Pine Grove facility.

Satisfying your needs is the number one goal of the Solar operations team; we are committed to maintaining the high standards of service you have come to expect during the move to the new facility.

Things are Looking Up!

READY SET GO! Although rain has been a bit of a nuisance, footers have finally been poured and foundation work has commenced on our new home. The building process has commenced with more than 1/2 of the "red" steel having been erected; the siding and roofing have also been completed for a portion of the building.

In addition, our large water storage tank has been delivered and the first of the cement floors have been poured. Electric and water services have been set up so that our project can continue.

Finally, carpet, tile, and paint have been ordered with LEED certification in mind.

It is an exciting time at Solar as we begin looking forward to our move to Pine Grove.



Solar Innovations' external newsletter, The Innovator, will now be offered in an electronic format, a more environmentally-friendly option. We are inviting all of our Solar friends to request their electronic copy of the newsletter by contacting the marketing department at skylight@solarinnovations.com. Also, The Innovator has been published quarterly, but in an effort to become more Green, it will now be issued semi-annually. Thank you for supporting our efforts to become more environmentally responsible.

Installation and Service Tips

Perhaps the most critical part of any installation is matching the proper flashing of the product to the substrate. Improperly designed or installed flashing is the most frequently reoccurring problem our field technicians find when inspecting existing installations and products from other companies.

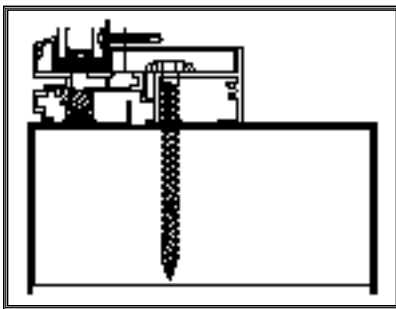
Most issues seem to result from a lack of clear communication and pre-planning between the site contractor and the installer.

Solar Innovations avoids this problem by detailing flashings and attachments on the drawings and submittals we supply. This allows

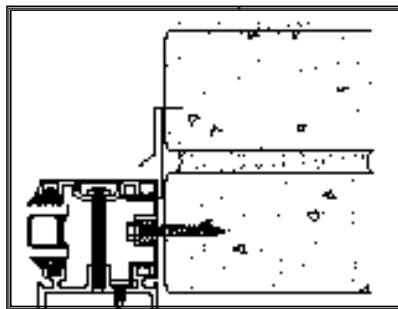
the contractor to clearly see the transition from the existing site to the new structure. Discussions concerning overlap of flashings, reglets, and proper sealants to substrates limit potential problems when made in advance.

The customer should insist upon detailed drawings of all flashing intersections prior to commencing a project. Preventing problems up front makes the process smoother and results in a better customer experience.

Over half of the issues the Solar team finds in the field are flashing related, so feel free to contact us to discuss any unique situations that may exist in your structure.



Sill Flashing Detail

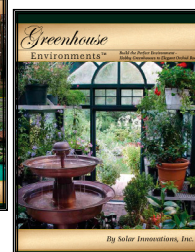


Reglet Flashing Detail

What's new for YOU!

The marketing department is in the final stages of development for both the updated Greenhouse Environments™ and Full Product Line brochures. These informative new sales tools will provide our dealers and customers

with easy to read and understand operations, details, and decorative options. Please contact the marketing department at skylights@solarinnovations.com to receive these new brochures.



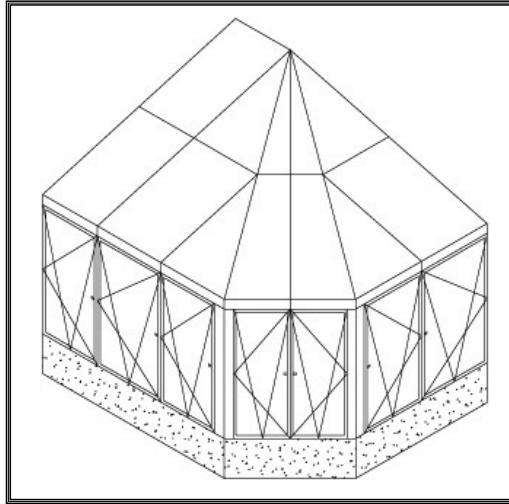
Product Highlight: Nill Tilt-n-Turn

Nill, a recently completed project, is an irregular conservatory nose sunroom which is constructed of our seven inch aluminum system with White frame finish

and Sol-I-Guard 272 insulated glass. Embellishing the innovative Nill sunroom are four decorative pilasters.

Also, featured in this proj-

ect are seven of Solar's new Tilt-n-Turn windows. This landmark project is one of the first of many integrated Tilt-n-Turn window systems.



Sunroom Size-

Projection: 11'

Width: 14'

Ridge Height: 12'

Tilt-n-Turn Size-

Width: 3'

Height: 6'



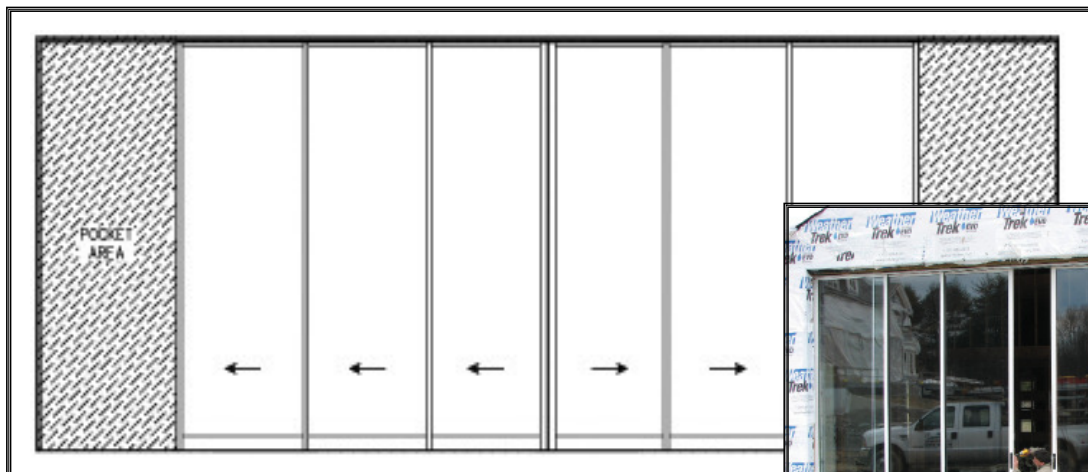
Product Highlight: Schine Nilsen

The Schine Nilsen sliding glass door is a milestone project for **Solar Innovations**. This recently installed multi-track, sliding, stacking door system is one of the tallest projects of its type that Solar has ever manufactured; a clear example of Solar's ability to open large spaces in a variety of

ways. The awkwardness and weight of the doors required extreme care and skill during installation. These doors are part of a pocketing system, allowing them to be entirely concealed within the wall structure.

With a White frame finish and standard black, flush-

mounted hardware, the sliding door system has six door panels; three of these slide left while the remaining three panels slide right. The glazing for this system is 1 1/16" heat-strengthened, laminated clear glass. By working together, the **Solar Innovations** team successfully created a one of a kind sliding door system.



Length: 12' Width: 30'

Product Highlight: Mt. Princeton

Nestled in the snow-capped mountains of Nathrop, Colorado, Mt. Princeton Hot Springs Resort features fifteen of **Solar Innovations'** folding glass walls. Thirteen of these systems

are four panel, split, folding glass walls, with two panels folding right while the other two fold left. The remaining two systems are single door folding glass walls and are fully equipped with panic

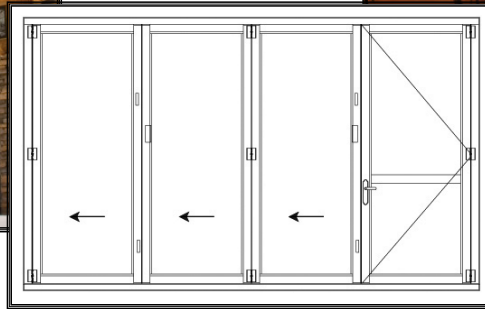
hardware.

All of the systems are constructed of Bronze aluminum and feature black hardware and Sol-I-Guard 272 glazing.



Width: 13'

Height: 8'



Product Highlight: Lufkin Glass Roof

The Lufkin Glass Roof project was incorporated into a Connecticut residence. This traditional, straight eave, double pitch, five-sided conservatory nose skylight serves as a replacement for a previously existing skylight.

The White 4 1/2" aluminum frame system with Sol-I-Guard 272 glazing complements the superior construction of the skylight. Adorning the glass roof are two, three-bay operable ridge vents, ridge cresting,

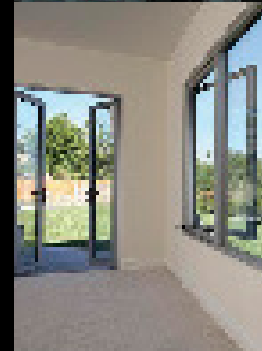
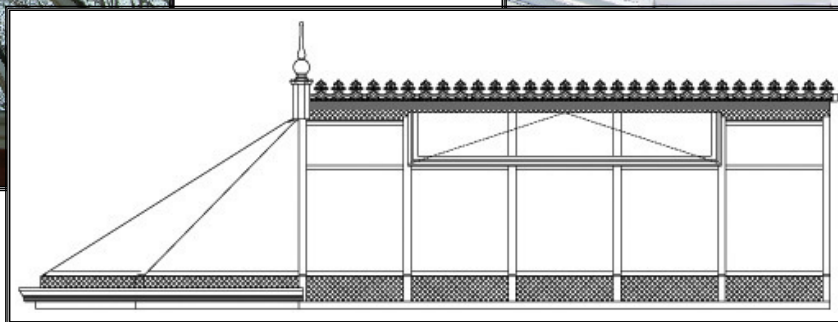
decorative aluminum gutters, decorative ogee on the interior face of the rafters, and a ball and spire finial.



Length: 17.5'

Width: 12'

Ridge Height: 1.5'



Pain Relief

Accuracy of information minimizes customer and manufacturer headaches.

End users possess an ideal mental image of what their final project will be. With such a diverse range of available options, **Solar Innovations** must account for all functional, decorative, and design-based considerations. The intended application of each **Solar Innovations** project lies at the forefront of each of our design proposals. As a custom manufacturer, this information is invaluable even from the project's inception. By accurately communicating a customer's end vision, **Solar Innovations** is able to tailor each project to meet the desired goal.

The following information is extremely helpful if communicated during the planning stages, and it is often this same information that minimizes rework, revisions, and

change orders during the life of a project.

- **Critical Dates:** Determining the feasibility of meeting deadlines can often be accomplished during the estimating stage of a project. By communicating critical dates, a schedule can be established for timely and satisfactory completion of the project.
- **Existing site conditions** often play a major role in issues that arise during the life of a project. Providing pictures or plans of job sites allows **Solar Innovations** to pinpoint potential issues, offer specific design suggestions, and provide the best proposal possible for the intended project.
- **Investment Budget:** When asked for a budget by a manufacturer or Dealer, customers are

often hesitant to disclose their intended expenditure for fear of receiving a biased or slanted price, but the purpose of this question is quite the contrary. Due to the versatility of **Solar Innovations'** systems, there are many different means to a common result. From rafter systems, glass makeup, and design considerations, to decorative and greenhouse accessories, numerous options are available to help value-engineer a project to meet the customer's budget requirements.

Solar Innovations' advanced digital record system enables us to organize and permanently store any information pertinent to a project. By effectively communicating all information relevant to each project, a smooth, worry-free path to successful completion will be achieved.

Have you misplaced copies of previous newsletters or would like to have another copy? We have an archive of past issues on the web.

www.solarinnovations.com

Beat the Heat

As the temperature rises, so should concern for the ventilation and shading systems of glass structures. Ventilation control accessories traditionally see limited use during colder months, thus with increased use in warm weather, proper lubrication and adjustments to these accessories are needed so they can remain dependable and functional much longer.

Silicone spray or white

lithium grease can help to lubricate hinges and actuators. These lubricants limit wear by reducing friction and keep the accessories operating as designed. Attention should be focused on any loose screws or mechanisms which could show a buildup of film or dirt.

Any loose fasteners should be tightened and the manufacturer should be notified of any findings that seem

out of the ordinary. Proper inspection and maintenance improves product life and help protect your investment.



Project Management: The Central Point for Customer Service

There have been changes within the Project Management Department, which **Solar Innovations** is proud to say has become a major company focus. In an effort to better serve our customers, Solar is adjusting the project management team and process by including them earlier in projects in order to achieve several end goals. This will provide customers with one communications point person for all project needs and ensure seamless transitions from estimating to sales to drafting/cutlist and through manufacturing and shipping processes. The assigned project manager will also attend pre-drafting phone conferences for large or complex structures to ensure a successful project completion.

Working with our customers to achieve flow, as well as timely delivery and installation, Nichole Scott, Ian Eldredge, and Missy Smith have already begun revamping processes and procedures to be more "customer friendly."

Ian Eldredge joins the department with 5 years of Project Management and design experience in the custom residential construction market. Ian is seasoned in the design of high-end wood conservatories and greenhouses and a welcomed member of the team.

Nichole Scott, Estimating Supervisor and Technical Sales representative, will be assisting with project management. She provides the team with a wealth of knowledge stemming from the technical estimating experience she accrued over the past two years with our company.

Missy Smith has assumed new roles within project management while maintaining her role in purchasing. Missy continues to put her efforts into ensuring project flow from the purchasing side while acting as a back-up to her fellow team members as needed.

This team has already joined forces to move mountains within the department, and will continue to work with customers to provide assistance with technical questions and sales opportunities. We look forward to departmental additions and process enhancing alterations in the upcoming months!



Annual Photo Contest

Solar Innovations, Inc. is proud to announce the second annual **Solar Innovations** Photo Contest. Entries will be accepted until September 15, 2008. Winners will be selected and announced by September 30, 2008.

300 DPI photos of projects installed between August

2007 and July 2008 will be considered. Please submit digital entries to skylight@solarinnovations.com or mail photos to:

Solar Innovations, Inc.
Attn: Marketing Department
234 East Rosebud Road
Myerstown, PA 17067



2007 Photo Contest Winner
New Castle Home
Construction Company

On August 7, 2008, the Solar Innovations team celebrated 1518 days with no lost time accidents. Everyone worked together to achieve this company safety record. The real benefits of a comprehensive safety program result in a safe work environment for all our employees. Congratulations to our team for their effort in making safety a priority!





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OFFICE HOURS

Monday - Friday
8:00 AM to 5:00 PM EST.

Solar Innovations™



2008 Tradeshow Calendar

GlassBuild America - Las Vegas, NV
October 6, 2008 - October 8, 2008

International Builders Show - Las Vegas, NV
January 20, 2009 - January 23, 2009

Greater Philadelphia Home Show - Philadelphia, PA
February 20, 2009 - February 22, 2009

2008 Solar Shut Down Days

September 1 - Labor Day
November 27, 28, & December 1 - Thanksgiving
December 24, 25, & 26 - Christmas
December 31 - New Year's Eve

Feature Job in Progress

Solar Innovations, Inc. is proud to present the latest addition to the traditional greenhouse portfolio. Look for the complete details on the New York Yacht Club greenhouse in the January 2009 *Innovator*.



Length: 59' Width: 20' Ridge Height: 9'

Custom Manufacturer of Residential & Commercial Applications

Conservatories
Skylights
Folding Glass Walls, Windows, & Screens
Tilt-n-Slide & Tilt-n-Turn Windows & Doors
Pool & Spa Enclosures
Walkways

Greenhouses
Sunrooms
Sliding Glass Doors, Windows, & Screens
Specialty Doors & Windows
Curtain Walls & Storefronts
Canopies

