

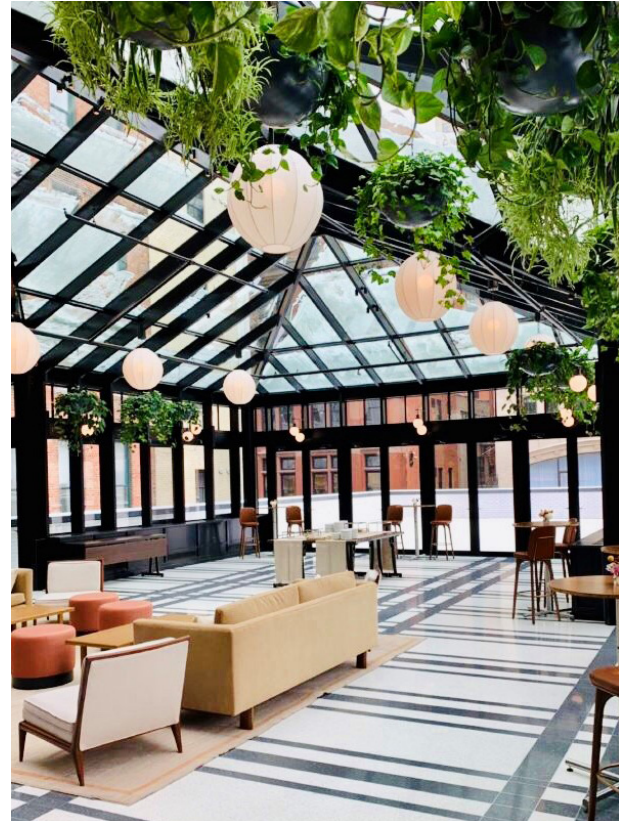
Quarter 3 2019

VOLUME 15, ISSUE 3

External Newsletter

SOLAR TIMES

NEWSLETTER



21 Years and Counting ■ Over \$4,700 for Local Homeless Shelter ■ Recently Reeled In



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ON THE COVER

The cover of this issue features newly acquired professional photos.

Top: 17-03-333 Woodward Shinola (Conservatory)

Bottom: 17-10-228 Soaring Eagle MI (Pivot Doors)

NEWSLETTER COMMITTEE

Melissa Cramer
Ben Foreman
Greg Header
Abbie Kaiser
April Mitchell
Kevin Sninsky
Joshua Troxell



Questions for the President

SOLAR 101- COMMON QUESTIONS

BY GREG HEADER & ABBIE KAISER

We sat down with our team leader, Greg Header, and asked him some common questions customers and visitors usually have. Here are our top five questions and answers:

1. On average, how many projects get shipped out or are installed in one year?

About 1,000 to 1,500 projects.

2. Out of all of Solar Innovations products, do you have a personal favorite? If so, why?

My favorite door system would be our bi-folds, because of the engineering, design, flexibility and durability that has helped us to be an industry leader. And my favorite structure would be our greenhouse.

3. Which product seems to be our “Best Seller” or most popular?

Our bi-fold door systems and skylights.

4. How many patents does Solar Innovations® currently have?

34 Patents and many more pending.

5. What is your favorite Solar Innovations memory?

Sitting in the Mezzazine Conference Room with several top European vendors and them stating that we have one of the most advanced manufacturing facilities in the world.

Featured Jobs



BROOKE CHARTER HIGH SCHOOL

17-05-244

Once the installation of three G3 Folding Glass Wall Systems were complete at Brooke Charter High School, teachers and students were eager to make use of their newly updated space. For this job there were three separate folding glass walls systems installed in this high school, all were finished with Solar Innovations® standard AAMA 2603 bronze frame color. Students, faculty and teachers can now enjoy and utilize the space that these folding glass walls provide and open up to. If the class needs some extra space, they can easily open these folding glass walls to allow them to expand the space out into the hallway.



NEW YORK RESIDENCE

17-06-282

The Solar Innovations® install team recently completed a welded curb double pitch skylight job at a private residence. The skylight includes two hip ends and has Solar Innovations standard AAMA 2603 white frame finish. The residents can now let natural light into the room below the skylight while still maintaining heating and cooling efficiency in their home from the skylight being filled with 1" insulated LoE 366 tempered glass. This simple, yet very classic skylight adds character to the home and has a traditional look from the final additions to the skylight.



JOKE CORNER

I just got a skylight put into my place...
The people upstairs aren't too happy about it!



Recent Installations



18-07-312 Private Residence -
Gates Mills, OH



17-05-166 Private Residence - Wayland, MA



17-08-140 Private Residence -
Andover, MA



18-03-533 Rajant Corporation - Malvern, PA



16-04-361 Private Residence - Old Greenwich, CT

GREENHOUSE UPDATE: Stormy Skies and Steady Growth

BY KEVIN SNINSKY

Just like the year before, the spring and early summer of 2019 have been characterized by unpredictable weather patterns. With rollercoaster-esque temperatures, on-again off-again sunny skies, and more than the preferred number of tornado warnings*, maintaining one's garden could prove to be somewhat of a challenge given current conditions.

When you can rely on Mother Nature to be anything but, the benefits of greenhouse gardening become abundantly clear. Climate controlled environments, protection from pests, and the elements, year round recreation - these are only some of the benefits gained.

Regardless of the weather beyond its tempered glass walls, the Solar Innovations® greenhouse and its leafy inhabitants have done nothing but thrive. Careful regulation and the tending of knowledgeable caregivers have allowed the many soil beds to give rise to an impressive variety of flora so far this year.

Producing crops yourself can be a rewarding experience, and we have had a fair share of success. At this very moment, we are currently growing a bounty of produce. Included in this are heads of Romain lettuce, vines of bell peppers, and batches of broccoli. The future harvest will also consist of basil, cilantro, cucumbers and spinach, tomatoes, onions, and more. When Solar Innovations grows, Solar Innvoations gives. All crops yielded in the upcoming harvest will be used to help feed employees in future company events.

While fruits and vegetables are a great way to support a feast, we've also been hard at work creating a feast for the eyes as well. A portion of this year's soil beds were devoted to growing bushels of Impatiens. Coming to life in vivid pinks, purples, and every shade in between, these flowers were a vibrant addition to the Solar Innovations greenhouse.

*Four warnings





Case Study: Chapel Pointe

BRINGING THE OUTSIDE IN FOR SENIOR RESIDENTS

BY ABBIE KAISER

THE CHALLENGE

Allowing residents at the Chapel Pointe Senior Living Community to enjoy the outdoors while still being kept safe was the goal for this sunroom. Clients came to Solar Innovations® to see what we had to offer for this projects criteria. Specific wants and needs like a smooth transition from the main floor to the floor of the sunroom for disabled residents and allow enough space in the sunroom for a few people at a time without completely changing the whole front area of the building, were on our client's list.

THE RESULT

The client's wants and needs were completely exceeded by the Solar Innovations team. Once the sunroom was complete, the residents of the Chapel Pointe Senior Living Community had a new space to explore during their day. This space can be used all year by the residents. No weather will stop them from enjoying the views that this sunroom supplies and there is no need to bundle up on a frigid winter day, this sunroom will keep a comfortable temperature all year long. This is the perfect place for residents to sit, relax and bring visitors to, so they can show off their favorite space in their community. The sunroom is filled with insulated LoE 272 tempered glass and outfitted with Solar Innovations standard white framing that accents the front of the building and looks like it naturally fits into its dedicated space. It can be used by residents in the senior living community on a daily basis as a quiet reading space, somewhere to enjoy the sunshine, and just some extra space for residents to take advantage of.



Case Study: Private Residence - New Hope, PA

OPENING UP WITH PIVOT DOORS

BY KEVIN SNINSKY

THE CHALLENGE

Between the piling snow and frigid temperatures, Pennsylvania homeowners are sure to keep the doors and windows shut tight throughout the wintry months. However, that all changes once spring has sprung. As the sunshine shows its face, doors and windows begin to crack. The owners of this Pennsylvania residence contacted Solar Innovations® with that warmer weather on the brain, looking for the perfect way to enjoy the outside and their lovely backyard from the comfort of their sunroom.

THE RESULT

Our clients were in need of a custom-built entryway that would stand out from the rest and fulfill their particular needs. Taking these goals into account, Solar Innovations came through with a solution that would provide the homeowners an enhanced living experiencing, while blurring the lines between interior and exterior.

The G2 Out-Swing Pivot Door System is an excellent solution for those looking to open up their home in a non-traditional way. Measuring in at approximately 6 feet 6 inches tall by 5 feet wide, this single panel G2 unit is an impressive fixture and offers users a generous 3-foot-6-inch gap when fully opened, granting perfect ease of passage to objects and individuals, as well as a steady air-flow when desired. This particular unit was completed without limiters or closers, allowing it to open beyond a typical 90-degree operational radius.

The door is also thermally broken and utilizes LoE 272 insulated glass. As a result, these features help to limit outside noise and retain a comfortable atmosphere when the door is closed.





Solar Cares for Servants to All

HELPING THE HOMELESS IN SCHUYLKILL COUNTY

BY APRIL MITCHELL

Did you know that Schuylkill County has 501,000 acres of land? That in those 783 square miles, there is only ONE homeless shelter? Located on Centre Street in Pottsville resides Servants to All which is "Working Together to End Homelessness in Schuylkill County". Since Solar Cares made it our mission to help local non-profits in Schuylkill and surrounding counties, it only seemed practical that our 2nd Quarter Fundraiser would go to help Servants to All. Together our amazing team donated \$4,281.25 with 79% participant of office team members. Along with Solar's \$500.00 match, we will be able to present this organization with a check for \$4,781.25

According to Servants to All's Mission Statement, they "work to restore dignity, build integrity, instill accountability, and thus transform the lives of poor and displaced individuals and families." Their website goes on to explain that they "seek to provide effective programs that allow for lasting resettlement for displaced individuals who have multiple and complex needs." Their goal is to "break the cycle of repeat homelessness by strengthening the individual's internal mechanisms related to positive life choices, and by building partnerships and deep foundations before building bridges to sustainable independence. Through compassionate, intensive training, our goal is to reintroduce capable, confident, and well-adjusted members into society."

One of the many things that is so unique about Servant to All is that their major goal for their programs are for "individuals in need of work and shelter can find support and assistance, and in turn, assist the community." They also offer a vocational rehabilitation program to all unemployed Schuylkill County residents on a prioritized basis according to need. "For displaced individuals and families that enroll in our program, free room and board will be provided for up to 30 days. They will have the opportunity to participate in community and business venture activities, be taught how to manage a budget, find a job, and pay a nominal rent which will be placed in a savings account set aside for their own future housing."

The Solar Cares Campaign launched in October of 2015, and in less than four years, we have raised over \$47,000.00 in monetary donations plus a variety of supplies such as toys, coats, non-perishable food items, pet supplies, and cleaning supplies. Solar Innovations® plans to continue to hold company-wide fundraisers every quarter.



SPOT THE Difference

Directions: Closely examine the photos to identify five differences between them.

Answers on back cover



Pivot Door
14-04-220
Oddette Winery
Napa, CA

Testing Update

PREPARED BY JOSH TROXELL

CURRENTLY BEING TESTED

Box Skylight

Air, Water, and Structural Testing

Fixed G3 Modular Terrace Door

Air, Water, and Structural Testing

G3 Modular Terrace Door

Air, Water, and Structural Testing

G3 Modular Terrace Door with Sidelite

Air, Water, and Structural Testing

G2 Ridge Vent (Linear Actuator)

Impact and Cycling Testing

G3 Pivot Door

Air, Water, Structural, Impact, and Cycling Testing

G3 LT FGW

Thermal Testing

TO BE TESTED

HVHZ G3 Sliding Glass Door

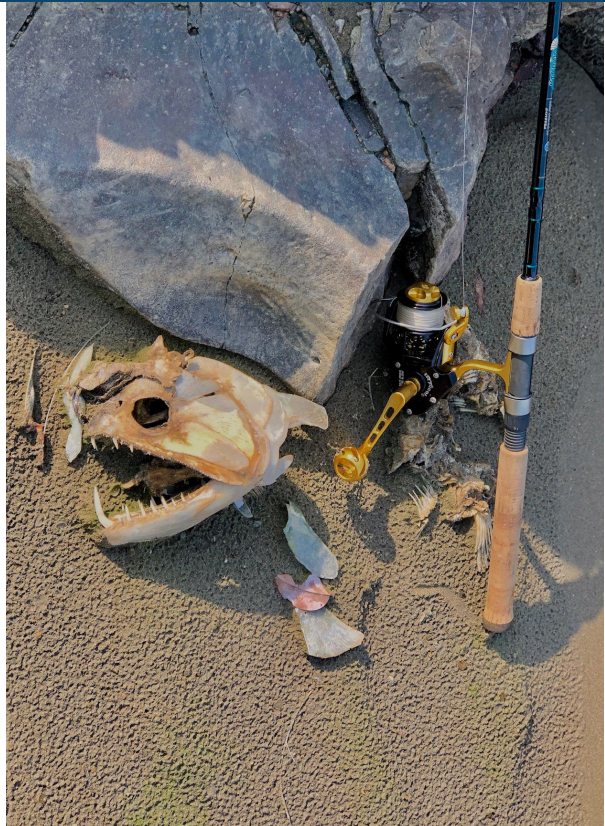
HVHZ G3 LT Narrow FGW

Window Master G2 Ridge Vent

High Pressure G3 Regular FGW



THE REEL DEAL: Recently Reeled In



IRT® Update



New IRT Reels Website

In February of 2019, IRT launched its new and improved website irtreels.com, enhancing our online presence and making the buying process more fun. With several key additions to the IRT team, we have created a website that makes practical use of our various partnerships and pays tribute to our IRT family aiding in the success of the brand.

IRT200 – Coming Soon

This June, IRT Reels unveiled their newest series of spinning reels, the IRT200. This compact, yet powerful reel is the perfect size for inshore salt-water and various freshwater applications. The IRT200 will be IRT's smallest model to date, but will maintain the same strength and durability of all larger reel series.

IRT Fly Reels – Testing and Development

Our efforts to perfect IRT's fly reels have seen the groundbreaking instruments make their way around the world and back again. Extensive testing has proven these reels to be in a league of their own. With multiple game-changing patents and meticulous innovations, we plan to put the power back into the hands of the fisherman and take the guess work out of fly fishing. IRT will begin selling the 3/4 and 9/10 weight fly reels this summer.

IRT Reels on Amazon

IRT has begun to explore new commercial opportunities by venturing onto Amazon.com. By offering some of our standard colors and sizes in a location with a great deal of exposure, IRT Reels will be making a splash in the e-commerce realm.

Testing High-speed Reels

Testing higher-speed pinions in each of our reel series remains a priority for 2019. Thorough testing on a 5.2:1 gear ratio in our 300-500 series of spinning reels has proved successful and we aim to have this faster gear option available for purchase this summer. A 5.9:1 gear ratio is still being heavily tested, but initial trials have proved promising. Though we are developing a faster ratio for the 600-800 series, these sets have yet to be tested sufficiently.

Dress the Part – IRT Apparel

This year, IRT has dramatically improved our wardrobe. With performance and cotton tees, hats, and stickers, we have found a way to make great reels and look "reel" great while doing it.



Check out IRT®'s New Apparel Line

To see more and purchase visit irtreels.com



Spot the Difference Answers: Bird at door, pink flowers on table, metal Wine sign on wall, wine bottles on table and wooden clock on wall.