





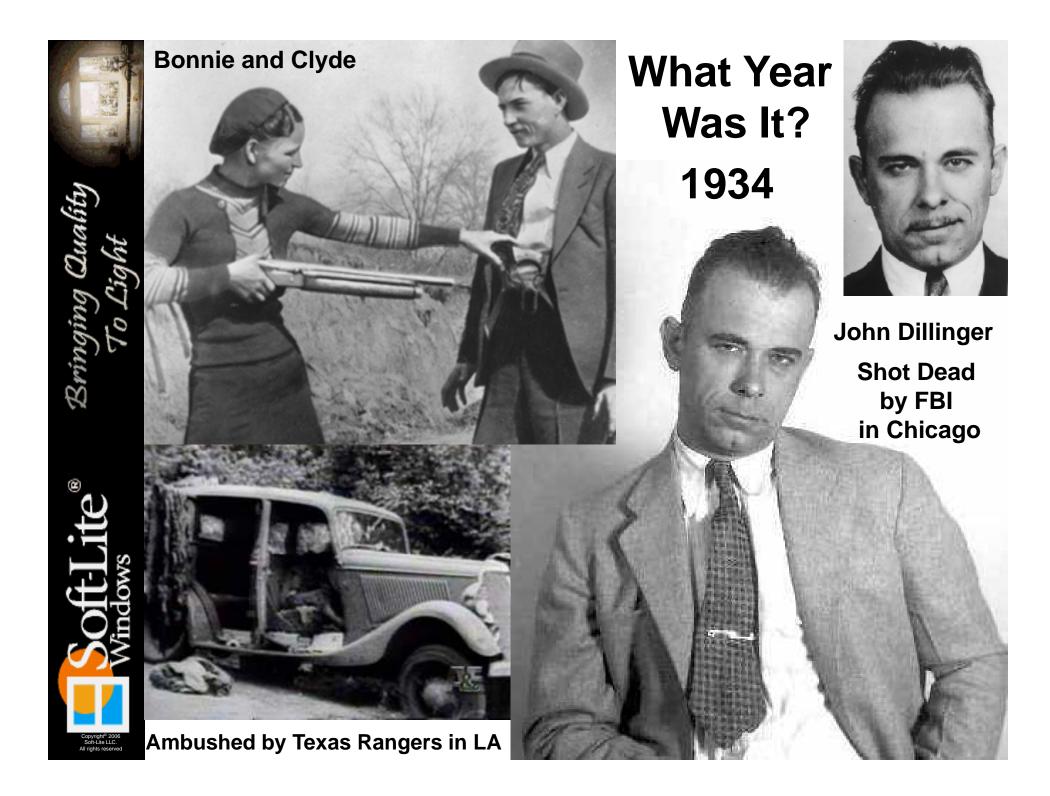
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# Soft-Lite® Training Program









## Don't Just Take Our Word For It.....

### **Since 1934**



1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007

Soft-Lite<sup>™</sup> has been recognized by leading industry trade journals as one of the Top 100 Window Manufacturers in the United States.

**Top 100 Manufacturer** 



Soft-Lite<sup>™</sup> has been recognized by Pat Summerall's Champions of Industry as one of the nation's best manufacturers. See our website at www.soft-lite.com to view the broadcasted segment from The Discovery Channel®.



Soft-Lite<sup>™</sup> has been recognized by Window and Door Maker magazine, a leading trade journal, as one of the "Companies to Watch" in 2005.

## Efficient Windows Collaborative

Soft-Lite™ is an active member of industry associations, such as the Efficient Windows Collaborative. Efficient Windows Collaborative members have made a commitment to manufacture and promote energy-efficient windows. See www.efficientwindows.org for more details.



**Soft-Lite**<sup>™</sup> manufactures certified products; our windows proudly carry the AAMA Gold Label.

Soft-Lite<sup>™</sup> flies the prestigious Ohio Partnership for Excellence<sup>™</sup> flag proudly to display our earned status as a certified OPE manufacturer.



Multiple Crystal Achievement Award Winner 2007 Best Industry Website

Soft-Lite™ is a multiple Crystal Achievement Award Winner, an industry-recognized Standard of Excellence.



Soft-Lite<sup>™</sup> was featured in a presentation video produced by IBM. Selecting our company from among their worldwide customer base, IBM used our integrated inventory system as a model for made-to-order inventory control.









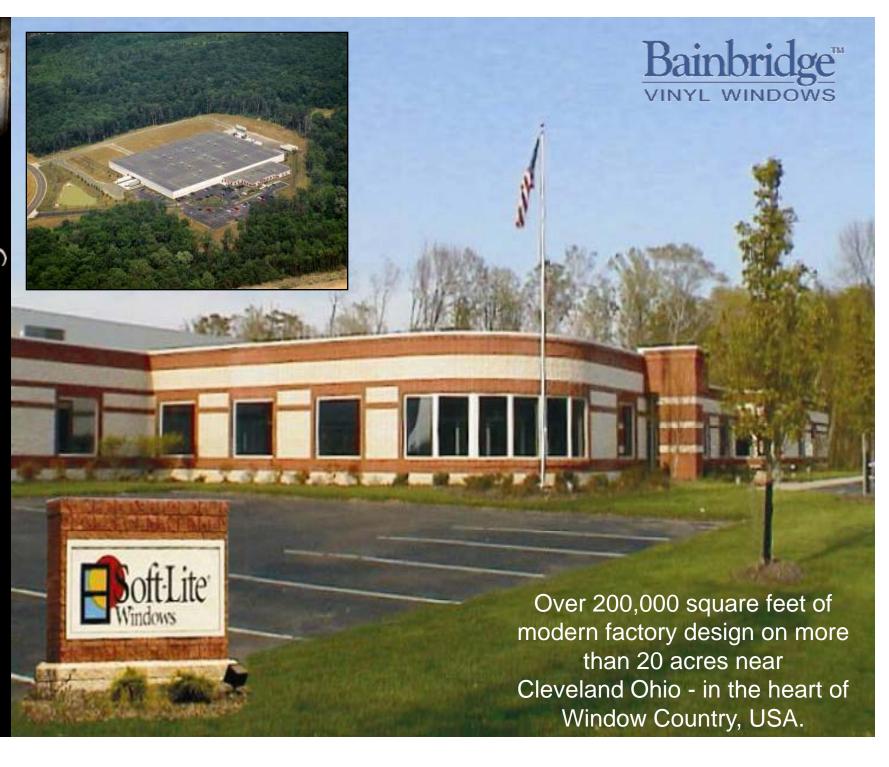














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You know the award-winning company that processes your orders....

Now let's look at the NEW robotic equipment we invested in to fabricate your Bainbridge™ Window....

# INTRODUCING THE NEW AUTOMATED ASSEMBLY STANDARD ...



Millions of dollars invested in brand-new German-engineered Stürtz automated equipment assures **Bainbridge™** Window fabrication free of workmanship errors resulting in highly consistent finished **Bainbridge™** windows that feature industry-leading tolerances. **Automates** 12 Stations

Computer-controlled optimized equipment eliminates opportunities for workmanship errors for the ultimate consistency in finished goods. Integrated system processes incoming orders quickly to enable additional time for assembly and quality inspection resulting in quicker deliveries of quality **Bainbridge™** Windows.









Multi-tasking equipment design assures incredibly consistent placement of critical sash and frame tooling for the ultimate in dependable quality – window after window after window – eliminating callbacks for you!



To ensure "perfection", both sashes are welded simultaneously. Before the cycle begins, sensors determine whether either sash is less than "perfect" (± 1/32"). If they are perfect, the cycle continues. If they are not perfect, the cycle stops and both sashes are rejected automatically by the equipment.



This close-up of a routing blade at very high rpm removing weld flashing from the inner profile of a **Bainbridge**<sup>™</sup> frame shows the remarkable attention to detail of our high-performance equipment that results in consistently accurate window assembly – window after window.



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## **The Company**

# NEW World-Class Automated Robotic Equipment

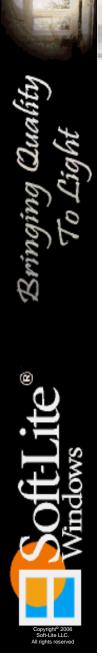
Now - let's look at the **Bainbridge**™....





For years, our *Bainbridge*™ Window has been our topselling mid-range window. As some companies look to continuously cut prices by cutting features, leading manufacturers like Soft-Lite choose to hold higher standards:

- Certified AAMA-Tested Gold Label Performance
- Impressive air resistance results
- Durable resistance to water penetration
- Strong structural stability under stress
- Certified NFRC Thermal Test Results
- Smoothest operating sashes
- Matching gray screen spline
- And many other new features.....



## **Head Design**

 Made with frame jambs for appealing pictureframe look

## **Dual-Durometer Glazing**

Allows exterior pressure on glass to seal against bedding gasket for tighter seal under pressure

# Soft-White<sup>TM</sup>

- · Beautiful satin-finish extruded colorfast white
  - Winning choice of focus group surveys against competitive "white" windows
    - Tan available



## **Corner Flashing**

 Micro-abrasion creates consistent frame weld seam

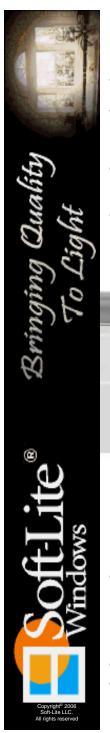
## Inset AccessoryGroove Design

Common to all Soft-Lite profiles

- Welded in corners flush on face
- "J"-channel and Nail Fin available
- Full line of available snap-in profiles
- Installer-Friendly<sup>™</sup> caulk-line design
- Beautiful flush-mulling design

## Beautiful Curved Jamb and Head Profile

 Attractive alternative to typical flat or beveled designs



## Industry-Leading Specified Tolerances

- Made possible by fully automated innovative Stürtz eauipment
- Designed for consistency of workmanship and performance



## Vent Latch

- Very easy to activate
- Stop sash travel for ventilation

#### Heavy-Duty Stealth-Lock System **Recessed Tilt-Latch** · Cam-action compresses weather gaskets for tight seal Hardware

• Certified AAMA Forced-Entry Resistance results

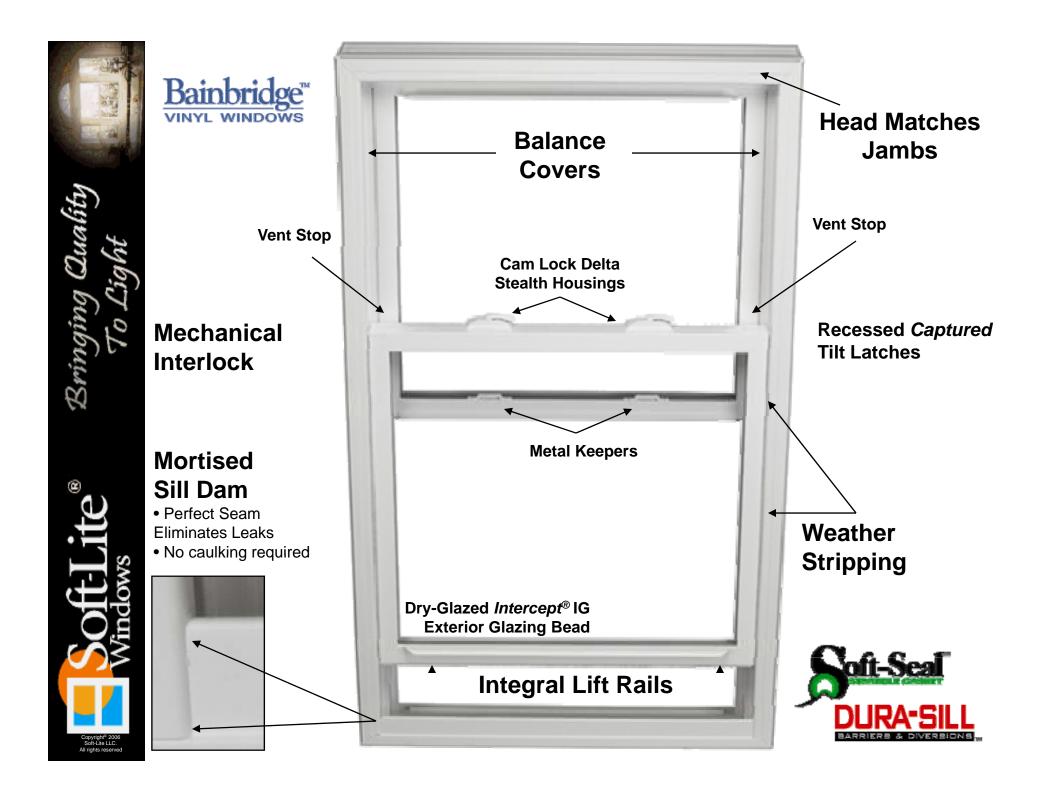
## Clean Corner Flashing

 Micro-abrasion creates consistent frame weld seam

- Barely visible for rounded, aesthetic
  - Ergonomic fingertip control
- No visible screw heads to improve appearance
  - Rugged durability, very high resistance to UV degradation

## Clean Closed-Cell Neoprene Glazing

- Durable cushion for bedding Insulating Glass
- Instant cure helps pass tough air and water penetration tests





Bringing Quality To Light





Heavy Duty Stealth Lock System

Cam-action compresses
 weather gaskets for tight seal
 Certified Forced-Entry

Resistance

Extruded Aluminum Reinforcement

Air Lock Compression
Gasket plus
Weatherstripping

**LOCK and KEEPER RAIL** 



# VINYL WINDOWS

Heavy-Duty ½" Constant **Force** Balance System

- Effortless, butterysmooth sash travel
- Never needs adjusting
- Simple design
- •No strings or springs
- Shoe and pivot bar safety feature holds sash in place, won't fall out of jamb

**Avoid Old-**Technology, Conventional "Block and Tackle" Balance Systems:

> Thermal **Short Circuit** (Metal Parts and Housing

> > **Greasy Lube** Required

## Strings, Springs and Pulleys -Metal Mass

Old-fashioned "Block and Tackle" system in open metal housing lowers thermal performance of window

• Depends on string to operate; easy to cut or snap

Clangs noisily



Thermally **Engineered** Closed Housing

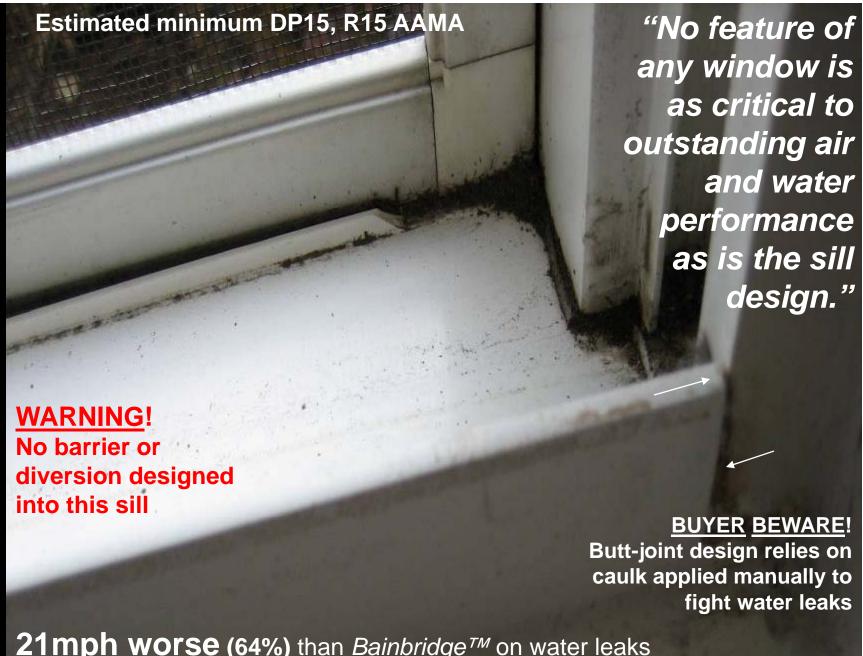
- Improves thermal value of window
- Keeps coil clean
- · Hushed, smooth operation





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21mph worse (64%) than *Bainbridge™* on water leaks 68mph worse (72%) than *Bainbridge™* on wind load

Untreated weather stripping was likely white when new; it is not compressed against jamb, allowing air and water infiltration, noise

Look for much tighter manufacturing tolerances than this wide expanse

Screwed-together, un-welded, unsealed sash seam is prone to separate and leak

Avoid butt-glazed sill dam joints like these that require perfect human application of "lifetime caulk" to prevent water penetration

**Know Your "Competition" Define: VALUE** 

Clear evidence of water damage



# Inset Accessory Groove and Curved Face Design

## Pre-Drilled Installation Hole



### Notch

• Easy balancer removal if damaged

# **Dual Durometer Glazing Bead**

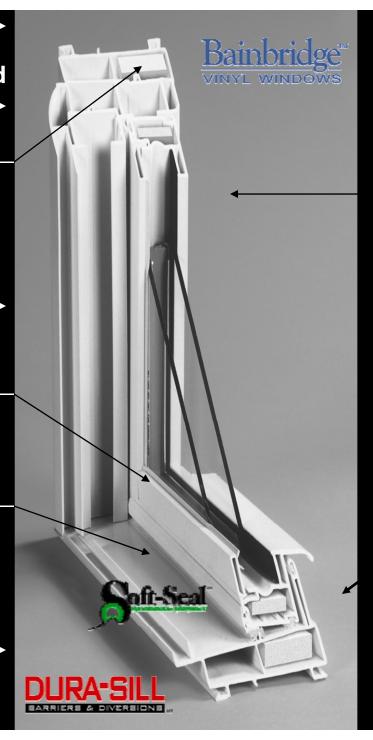
• Firm double-wall barrier and diversion to fight air and water

## Soft-Seal<sup>™</sup> Compression Gasket

• Straddles Sill Rail for barrier and diversion to water, air

## Dura-Sill<sup>™</sup> Design

- Easy to clean
- No pocket to retain dirt
- Quick water drainage
- Hidden weep



## **Multiple Chamber Design**

- Adds thermal resistance
- Provides structural integrity

# Double-Wall Glazing Leg

## Double-Wall Mitered Sill Dam

- Strongest sill design in the industry
   Ends fit snugly into jambs for best protection against infiltration
- Tall dam height improves AAMA Test Results significantly
- Stout weatherstrip seals seated, locked sash snugly



"Know Your Product"











You know

The Company that processes your orders....

You have now seen

The NEW World-Class Equipment that makes Bainbridge<sup>TM</sup>

You've looked at *Bainbridge*™ yourself....

Now - let's define what "High Performance" actually means....



## Bainbridge vinge windows

## Gold-Label Certified AAMA Test Results



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	Water Resistance  Does not leak under equivalent of 8" of rain per hour pressured under a wind load of:	AAMA Residential Rating Set by the lower score of either water or DP test results:	Uniform Load  "Design Pressure" (DP)  Wind load the window can withstand before breaking:
	33 mph	R15	94 mph
	34 mph	R20	108 mph
	38 mph	R25	121 mph
	42 mph	R30	131 mph
	45 mph	R35	143 mph
	48 mph	R40	153 mph
2	51 mph	R45	162 mph
	54 mph	R50	171 mph
	56 mph	R55	180 mph
	59 mph	R60	187 mph
	62 mph	R65	195 mph
	64 mph	R70	203 mph
	66 mph	R75	210 mph
	69 mph	R80	217 mph Rev. 092307



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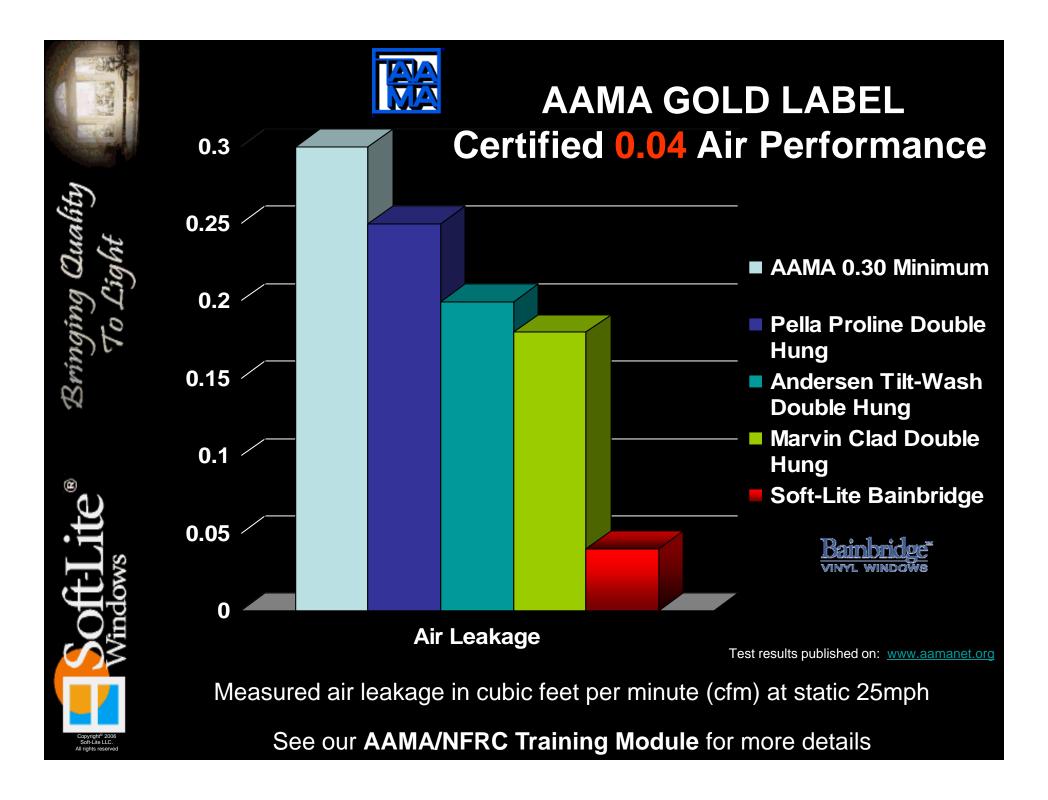


AAMA Gold Label (industry example)

# AAMA GOLD LABEL Certified 54<sub>mph</sub> Water and DP45 Performance R50 AAMA Rating

AAMA Certification Results	Industry Minimum	Bainbridge VINYL WINDOWS	BETTER THAN Industry Minimum
AIR	.30	.04	7.5 x's
WATER	33mph	54mph	64%
DESIGN PRESSURE (Structural Load)	94mph	162mph	<b>72%</b>

Test results published on: www.aamanet.org





# NFRC Thermal Test Results Certified Performance





What is the Certified NFRC U-value for the **Bainbridge**<sup>™</sup> built with R10 Ultimate<sup>™</sup> Glass?



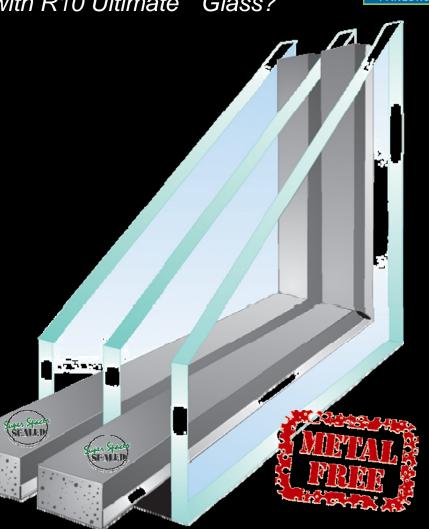
U = .20

Ultimate Glass

Super Spacer®

Triple-pane with Low-e<sup>2</sup> (2) and Low-e<sup>2</sup> (5) and Krypton in both chambers with Super Spacer<sup>®</sup>







# NFRC Thermal Test Results Certified Performance



nging Quality To Light What is the Certified NFRC U-value for the **Bainbridge**<sup>™</sup> built with Standard Low-e<sup>2</sup> / Argon Glass?

Bainbridge\*

U = .31

Double-pane with Low-e<sup>2</sup> (2) and Argon with *Intercept*®







## **NFRC Thermal Test Results Certified Overall Thermal Performance**

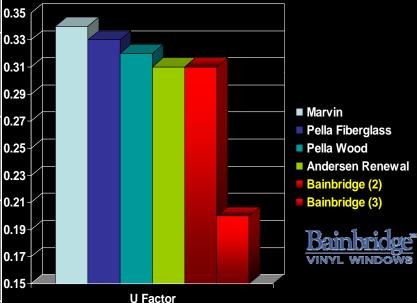


Bringing Quality

## **Marvin** Clad **Double Pane / Triple Pane** .34 / ?

## National Fenestration Rating Council





**Soft-Lite Bainbridge**™ DH

.31 / .20



Ultimate Glass Super Spacer®

See our AAMA/NFRC Training Module for more details





# Rating Council®

## **NFRC Thermal Test Results Certified Overall Thermal Performance**

National Fenestration Rating Council®



## VINYL DOUBLE HUNG **Bainbridge**

Double Glazing, Argon Fill, Low E

### **ENERGY PERFORMANCE RATINGS**

U-Factor (U.S./I-P)

Solar Heat Gain Coefficient

#### **ADDITIONAL PERFORMANCE RATINGS**

Visible Transmittance

Condensation Resistance

s'ipulates that these ratings conform to applicable NFRC procedures for determining whole nance, NFRC ratings are determined for a fixed set of environmental conditions, and a NFRC does not recommend any product and does not warrant the suitability of any ic use. Consult manufacturer's literature for other product performance information.

www.nfrc.org

## Triple Pane:

55% Better U-Factor

15% More Shade

**27%** Less Clarity

36% Better CRF





VINYL DOUBLE HUNG Bainbridge

Triple Glazing, Krypton Fill, Low E

#### **ENERGY PERFORMANCE RATINGS**

U-Factor (U.S./I-P)

Solar Heat Gain Coefficient

#### ADDITIONAL PERFORMANCE RATINGS

Visible Transmittance

Manufacturer stipulates that these ratir product performance. NFRC ratings specific product size. NFRC does product for any specific use. Co

(**5**)

Condensation Resistance

able NFRC procedures for determining whole ed set of environmental conditions, and a duct and does not warrant the suitability of any ure for other product performance information.



Super Spacer®









## **Quality Glass Options Hi-Performance Low-e**

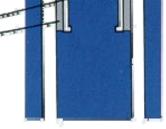
More Opportunities to Meet Home-Owner Needs

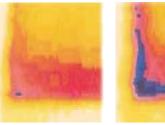




Intercept Insulating Glass Warm Edge.







## **Thermal Photography**

(Red hot; Blue cold)

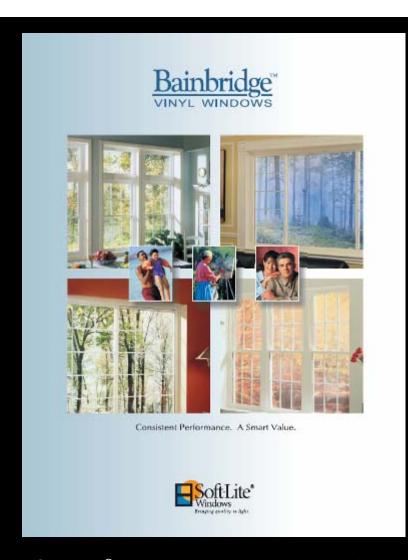
Left: Stainless Steel Intercept Right: Box Aluminum Spacer

See our Glass Basics Training Module for more details



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Soft-Lite® brochures highlight the specific features and performance results that differentiate  $Bainbridge^{\mathsf{TM}}$  from similar products on the market.

Bainbridge<sup>™</sup> is not available painted or laminated. However, Bainbridge comes in the three most popular uPVC colors with a wide array of glazing options.

Along our **Journey to World Class**™...

Nobody Gives You More™





#### **Providing Structural Integrity and Pleasing** Aesthetics More Affordably.

Soft-Stik<sup>ma</sup> insulation inserts

Standard warm-edge spacer and scalant system is fully automated

for condensation redstance and

Super Spacer® Optional metal-free spacer

system available for Health Smart Windows®. See your

Integral Ergonomic Lift Balls

frequently snap-out. Features comfortable ergonomic design

Strong, setruded metal screen frame

tech alies fril ni-gara chiw

provide better thermal

seal integrity.

- 1. World-Class Robotic Assembly. Consistent fabrication quality from window to window, Fusion-welded sashes and frame are built squarely. Narrow manufacturing tolerances produce a air and water infiltration.
- 2. Dura-Sili<sup>to</sup> Engineered Sloped Sill. Tight mortise-cut, double-wall still dam extends inside the jamb, eliminating the need to caulk an open seam.

1. Soft-Sea Pi Streetelle Cod Closed-cell neoprene, cushion easket under the such straddles the exclusive sill mil under compression when locked. One



Weatherstripping, Protects around the perimeter of all

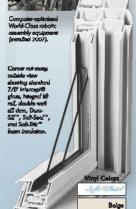


Balance System. AAMA Class 2 and easy operation, 1/2" stainless stee

to old-fashloned "block to observation of special and takes belong system that uses string, a wire spring, and plastic pulleys in a large metal housing that creates a thermal short circuit inside the







#### Select Among High-Performance Glazing Options

Soft-Lite purchases the best available 7/8" glass products from leaders in the industry who focus exclusively on glass fabrication. Consult your Dealer for many additional options

H INTERC	EN S	
3 E	SoftLife'	Cordor of Glace U Volu
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RGY PERFOR	VANCE BATINGS	
0.31	0.31	
ATTOMAL PERFO	FMARCE BATTINGS	661
0.56	53	
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-	-	1





Our Lifetime Warranty nd cur reputation. It uarentees that oll moving sulcted seal in our rindows are free from defects in materials or workmanship. It also

colors will remain true for the life of your home. Non-prorated



72

- Scott Lite

0,26 0,27

0.44

0.44



















Bainbridge Authorized Dealer

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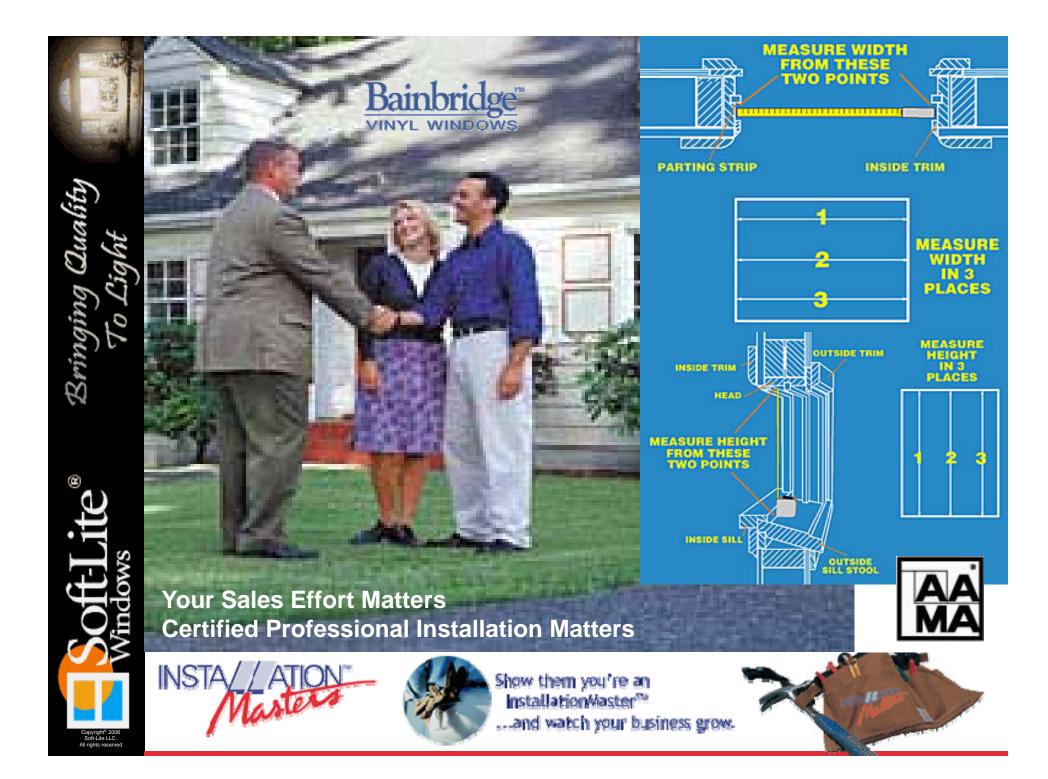
Soft-Lite® has earned a welcome reputation for straightforward and honest marketing tools. Bainbridge's impressive performance results are furnished on every brochure we offer.

Each brochure lists a few of the many features and benefits that are the trademark of

True Custom Manufacturing<sup>™</sup>

Along our **Journey to World Class**™...

Nobody Gives You More™









P

**Presents** 

Bainbridge<sup>M</sup>

Educational Achievement

BAINBRIDGE<sup>TM</sup> WINDOW

To

# Employee Name

May 21, 2008

















## Ten Questions: DURA-SII









- 1. With our *Ultimate*<sup>™</sup> Glass Package, what is the U-value of our *Bainbridge*<sup>™</sup> Double Hung? .20
- 2. What is the configuration of our *Ultimate*™ Glass Package? Triple pane with low-e on surfaces two and five with krypton gas and Super Spacer®
- 3. Name our primary automated equipment brand and three key features of this capital investment: Stürtz; Consistent assembly; eliminates opportunities for workmanship errors; very tight tolerances
- 4. Name four features of our *Dura-Sill*<sup>™</sup> design and how each benefits the home owner:

True sloped sill; mortised, tall sill dam into jamb; compression gasket and rail; structural sash rail

- 5. Describe the *Certa-Force*<sup>™</sup> balancer system of the *Bainbridge* Window: True 1/2" stainless steel constant force balancer never needs adjustment, buttery smooth
- 6. How does the **Soft-Seal**<sup>™</sup> Gasket System work?

The closed-cell neoprene gasket straddles the sill rail for tight barriers and diversions to infiltration

7. Metal reinforcement is placed inside which window parts? Why?

Lock and keeper rails to improve resistance to structural pressure (wind load) and to hold screw threads

8. How many mechanical interlocks does *Bainbridge*<sup>™</sup> have and where are they?

Interlock System includes one interlock at the lock rail. Differs from compression seals and weather strip at head and sill.

- 9. *Intercept*<sup>™</sup> is the standard IG system on *Bainbridge*<sup>™</sup>. Name four features of *Intercept*<sup>™</sup>:
- Computer-automated roll-formed; locked muntin clips; automatic sealant application; warm-edge performance
- 10. Why does buying from an AAMA Gold Label Certified Manufacturer matter?

Highest class of AAMA Certification requires unannounced inspections to ensure test specimen = production

#### Contest:

Team Competition: List as many features and benefits of Bainbridge<sup>™</sup> as you can in 60 seconds.



