



*Bringing Quality
To Light*

WARNING

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The year 1934:

- Franklin D. Roosevelt was President
- Average Cost of new house was \$5,970.00
- Average Cost for house rent was \$20.00 per month
- A loaf of Bread was 8 cents
- Mail a letter to your best friend - *First Class* – was 3 cents
- **You could also have bought a Soft-Lite™ product**

At Soft-Lite™, we continue to make large capital investments in the equipment necessary to consistently manufacture top-quality windows designed with energy efficiency, thermal, and structural performance in mind.

OUR VISION

We are the premier manufacturer of the highest quality custom made vinyl windows and suppliers of innovative support services designed to make our customers the leaders in the industry

- Experienced, quality-minded people
- New 4-point fusion welders
- New robotic corner cleaners
- Fully integrated computer systems
- Power Bids™ order entry software
- Automated delivery systems
- In-house testing labs
- Certified product lines
- World-Class* commitment in production



Beyond 200,000 square feet nestled in the suburbs of Cleveland with the best equipment available to fabricate your windows.

Why Soft-Lite?



Our Journey to World-Class begins with great people and excellent equipment well-organized to produce the best windows available.*

Our high-tec robotic, fully automated production lines provide **the tightest tolerances in the industry.**

Soft-Lite competency provides a **1 week lead time** on custom-sized products shipped anywhere in the Soft-Lite market area.

Integrated computer systems that tie together the assembly process **from your entered order to your finished window** with no mistakes.

Quality Control Systems featuring our 139-Point Inspection that rejects flawed raw materials *before* they are used in production.

Outsourced glass fabrication from proven industry leaders to **keep our focus on making your windows** with the **best-made insulating glass** on the market with the **largest selection of insolated glass options in the market place.**

Hard-working, dedicated people making sure **your windows are put together right** the first time.

As a world-class company, we use proven **Total Quality tools (SIX SIGMA) and techniques** to truly provide product and service innovation.

Why Soft-Lite™? We are...Bringing quality to light™



Bringing Quality To Light

Soft-Lite[®] Windows

Bringing Quality To Light

Soft-Lite® Windows



Why Soft-Lite?

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



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



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



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™ certifies all our products; our windows proudly carry the **AAMA Gold Label**.



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



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



Soft-Lite™ 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.





*Bringing Quality
To Light*


Soft-Lite®
Windows



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Over 200,000 square feet of modern factory design on more than 20 acres near Cleveland Ohio - in the heart of Window Country, USA.



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

*Bringing Quality
To Light*

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

Soft-Lite[®]
Windows



**INTRODUCING THE NEW
AUTOMATED ASSEMBLY
STANDARD ...**



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Cleaning

Welding

Balancers

Aluminum
Reinforcement

Sash

Frame

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

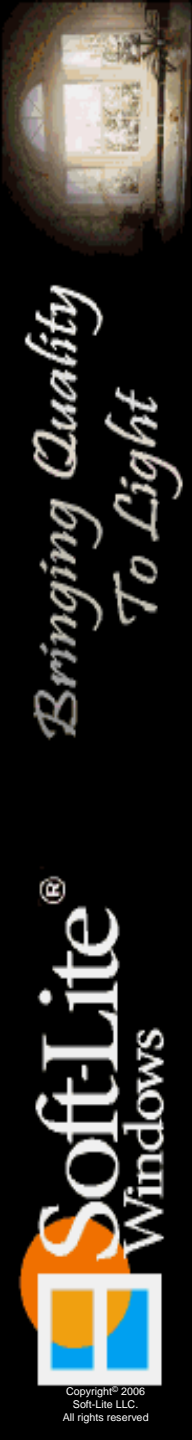


*Bringing Quality
To Light*

Soft-Lite®
Windows

*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 Windows.



Automates
12 Stations



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!*

$\pm 1/32''$
Tolerance



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

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Soft-Lite[®]
Windows

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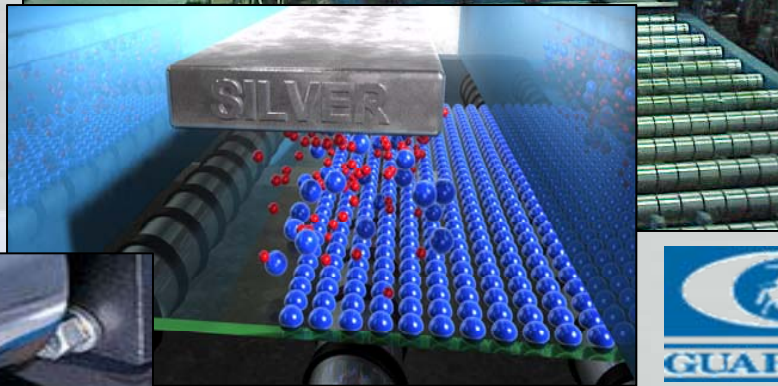
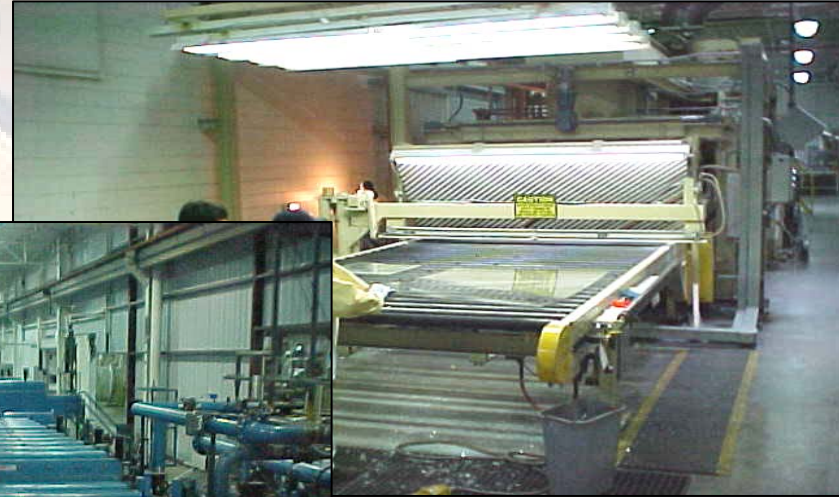


This close-up of a routing blade at very high rpm removing weld flashing from the inner profile of a window frame shows the remarkable attention to detail of our high-performance equipment that results in consistently accurate window assembly – *window after window after window.*

Why We Buy Your Glass for You...

"I decided to outsource our glass from the industry's biggest and best producers because I wanted it done with the **best automated equipment available**. As close as many of them are to our factory, with the expensive equipment and space required, it makes **good business sense** to partner with them for their **expertise** and the **benefit of our customers.**"

-Roy Anderson,
President and CEO
Soft-Lite



Annealed glass is coated in these vacuum chambers in a process called sputter-coat. Equipment like this costs millions of dollars to own and is operated by trained engineers.

Safety glass is tempered in a tempering oven at very high temperatures and cooled quickly. The result is a glass pane that is very difficult to break, and when it does, it shatters without shards into tiny pieces.



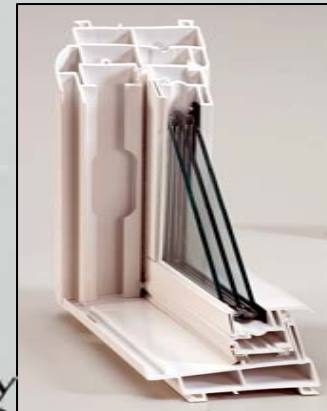
Magnetic Sputter Vacuum Deposition (MSVD) is the process of layering molecular coats of silver and other heavy metals onto glass with a minimum effect on clarity. The result is low-emissivity glass that keeps your house warmer in the winter and cooler in the summer.



Stainless Intercept™ is a fully automated process that produces one of the most durable and thermally superior insulating glass units on the market today.



Glass Technology
Since 1883



Bringing Quality To Light

139-Point Quality Inspection

FRAME

- (2) Gaps in telescoping sills
- (2) Sill not caulked
- (2) Gaps in notch welds
- (4) Cracked welds
- (4) Welds improperly cleaned
- (1) Frame dimension
- (2) Balance covers too short
- (5) Missing parts
- (4) Slider welds not cleaned

SASH

- (8) Sash miters: shadow groove
- (8) Sash corner cleaning
- (8) Cracked welds
- (8) Glazing bead gaps
- (6) Tilt latches; limit lock defects
- (2) Lock, keeper alignment
- (4) Sash rails bowed; not 100% square
- (8) Spacer showing in sightline
- (16) Weather strip short, gaps or dirty
- (4) Foam is tight; V-foam short, damaged
- (2) Damaged interlock

SCREEN

- (1) Missing
- (1) Loose fabric
- (1) Torn fabric
- (2) Bowed rails
- (2) Incorrect size, fit
- (1) Scratched or damaged frame
- (1) Spline not rolled in completely

GLASS

- (2) Scratched
- (3) Glass defect (seeds, stones, debris)
- (1) Grid alignment and clips
- (2) Spacer alignment
- (2) Argon content >90% fill
- (2) Low-e confirmation

FIT and FINISH

- (2) Incorrect balance size
- (2) Sash fails to operate smoothly
- (1) Impressive cleanliness
- (2) Damaged vinyl (nicks, scratches, gouges)
- (3) Wood-grain laminate finish
- (2) Sash-in-frame fit
- (1) "Other" (specify)



Rapid Gas Filling with Liquid Argon

A patent pending technology injects liquid argon reducing unit dosing time from 2 minutes to 3.5 seconds compared to conventional gas filling methods



Soft-Lite® uses sophisticated laser instruments to validate the gas-fill level of insulating glass (IG). Any unit less than 90% argon-filled is rejected.

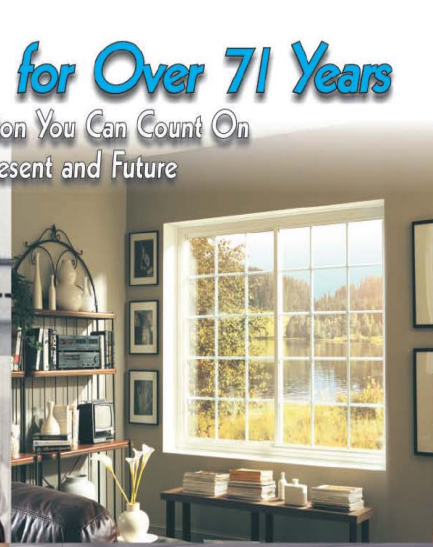
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Improving Homes for Over 71 Years

Quality and Innovation You Can Count On
In the Past, Present and Future

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Windows
Bringing quality to light.

State-of-the-art, 200,000 sq. ft manufacturing facility

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Multiple Crystal Achievement Award Winner

Soft-Lite® advertises regularly in trade journals to promote brand recognition for our superior product line.