



*Bringing Quality
To Light*

WARNING

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*Bringing Quality
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Soft-Lite® Training Program





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Garden Windows
Not just for kitchens anymore!

 **Garden-Vue™**

FLAT and BORING
Before:

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DRAMATIC FUNCTIONAL APPEAL
After:



Garden-View™

What might YOU display in YOUR new Garden Window?

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**Coated
Metal or
Safety
Glass
Shelving**

A Stunning “Home Improvement” Inside

30° Sheet Slope feature allows quick water run-off

Impressive trapezoidal side vents for sleek flow-through ventilation

Unique flush seat design provides maximum inside width

Massive Mullions for durable, sturdy structure

Heavy-Duty adjustable shelving hardware for height to suit seasonal display needs

Patented smooth-operating crank and lock hardware features



Fusion-Welded, Maintenance-Free Design

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A Beautiful New Look Outside

A Stunning New and Different "Home Improvement"



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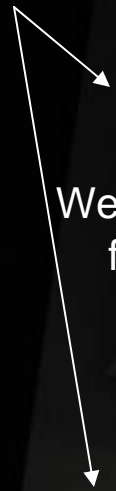
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Garden-Vue[™]

Color-
matched coil
capping
finishes and
protects the
perimeter
installation



Weep system
face plates



Color-matched coil capping
protects exposed
underside of thermal
R9 Super Seat[™]



Completely finished attractive undercarriage



Heavy-Duty Design Details

Beautiful
maintenance-free
matching coil
stock trims
perimeter neatly
and securely

Heavy-
Duty
coated
steel
hinges
match
color of
unit

Exterior glazing
profiles and
weeps *protect and
defend* 30° Sloped
Glass Roof

Patented
Q-lon®
closed-cell
neoprene
cushion-
gasket
weather
strips fight
air and water
penetration

7/8" Insulating Glass; Low-e and *UV-Guard*® available

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Strong screw-fastened adjustable shelf bracket system for durable, dependable structure

Hi-Visibility insect screen fabric with extruded screen frame

Patented smooth-operating crank and lock hardware

Unique flush seat design provides maximum inside width. Standard White Birch hardwood veneer shown



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“The Competition”

Just 3/4" Plywood!

3/4" Plywood – “Shop”
or “B-Grade” Veneer

*R-factor less than 1
Condensation*

Very cold (if not completely
and adequately insulated by installer)

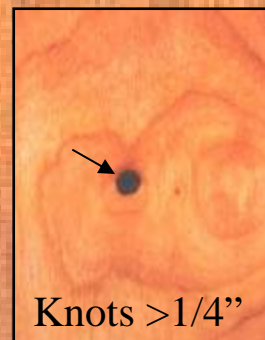
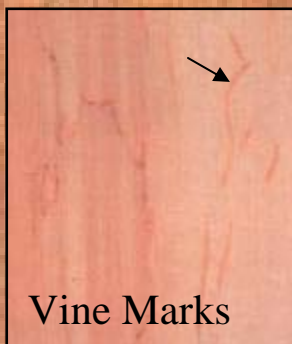
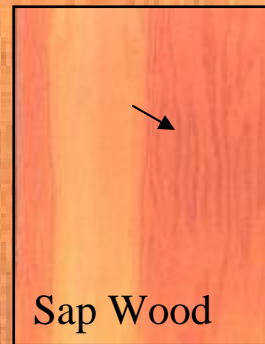
What to AVOID:

Sheets with multiple seams

Sheets that are not Book Matched

Sheets show knots over 1/4", other flaws

Glue-lines may appear between seams



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Head, Seat and Side Boards

1.25" Oak and Birch Hardwood Veneer

FURNITURE GRADE HARDWOOD VENEER

67%
Thicker and Stronger
than 3/4" plywood



AVOID
Un-Banded Edges

What to **SEEK**:

- ✓ Whole-Piece Face (or minimal seam)
- ✓ Book-Matched Seams
- ✓ Color and Grain
- ✓ NO knots: up to 3/32" Pin Knot
- ✓ NO glue-lines



STANDARD
Banded Edge
Protects exposed perimeter



Optional Red Oak



Standard Select White Birch



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Corian™ Insert

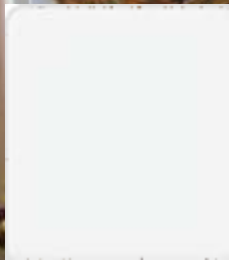
Garden-Vue™

DuPont® Corian™ Seats

Option Adds Beauty & Durability to Garden Windows

Impact and scratch resistant

1/4" Corian™ Seat is impervious to water.



Cameo White



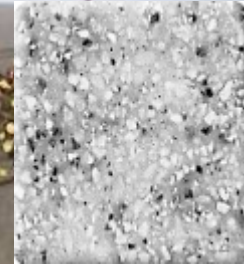
Primrose



Beach



Sandstone



Dusk



Malachite

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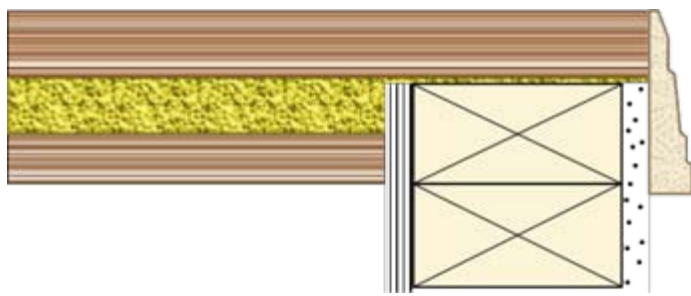
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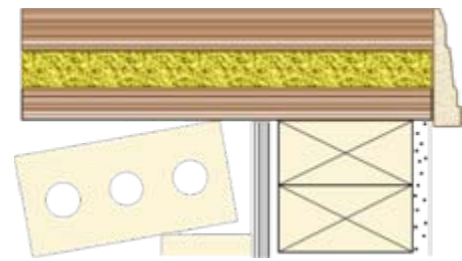
Side view, vent open to reveal multi-point locking hardware, Q-lon® gasket system and Hi-Visibility interior screen



Professional Installation is Critical



Default "Stop at the Jamb" style



Optional "Entire Seat" Style



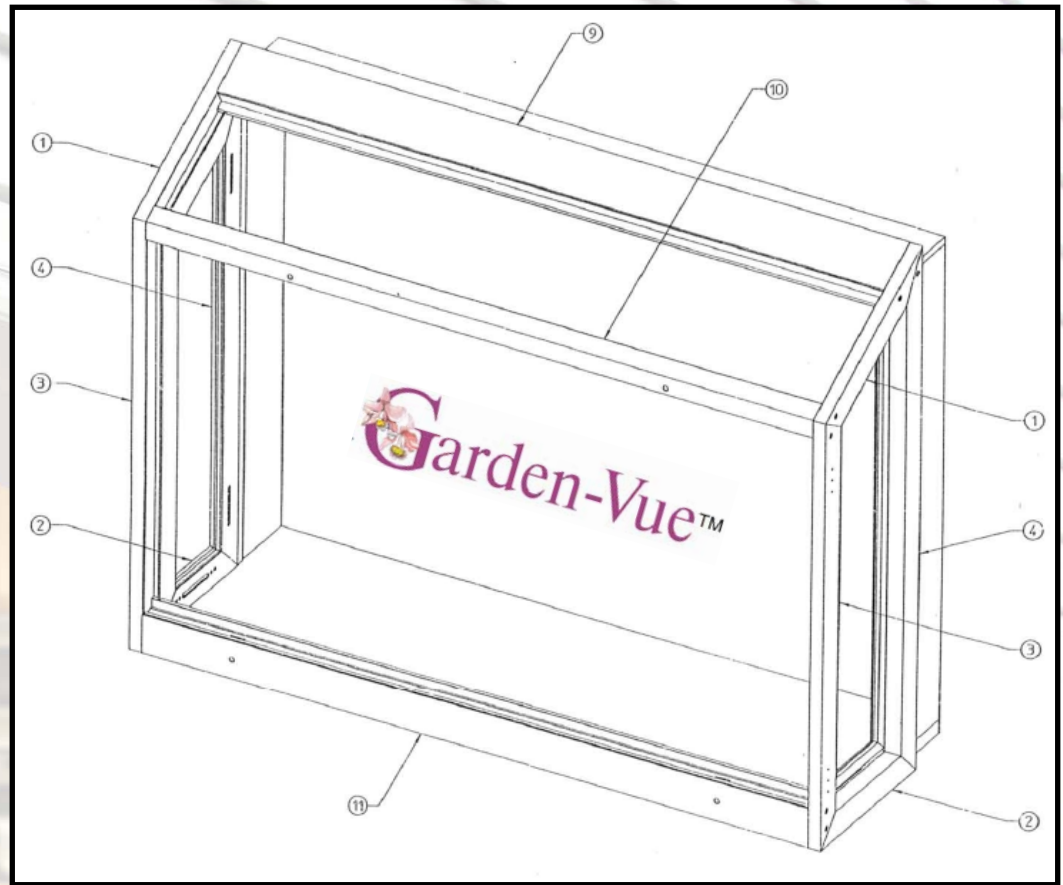


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Section	Test Title - Method	Results	Allowed
2.1.7	Welded Corner Test	MEETS AS STATED	MEETS AS STATED
2.1.7	Forced Entry Resistance Test CAWM 301-90 Type II	NO ENTRY	NO ENTRY
2.2.13.4	Hardware Load Test @ 6.24psf	PASS	PASS
2.2.13.5.1	Unit Dead Load Test Middle Shelf @11.6lb Base @11.6lb	0.02" 0.002"	0.34" max. 0.34" max.

Minimums and Maximums



Model	Code	Width Min/Max		Height Min/Max		Standard Depth	Cutback from RO
Garden-Vue™	GD	23.5"	60"	29.5"	71.5"	17½"	½"

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AAMA Test Results

Product Rating	Design Pressure	Air Infiltration (PSF)(“H2O)(MPH)			Water Penetration (PSF)(“H2O)(MPH)			Uniform Load (PSF)(“H2O)(MPH)		
R 15	15	1.57	.30	25	2.86	.55	33	22.5	4.33	94
R 20	20	1.57	.30	25	3.00	.58	34	30.0	5.77	108
R LC 25	25	1.57	.30	25	3.75	.72	38	37.5	7.21	121
R LC C 30	30	1.57	.30	25	4.50	.87	41	45.0	8.65	131
R LC C 35	35	1.57	.30	25	5.25	1.01	45	52.5	10.10	143
R LC C 40	Garden-Vue™	1.57 (6.24)	.08	25	6.00	1.15	48	60.0	11.54	153
R LC C (HC) 45	45	1.57 (6.24)	.30	25	6.75	1.30	51	67.5	12.98	162
R LC C (HC) 50	50	1.57 (6.24)	.30	25	7.50	1.44	54	75.0	14.42	171
R LC C (HC) 55	55	1.57 (6.24)	.30	25	8.25	1.59	56	82.5	15.87	180
R LC C (HC) 60	60	1.57 (6.24)	.30	25	9.00	1.73	59	90.0	17.31	187
R LC C (HC) 65	65	1.57 (6.24)	.30	25	9.75	1.88	62	97.5	18.75	195
R LC C (HC) 70	70	1.57 (6.24)	.30	25	10.50	2.02	64	105.0	20.20	203
R LC C (HC) 75	75	1.57 (6.24)	.30	25	11.25	2.16	66	112.5	21.60	210
R LC C (HC) 80	80	1.57 (6.24)	.30	25	12.00	2.31	69	120.0	23.04	217

Ask: Does the competition have Garden Window test results to compare?



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Test results: Garden Window GH-R40 60" x 60" AAMA/NWWDA 101/I.S.2-97 ATI 07-30239.02



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Garden-Vue™



**Pop Quiz!
Win a Prize!**





Presents

Educational Achievement

GARDEN-VUE™

To

Your Name Here

December 11, 2009

Sell The Truth™

Tom Italiano, Soft-Lite® Certified Technical Training Manager



Ten Garden-Vue™ Questions:

1. What type of plywood is used for the head, seat and side jambs of a Garden Vue Window?
1.25" Hardwood veneer FURNITURE GRADE plywood
2. What are the 3 components of and what is the R-factor for the Garden Window Super Seat™?
¾" exterior grade plywood; 1" polyisocyanurate foam insulation; 1.25" hardwood veneer Furniture Grade interior; 9.0
3. Name three collectibles your customer might want to display in their Garden Window:
Ask them! Herbs; young plants – seedlings; children's projects, pictures; glass art
4. What two types of shelving mediums are available? Which is standard?
Vinyl-coated metal or safety tempered glass; metal
5. Besides a kitchen, what other rooms in a home would be an excellent choice for a Garden Window?
Bathrooms, bedrooms, dens, dining rooms, family rooms, studies
6. What is the name of the geometric shape of the end vents and how do you spell it?
Trapezoid
7. What is the degree of slope in the roof and the IG thickness of the garden window?
30°; 7/8" overall
8. What is the trademarked name of our patented gasket material and what is it made of?
Q-lon™ made of closed-cell neoprene with excellent memory and rebound for compressed seal
9. Name any three parts of our Garden Window:
Top, center or bottom mullion; tie bar guide; Q-lon™ sash gasket system; crank hardware; multi-point locking system; 7/8"...
10. What are the minimum and maximum sizes for our Garden Window? Standard depth?
Width min: 23.5" Width max: 60" Height min: 29.5" Height max: 71.5". Standard depth: 17½"

BONUS Q: This is a tested and AAMA Gold Label Certified product and features impressive ratings. Tell us everything you know about its test performance results.

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