

# Some

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## Great Things Change ...

Some Great things Stay the same ...



Sandra Saft founded Window Interiors in August of 1989 after having worked in the industry for others while her children were still in school. She saw a great need to focus more on customer service and coordination within the construction process. She started

Window Interiors to provide the products she represented with a service-based focus.

Sandi Saft realized early on that there was a unique niche she could provide to her clients that still holds true today. In 1989 she set out to make her way in the commercial construction industry. She wore a Gator hard hat while on commercial jobsites doing measurements for new projects. She got a ribbing for wearing the Gator hard hat from the Auburn and Georgia Alumni she was working for.

She knocked on many doors and starting building long lasting relationships. A referral from a facilities engineer at ORMC brought her to the Darden Restaurant Group. That opportunity became a chance to provide drapes and solar shades for the very first Olive Garden Tuscan Farmhouse



concept. That concept still continues today and has been the basis of many new opportunities in the hospitality and restaurant sector.

In 1990, she received her official MWBE certification and more doors were opened for Window Interiors. In 1994, Sandi won her first term contract for window treatment replacement with Orange County Public Schools in Or-

lando, Florida.

In 1997, more challenging opportunity came her way. The Reedy Creek Improvement District building featured unique sloped glass panels. Custom Scaffolding was designed for the project with the entire Window Interiors team working through the holidays to complete the project. Window Interiors was rewarded with an ABC Eagle Award that year for the work on this outstanding project.

For the past twenty years, Sandi has believed in and promoted solar shades as the product of the future. The solar shade, with its many GREEN and sustainable properties, showcases the unique versatility of the product and its ability to provide many years of energy efficient, maintenance free window treatments. Now, clients are recognizing these options and



the GREEN benefits it's of solar shades. Solar shades offer PVC-free, biodegradable, anti -microbial fabrics and contribute to a LEED certified project. The proof is in the past performance of the solar shade and the return on investment for the future . The technical aspect of the solar shade, in smart building

# 20 Years

Celebrating 20 Years  
of Beautiful Views!

design, offers quiet motorized systems and can be interfaced with LED lighting controls, AV and security systems. Many projects today, feature solar shade systems.

Sandi has a strong commitment to her employees and community. She provides her employees with overall well-being and a family environment to be successful in. Her community involvement includes many years of dedication to small, women-owned business start-ups. Window Interiors has contributed to our university and community colleges Scholarship Funds, as well as dozens of local non-profits and donates time and materials to Habitat project s and many rescue facilities.

Window Interiors would like to thank all of our clients, vendors and employees for many years of support. We could not have been successful without you. Window Interiors will continue to give back for many years to come.

Written by, Christine Cutler  
Marketing Manager and Proud Family Member of Window Interiors





Photograph by Jim Hobart.



Photo by Karen Kutra with Hensel Phelps.



**Window Interiors** recently completed customized window treatment installation for Hensel Phelps new 20,000 SF, two-story Southeast District office building in Orlando, Florida. The office buildings design has an emphasis on energy savings, employee comfort and productivity, environmental impact and functionality. Designed by Baker Barrios Architects of Orlando, the goal was to design and construct a LEED GOLD building that would inspire employees and visitors to live and work GREEN.

Window Interiors V.P. of Project Management, Dave Stockton worked closely with Hensel Phelps Project Manager, Derek Hoffine, to layout and install the window treatments to fit the architect's design of this unique facility. The scope of work included forty manual Lutron Solar Shades with a 10% openness installed around the perimeter of the building and six motor-

ized Lutron Solar Shades in the conference room. The conference room solar shades use a Lutron QED (quite electronic drive) that is integrated into the audio/visual system utilizing a wall mounted switch. Fifty interior office window glass panels were custom fitted with decorative frost film for privacy. The two story lobby contains twelve windows fitted with Lutron solar shades and 3M prestige series, clear window film which provides added energy efficiency. Window Interiors also installed a custom screen printed solar shade within the conference room exclusively for Hensel Phelps.

Shade installation work was expertly completed by Window Interiors veteran technician, Travis McGowan over a two week period.

# Shades of Success

## Celebrating 20 Years of Beautiful





## Window Interiors is proud to announce a "New" dealership agreement with Shut-Eye Acoustical Shutters.

Shut-Eye Acoustical Shutters are a unique shutter line available for commercial and residential applications. They are designed to block most exterior noise – far more than traditional shutters. Custom, noise-reduction shutters are fabricated and can be finished to painted, stained or fabric covered wood. These unique shutters can be installed in windows, sliding glass doors, French doors, arches, transoms as well as custom window and doors. Shut-Eye Shutters also offers complete light black-out properties within the same application.

Shut-Eye Acoustical Shutters can provide up to 50 decibels in noise reduction, depending upon sound frequency and site specific conditions. Shut-Eye Acoustical Shutters are a patented design, using a unique combination of acoustical materials to provide a high-level of noise reduction.

Shut-Eye Acoustical Shutters are beautifully designed and have been installed in homes and resort hotels. Whether you are building a new facility or need to reduce noise in an existing building, Shut-Eye Acoustical Shutters allows your tenants or guests to enjoy peace and quiet. For more information, please contact Christine Cutler at: 407-539-1303 ext. 31 or [ccutler@windowinteriors.com](mailto:ccutler@windowinteriors.com).

# Views!



1989 to 2009

**Window Interiors** is continuing its work on providing clients with expanded data on the energy-savings of solar shades in commercial applications. In doing so, we visited one of the country's most recognized higher-education universities conducting studies on energy efficiency in commercial buildings, the University of Central Florida's Mechanical Engineering Department.

Written by, Bill Graney, P.E., Principal, KTD Engineering, Inc.

Recently, Christine Cutler, Marketing Manager for Window Interiors and I, visited the recently constructed, Physical Science Building-Phase One at the University of Central Florida. Window Interiors worked with PPI Construction on this project and installed customized, manual Mechoshade Solar Shades, Series 3310 with 1-2% openness in 86 windows throughout the entire building. We were attempting to obtain a copy of the energy analysis that is required in order for the university to obtain the buildings LEED Silver Certification. This information will enable us to obtain a true cost-savings resulting from the Mechoshade Solar Shade cloth being used throughout the building.

We met with Dustin Jackson, Assistant Director for the Sustainability and Energy Management Office of UCF and discussed the energy saving initiatives that the University was pursuing. Currently, UCF manages over six million square feet of useable building space and has saved over two million dollars in the last two years on energy costs. UCF monitors energy use in each and every building with a web-based proprietary software program. This allows UCF to provide individualized commissioning on the Universities new and existing buildings. With the Cost-Ops Analysis we are hoping to obtain from UCF, we may be equipped to provide concrete data on the true cost-savings of solar shades. Please look for further updates related to this solar shade study in our next edition of the Window Coverings newsletter.



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