




## Sandra Saft, Finalist for second year in a row to the Orlando Business Journal's, Women Who Mean Business List

Sandra Saft, owner and Founder of Window Interiors was selected as a Top Five Finalist for Small Business Owner of the Year for the annual Orlando Business Journal event held at the Orlando Waldorf Astoria Hotel. Under Sandi's direction, Window Interiors posted its highest revenue increase in 2009.

The company's overall performance increased and Window Interiors added 20% to its employee workforce. Some notable projects completed in 2009 were Darden Corporate Headquarters in Orlando, Shands Cancer Center for the University of Florida and the new Daytona Live Entertainment Facility in Daytona Beach, Florida.

### Future Coverings ...

 **Window Interiors working with local firm's to expand on Solar Shade Case Study**

 **Window Interiors Installer/ Technician's training expands to include High-Level Motorization**



## Window Interiors now a GSA/ Federal Procurement Provider

Window Interiors recently obtained its first GSA Schedule Contract, enabling the company to offer sustainable solar shades to Federal Government buyers. Window Interiors has an in-house, solar shade fabrication shop in its Altamonte Springs facility and has prepared for this expanding line of business. The WI Shades brand, as it is now called, will offer quality, energy efficient, custom fabricated solar shades to the Federal marketplace. Currently, WI Shades offers manual solar shades for commercial and institutional buildings and will soon offer motorized options to Federal buyers as well as the private sector market.





Vince Carter's Restaurant



# Shades of Success

Window interiors Project Manager, Judy Ernst, worked with Architect, Cuhaci and Peterson and Interior Designer, Anna Schmidt on the recently opened Vince Carter's Restaurant in Daytona Beach, Florida. Vince Carter, a veteran of the NBA and current star of the Orlando Magic Basketball team, wanted the design for his restaurant to be monumental, a functioning piece of art. The restaurant features four inside dining and drinking environments and three exterior patio areas. This unique design provides a guest with many experiences.

The building features a traditional dining area, sports entertainment and a music lounge. The interior finishes, in warm wood tones, offer a connected feel to the different

spaces within the building. Window Interiors provided a design support and installation for a total of 61 window treatments. Eight motorized Mechoshade Systems custom solar shades were installed in the upper entry, V.I.P. dining area along radius windows and in the mid-dining area. Twenty-six manual Mechoshade Systems window treatments were installed in the lower entry area, Piano Bar and Keystone lounge. Twenty-seven stationary Mechoshade Systems solar shades were installed in the upper area of the dining, V.I.P. and Keystone lounge areas. In the Piano bar, Window Interiors installed a custom wall-mounted ripple fold drapery with a custom wood fascia to cover any visible hardware. Contract value totaled \$40,000.00.



## New, Custom Solar Shades that offer Energy Efficiency & Value to any Commercial Space

Window Interiors has committed nearly 20 years into the evolution of WI SHADES. Window Interiors fabricates these hand-crafted solar shades in its Altamonte Springs facility. WI Shades offer the superior quality of sustainable, custom and regionally produced shades using Phifer Sheerweave fabrics.

Windows are the greatest source of wasted energy in any facility. That is because heat always moves from warm to cold areas. Energy efficient solar shades are the most cost-effective way you can help your building reduce utility bills. Solar Shades act as a barrier to heat flow, trapping air between the shade and the window, saving money on energy costs.

WI Shades are sustainable window treatments made of exceptionally durable, low-maintenance fabrics that are available in a variety of new, stylish colors and textures. The shade cloth is stain-resistant, fade-resistant, and easy to clean and retains a life-span of a minimum of 20 years. The shades are UV resistant, fire-retardant, antimicrobial, antibacterial and fungal resistant.

Many of the Phifer Sheerweave fabrics were the first ever solar shade materials to be awarded the GREENGUARD Indoor Air Quality Certification standard for Low Emitting Products. GREENGUARD is a requirement referenced in the LEED for Commercial Interiors Rating System. WI Shades fabrics are produced using 100% recyclable, biodegradable materials, a major advancement in sustainable window treatment technology.

Currently, WI Shades offer manual solar shades for all windows and will soon offer motorized solar shade options to Federal buyers as well as the private sector market.

**For more information,  
please contact Christine Cutler at  
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or 800-654-8918 ext.31.**



## Lutron Integrated Lighting Controls Introduces the NEW Grafik Eye: A Powerful Light, Shade and Energy Control System

Lutron's new Grafik Eye QS is a powerful, customizable preset lighting control system that allows the user to adjust lights and window shades for any commercial space. Grafik Eye QS helps save energy as well as meeting the aesthetic, functional and regulatory needs of any indoor environment.

With a sophisticated, simplistic design, the Grafik Eye connects directly to Lutron solar shades, occupancy sensors, daylight sensors and digital florescent ballasts without additional interfaces. It can also integrate with A/V and HVAC systems for total indoor environmental control.

Grafik Eye will improve the overall comfort and productivity of work within a space. Grafik Eye ensures the proper visual environment and improves productivity by 5% to 10%.

Grafik Eye can easily reconfigure to meet changing needs of a space or project. Adding QS components can grow the capabilities of the system for total light management of an entire building or campus.

Window Interiors is a proud dealer of Lutron products. Window Interiors offers expert installation of Lutron products with certified, trained technicians.

**For more information on the  
Grafik Eye QS control System,  
please contact,  
Christine Cutler at  
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# Green Quotes Corner

McGraw  
Hill Construction estimates that by 2013, the green building market will increase from 96 billion to 140 billion and that green building will represent 20 to 25 percent of new commercial and institutional construction starts. However according to a recent article in Architectural Record, retrofitting rather than new construction, is gaining momentum in the green building movement as a result of constraints posed by the recession.

## Retrofitting, Greening of Buildings and the Recession

The Federal Government is on to this trend and clearly communicating reduction in energy usage. Anyone who owns a commercial building should understand that owners may have just four or five years before a version of cap- and- trade legislation takes effect. So to get on board now and examine capital improvement plans is imperative or a building owner could pay a heavy price when that day comes. Occupancy rates are down, the cost of money and fuel are up and net operating income is on the decline. One thing building owners can do to have a positive impact on net income, is to reduce the overall amount of energy the building is using.

One of the most cost-effective ways of reducing overall energy use, as well as offering green alternatives, is to consider solar shades. WI Custom solar shades offer up-to-date, energy efficient, simple retrofits to commercial building spaces. WI custom solar shades have shown a proven reduction in load capacity in commercial HVAC systems. WI Custom solar shades also have an average 20 year life span with little or no maintenance required. In some cases, solar shades have been considered as an alternate to more expensive retrofits such as window, roofing or HVAC replacements.

Window Interiors will continue to study the overall effectiveness of solar shades as it relates to sustainable building design.



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