



SUN GLOW

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# Sun Glow News

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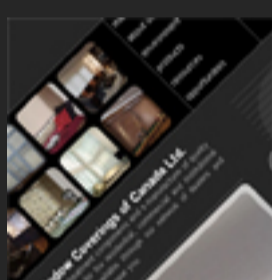
## Sun GLOW's 25th Anniversary



At Sun Glow we are excited about our 25th anniversary. It has given us reason to celebrate the progress, innovation, and success we have had since 1983. Since then Sun Glow has become a salient and pioneering part of the window shades industry, but has sustained its roots as a company committed to superb customer service.

Many thanks to our customers, we appreciate the chance to provide you with another 25 years of innovation, quality, and service.

## sunglowwindowcoverings.com gets a makeover



The New Sun Glow Web Site is now on-line. The intention of the web site is to provide you with accessibility to resource information and to provide stronger visuals of our offerings. [Visit Today.](#)

Dear Vivian,

I hope you had an enjoyable summer! Over the spring and summer, we have had some additions and expected additions to our Sun Glow family, Attilio Carano in sales, Derek Power in customer service, and Helen Cuaycong in accounting. And our expected addition is Ann Shaw's baby due in November.

We are continuing to build the groundwork for growth. We have developed many sales tools which are now available to you. Our showroom has been redesigned to better display our complete product line and incorporates an automation training facility. We are now a member of ARIDO and DESIGNERS WALK to promote our products and help drive business to you our dealers.

We have not begun using our new accounting, MRP system, to its full potential. We are taking small steps, beginning with the e-mailing of invoices to you. This measure saves both us and you valuable resources. Thank you to all that have accepted this form of communication.

Our new website is now on line. Please visit us at [www.SunGlowWindowCoverings.com](http://www.SunGlowWindowCoverings.com) and let us know your comments and what else you would like to see on the site that would make it more of a resource for you.

We are very proud to acknowledge 2008 as Sun Glow's 25th year in serving the window treatment industry. You will soon receive your invitation to our 25th Anniversary Celebration this fall. We look forward to seeing you again.

Vivian Kanargelidis

## → Ann Shaw

Ann Shaw joined Sun Glow 15 years ago as our bookkeeper and her responsibilities have grown to customer service, order entry, pricing, quoting, all under the title of Office Manager.



We are very excited for Ann and her husband Paul who are expecting their first child this November.

## → New Showroom

[Our Showroom](#) has been redesigned to display a good representation of all of our product lines as well as an Idea Centre. We have included a section just for the Artisan™ Collection and Ultra Lite™ - where you can feel the difference. Various motors and controls are incorporated throughout the displays as well, an above ceiling pocket mount, dual shades, side channels and more. A 21ft. x 9ft. motorized panel track - used as a divider and printed with our graphic shade process. Make an appointment to see the showroom.



## → Sales and Marketing Tools

We are very excited about the various [products](#) now available to make selling Sun Glow product easier. The sample bag which carries 4 working shades, the price guide and fabric book also allows your own logo to be printed on the outside of the bag; a tool box for your installer containing extra components to avoid those repeat visits; the Artisan™ binder set, the Graphic Shade portfolio, the contract binder and much more. Visit our web site for a complete set, pictures and descriptions.



## → Training

Our showroom is equipped for automation training and sessions are being planned both from a "how to sell automation" to "how to install and program". Please call customer service or e-mail me directly if you would like to send your staff or installers to these training sessions. All are free of charge and lunch will be provided.

We also have seminars on our product lines and how to use our price guide to save you time and increase accuracy when taking orders. Please contact customer service if you are interested.

## → DecoFlex WireFree™

The DecoFlex WireFree wall switch replaces the existing Decora RTS wireless wall switches. This new switch may be personalized for intuitive control of window coverings. The standard DecoFlex WireFree™ RTS wall switch comes with blank channel buttons. Each button on the wall switch may be customized with printed text with approximately 56 options to choose from. The DecoFlex WireFree™ provides maximum control flexibility as it is available in one, two, three, four or five channel versions and three colors- white, ivory and black.