

Mariak launches the SolstiVue Zipper Track Shade!



Enhancing Your Customer's Lifestyle

SolstiVue exterior patio shades will provide a modern and sophisticated home décor while turning any patio space into a centerpiece of the home.

Expand Outdoor Living Space

By choosing a Mariak **SolstiVue** exterior shade your customers are making a lifestyle decision that allows them to utilize their outdoor living space more often and more efficiently.

Built Around Your Customer's Needs

When purchasing the Mariak **SolstiVue** Zipper Track Shade System you have the peace of mind knowing we have the necessary components to completely customize each individual unit based on your customer's needs.

Motorization

Put the beauty of the outdoor screen into motion with the **SolstiVue** Motorized screen. Featuring the MaestroShield Motor System with power, precision, safety and home integration. A multitude of programming options provides the convenience of total control and the quality assurance, technical support and innovation at its best.

SolstiVue is the perfect choice for Home or Business

Not all Exterior Shades are created equal....Mariak's **SolstiVue** Zipper Track Shade System will help you maximize the use of any outdoor patio space while performing above the rest.

- Change the seasons with just the touch of a button with our motorization options
- High Definition In-House Graphic Printing for Business Logos & Advertising
- Adjustable side rails for added quality & performance
- Spline-Groove on tube to reduce waviness in fabric
- Rounded Zipper & Funnel allows fabric to install easily
- Heavy-Duty Extruded Rounded Hoods
- Stainless Steel Internal Weight Bars
- ¾" Brush Seal Standard; 1-3/4" available
- Manual crank operation available
- Shades up to 20ft x 12ft with Hood
- Large Selection of Outdoor Fabrics
- 10-Year Warranty on Powder Coating
- 10-Year Warranty on Fabrics
- 3-Year Warranty on Motors
- 3-Week Manufacturing Lead-Time



HIGH DEFINITION IN-HOUSE DIGITAL PRINTING

- ✓ Fastest Lead-Times
- ✓ Highest Quality
- ✓ Wide Format
- ✓ 5-Year Warranty

800.562.7425

www.mariak.com



SolstiVue Sample Kits are ready for Distribution!



Mariak's **SolstiVue** Zipper Track Shades are custom manufactured in our Houston, Texas facility with industry leading cutting tables and welders. The **SolstiVue** shade system is perfect for interior and exterior applications and offers the ideal solution for all of your operating shade needs.

Fabric options include:

Phifer Tuff Screen

Suntex 80 & 90

Suntex 90 Design

Suntex 95

Mermet Natte & Sateen

Extrusions are available in:

White, Ivory, Beige & Brown



To ensure expedited shipping and proper handling, Mariak has purchased two new trucks for delivering materials and product between the California and Texas manufacturing facilities.

Mariak is now running two trucks per week from California to Houston, Texas. This new delivery route will help to improve production times, minimize freight damage and improve inventory controls at both locations.

The **SolstiVue** Zipper Track Shade System is manufactured in Houston, Texas. Orders will be loaded two times a week and shipped to California for distribution via the Mariak delivery routes when applicable.



The **SolstiVue** sample kit and fabric binder are now available for purchase through your local sales representative or inside sales.

The **SolstiVue** Sales Kit (SMP ZIPPER KIT) is being offered at an introductory price of only **\$30.00** per kit.

The Sales kit includes:

- **SolstiVue** Logo Embroidered Tote Bag
- Zipper Track Hand Sample
- USB (loaded with full program information including videos, pictures, installation guide, order forms and more!)
- Fabric Binder
- Training Guide
- Printed Sales Presentation

Individual USB, Sales Binders and Hand Samples are available for purchase.

Custom showroom displays and standard 3'x4' motorized samples are available at a discounted price.



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Meet the New Team Members!

Andy Rittenhouse comes to Mariak from American Screen Manufacturing where he spent 16 years focused on the exterior window coverings and roller shade industry as their National Sales Manager. Andy has extensive experience working with both independent dealers and National accounts. He is looking forward to working with Mariak customers as we introduce the **SolstiVue** shade program through sales, installation training and product knowledge development. Andy will be the driving force for Mariak's **SolstiVue** Zipper Track Shade Program and will be working alongside the Mariak sales team and the Houston operation team.

Andy Rittenhouse – Outside Sales Manager arittenhouse@mariak.com

Kirk Vasile joins the Houston Operations Team with 29 years in the wholesale window covering industry. His experience has been primarily in general operations management, which has included production management, inventory control, product development, shipping and logistics. Kirk brings a working knowledge of all products being manufactured by Mariak. A familiarity with all aspects of motorization will ensure that these products are properly produced and operate efficiently.

As *General Manager of Operation* in Houston, Texas, a smooth production flow with product completed on-time and error free will be a significant part of Kirk's responsibility.

Ron Briggs has been in the window covering industry since 1971 where he owned and operated his own retail store in Las Vegas. In the mid 1980's Ron moved to Salt Lake City where he managed and grew Madden Enterprises into one of the largest dealers in Utah. He then went on to work for Blind Design managing their Salt Lake City office and sales force. Continuing his success in the industry, he became the Western Regional Sales Manager for Springs Corporation and was responsible for more than 12 states including Hawaii and Alaska. Moving back to Las Vegas, Ron became the Corporate Sales Manager for Bud's Drapery Den.

After a brief 3-year retirement, Ron has found a new home at Mariak where he will be responsible for the sales and growth in Utah, Idaho and Colorado.

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