



Monthly Focus

What: Solair® Awnings

Why: Solair® awnings are manufactured using the best components and the highest-quality fabric.

When: Sometimes an umbrella will not be able to meet the customer's shade needs. Solair® awnings allows for custom sizes as well as numerous quick-ship options.

Who: All Showroom Professionals including managers, who are eligible to earn commissions.



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Where: Is the Solair® information available?

<R:\POP Signs\Pricelist & Information\Solair - Trivantage> as well as a catalog that is at each store

How: do we sell the awnings?

When a customer is interested in the awnings, we have some qualifying questions to ask in order for us to guide them in the right direction:

- What type of house does the customer have-this helps us determine where it would be mounted



- When is the patio or deck the sunniest-this helps determine the size, or style, that is needed
- What are they looking to cover-this also helps determine the size, or style, that is needed
 - These basic questions will help us decide if they could use one of the fixed-size units featured in the PS1000 and PS2000 series, or if they need the customizable PS5000 series.

Have the customer bring home the measuring guide in order to see if their home meets the criteria for a wall-mounted unit

<R:\POP Signs\Pricelist & Information\Solair - Trivantage\2013 Measuring Guide.pdf>

Additionally, show the customer how they can utilize Solair's "Awning Visualizer" on their website. It's fun and very simple to use, and the site guides the customer through the easy process.

www.solair.com/awning-visualizer/

Selling Features:

- Best in class warranties:
 - <R:\POP Signs\Pricelist & Information\Solair - Trivantage\Solair PS1000 Warranty.pdf>
 - <R:\POP Signs\Pricelist & Information\Solair - Trivantage\Solair PS2000 Warranty.pdf>
 - <R:\POP Signs\Pricelist & Information\Solair - Trivantage\Solair PS5000 Warranty.pdf>
- All fabrics used are Sunbrella®
- Thread used is Tenara® thread, which will last as long as the fabric
- Mounting brackets made of extruded aluminum
- Stainless steel fasteners and hardware

Awning Styles:

Solair® offers 3 different models in order to accommodate individual customer needs

- **PS1000**

Frame Color-1	White Only
Fabric Options-2	Heather Beige or Walnut Brown Tweed only
Size Options-1	10' wide x 8' projection only
Motor placement option-1	Right side only

- **PS2000**

Frame Colors-2	White and Latte
Fabric Options-multiple	13 quick-ship fabrics as well as all current available Sunbrella® marine-awning fabrics: R:\POP Signs\Pricelist & Information\Solair - Trivantage\2016 Awning-Marine Fabric Pricelist.pdf
Size Options-3	11'9" wide x 10'2" projection 15'6" wide x 10'2" projection 19'3" wide x 10'2" projection
Motor placement option-2	Left or right

- **PS5000**

Frame Colors-4	White, Latte, Ivory, and Black
Fabric Options-multiple	No quick-ship, as each model is custom-built. Fabric choices are all current available Sunbrella® marine-awning fabrics: R:\POP Signs\Pricelist & Information\Solair - Trivantage\2016 Awning-Marine Fabric Pricelist.pdf
Size Options-multiple	Widths range from 10' up to 26' and can be made down to a specific inch such as 22'7". The projection ranges from 8', 10', and 12'
Motor placement option-2	Left or right

Roof or soffit-mount brackets:

If it is determined that the awning cannot be mounted to the wall, the other 2 mounting options, either roof or soffit, can be used for the install.

- All orders are priced with the correct number of wall brackets based on the size of the awning
- If the install is using either of the other 2 options, we check the pricing chart to determine how many wall brackets were needed based on the size of the awning. We then substitute the same number of either bracket to the invoice.
- There is an upcharge for either bracket
 - \$30.00 for each soffit bracket needed
 - \$60.00 for each roof bracket needed
- In the example below, I highlighted the number of wall mount brackets for a particular size along with the upcharge to include for each roof mount bracket. The customer is paying the difference between wall mount brackets and the roof brackets.
 - So in this case, the customer would pay an additional \$240.00 for the 4 roof mount brackets, since each one is an additional \$60.00.
 - If it was a soffit mount install, they would pay \$120.00 for 4 soffit mount brackets, which is the difference between those and the wall mount brackets, since each one is an additional \$30.00.

Leader's Low Selling Price	Quick 3 WEEK	
	11'9" x 10'2"	15'
FRAME & COVER		
# of Wall Mount Brackets (included in price)	4	
# of Arms (included in price)	2	
Awning (TRIV-PS2000-SPO)	\$1,999.99	
ADDITIONAL OPTIONS		
Hood (TRIV-HOOD,###,##)	\$240.00	
Motor (TRIV-MOTOR)	\$490.00	
Wind Sensor (TRIV-WINDSENSOR)	\$195.00	
Roof Mount Bracket* (TRIV-ROOFBRK)	\$60.00	
Soffit Mount Bracket* (TRIV-SOFFITBRK,##)	\$30.00	
On-Site Pre-Inspection (BHUM-INSPECT)	\$99.00	
Delivery & Installation (BINS-DELIVERY)	\$400.00	

Setting an on-site pre-inspection:

The customer has decided to move forward, selected the awning style and has placed an order. We need to schedule an on-site pre-inspection. This is done to confirm that the awning can be installed as ordered, and make sure everything is being ordered correctly.

- 3 different pricelists based on the zone for each store location. The only difference is the cost of the inspection, and who is doing it.

Zone	Price	FROG entry
A-stores 2,3,4,5,6,7,11,19,20,22 R:\POP Signs\Pricelist & Information\Solair - Trivantage\TRIV 2013 14 Awning Pricelist (Zone A).pdf	\$99.00	BHUM-INSPECT
B-stores 8,12,13,15,21 R:\POP Signs\Pricelist & Information\Solair - Trivantage\TRIV 2013 14 Awning Pricelist (Zone B).pdf	\$150.00	BHUM-INSPECT
C-stores 14,17,18 R:\POP Signs\Pricelist & Information\Solair - Trivantage\TRIV 2013 14 Awning Pricelist (Zone C).pdf	\$170.00	TRIV-INSPECT

- Brady Hummer does the pre-inspection for both zone A and B, but the difference in cost is the travel time.
 - In order to have Brady come and do the pre-inspection, the following form must be signed by the customer at the store: [R:\POP Signs\Pricelist & Information\Solair - Trivantage\Installation Agreement FOR 2,3,4,5,6,7,8,10,11,12,19,20,22.pdf](#)
- Trivantage has their own certified installer that does the pre-inspection for zone C
- The customer will get half of this fee off of the installation charge, if the order goes forward. **The customer must be made aware that if for any reason the order cannot move forward, they will not get back any portion of this fee.**
- The FROG entry should have either BHUM-INSPECT or TRIV-INSPECT on it with the corresponding fee, and purchasing will arrange for inspection.

Solair® Awning Order Form

Once the customer places the order, the following form must be sent to purchasing1@leadersfurniture.com

[R:\POP Signs\Pricelist & Information\Solair - Trivantage](#)

If there are any changes required after the site-check, a new form must be filled out and sent to purchasing in order for the awning to be made correctly.