



LEADERS HOLDING CO.TM

Est. 1971

Treasure Garden Product Reference Sheet

Since 1984, Treasure Garden has manufactured the widest selection of shade products in the world. Treasure Garden offers more than 25,000 choices of shade umbrellas and accessories. Their website is a great tool, including a Design Center for you to use with your customer to create custom umbrella designs. It is very user friendly and easy to navigate. The website link is below as well a reference guide to help you with Treasure Garden product knowledge in aiding your customers to make the right umbrella and accessory purchases.

www.treasuregarden.com

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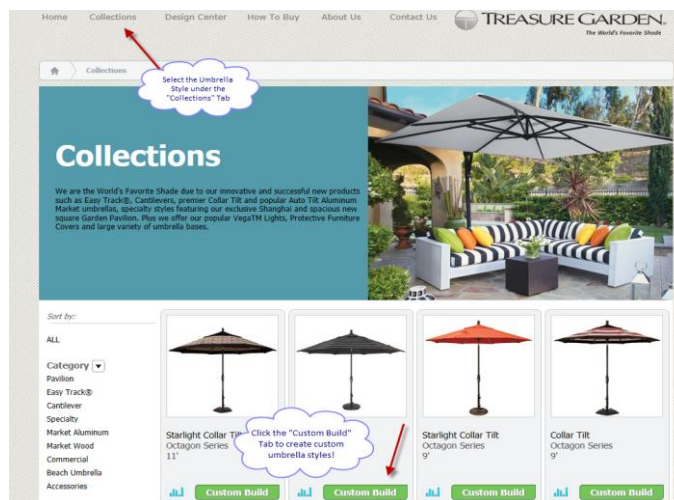
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How to Sell

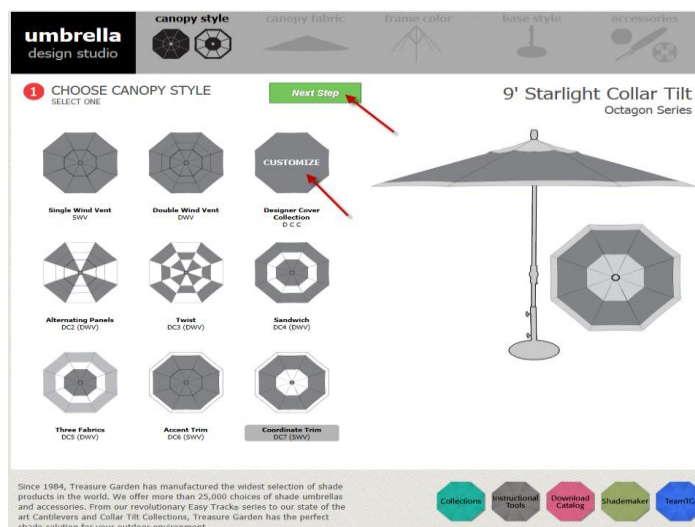
Suggested Open Ended Questions

- Will the space be covered?
 - Yes – How high are your ceilings? Have you thought about an umbrella to add style?
 - No – How large of an area do you need to shade?
- What time of day is your direct sunlight?
- Does your umbrella need to follow the sun?

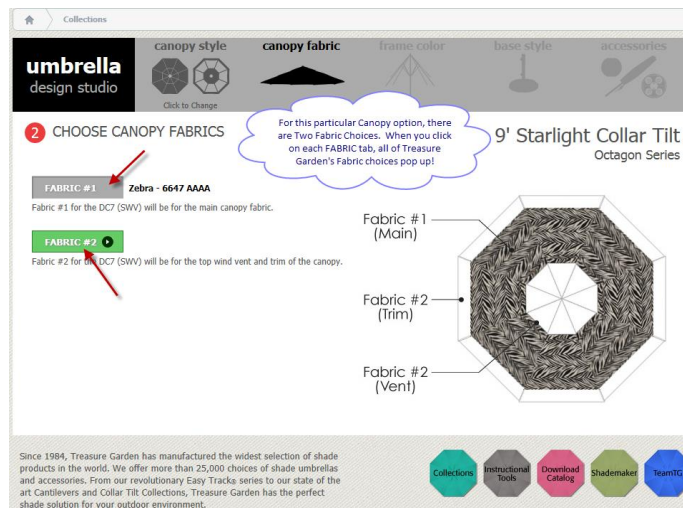
How to use the Treasure Garden online Custom Build tool



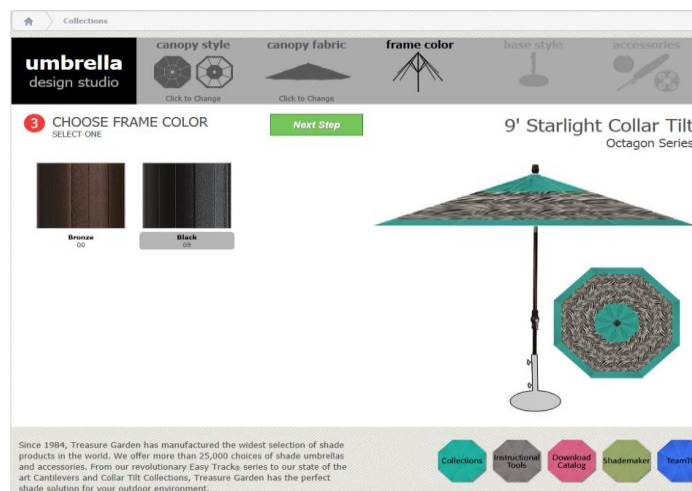
EXAMPLE: Collections -> Market -> Market Aluminum -> Starlight Collar Tilt 9'



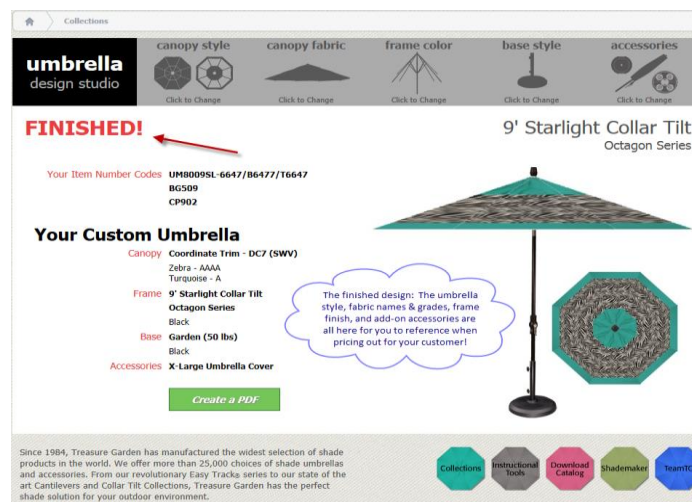
Choose Canopy Style: SWV – DWV – or DCC. By choosing DCC, more canopy options come up for the customer, as shown in the example image above. Chose the canopy option and then click “Next Step”



Choose Canopy Fabric: When you click on the “Fabric” tab, the available fabric choices for the particular canopy chosen will show up. Once selected, click “Next Step”



Choose Frame Color: As you can see, the umbrella design is being created step by step. Once you select the umbrella frame finish, click “Next Step” for add-on features and to see the finished design!



This is a GREAT selling tool to use with your customers in the store to show them what the finished product will look like! Have fun with it and happy selling!

Special Order Pricing and Lead Times

4 to 6 weeks

We use a multiplier to price out special orders

- This means you would need to take the MSRP and multiply it by .6261 to arrive at the final price to charge your customer.

$$\text{MSRP} \times .6261 = \text{Cost To Customer}$$

Umbrella Styles

AG Cantilever

Size	11'	10'	10'
Shape	Octagon	Octagon	Square
Finish	Bronze or Black – don't forget to change your item number based on the finish		
Canopy	Double Wind Vent Optional Valance D9 or D10 Designer Cover Available	Single Wind Vent Optional Valance D9 or D10 Designer Cover Available	Single Wind Vent
Tilt/rotation	Rotates 360°	Tilts left or right 54°	Rotates 360°
Cord System	100% Kevlar Mesh Cord for added strength & durability		
Warranty	1 year		
Base	Compatible with AG Base – <u>SOLD SEPARATELY!!!</u>		
Cover	Protected cover included		

AKZ Cantilever

Size	13'	11'	10'
Shape	Octagon	Octagon	Square
Finish	Bronze or Black – don't forget to change your item number based on the finish		
Canopy	Double Wind Vent Optional Valance D9 or D10 Designer Cover Available	Double Wind Vent Optional Valance D9 or D10 Designer Cover Available	Single Wind Vent
Tilt/rotation	Rotates 360°	Rotates 360°	Rotates 360°
Cord System	100% Kevlar Mesh Cord for added strength & durability		

Warranty	2 year
Base	Compatible with AKZ Base – <u>SOLD SEPARATELY!!!</u>
Cover	Protected cover included

Easy Track

Size	10' x 13'	11'
Shape	Rectangle	Square
Finish	Bronze or Black – don't forget to change your item number based on the finish	
Canopy	Single Wind Vent	Single Wind Vent
Tilt/rotation	Rotates 360°	Rotates 360°
Warranty	2 year	
Base	Recommended minimum of 100lbs base for this style	
Cover	Protected cover sold separately	

Shanghai Collar Tilt

Size	10'
Shape	Round
Finish	Black finish only – don't forget to change your item number based on the finish
Canopy	Fabric-Wrapped Finial with No Wind Vent & 24 Fiberglass Ribs
Tilt/rotation	Collar-tilt function -simply twist the collar in a clockwise direction
Warranty	2 year
Base	Recommend minimum 50-80lbs base for this style
Cover	Protected cover sold separately

Collar Tilt

Size	11'	9'	7.5'
Shape	Octagon	Octagon	Octagon
Finish	Bronze, Black, Champagne, or Anthracite finishes – don't forget to change your item number based on the finish		
Canopy	Single or Double Wind Vent	Single or Double Wind Vent	Single Wind Vent

	Optional DC2, DC3, DC4, DC5, DC6, or DC7 Designer Cover Available	Optional DC2, DC3, DC4, DC5, DC6, or DC7 Designer Cover Available	
Tilt/rotation	Collar-tilt function -simply twist the collar in a clockwise direction		
Cord System	100% Kevlar Mesh Cord for added strength & durability		
Warranty	2 year		
Base	Recommend minimum 50-80lbs base for this style		
Cover	Protected cover sold separately		

Auto Tilt

Size	11'	9'	8'x10'
Shape	Octagon	Octagon	Rectangle
Finish	Bronze, Black, Champagne, or Anthracite finishes – don't forget to change your item number based on the finish	Bronze, Black, Champagne, White or Anthracite finishes – don't forget to change your item number based on the finish	Bronze or Black – don't forget to change your item number based on the finish
Canopy	Single or Double Wind Vent Optional DC2, DC3, DC4, DC5, DC6, or DC7 Designer Cover Available	Single or Double Wind Vent Optional DC2, DC3, DC4, DC5, DC6, or DC7 Designer Cover Available	Single Wind Vent
Tilt/rotation	Tilts left or right 54°		
Cord System	100% Kevlar Mesh Cord for added strength & durability		N/A
Warranty	2 year		
Base	Recommend minimum 50-80lbs base for this style		
Cover	Protected cover sold separately		

Push Button Tilt

Size	9'	7.5'	6'
Shape	Octagon	Octagon	Octagon
Finish	Bronze, Black, Champagne, White, or Anthracite finishes – don't forget to change your item number based on the finish	Bronze, Black, Champagne, or White finishes – don't forget to change your item number based on the finish	Bronze, Black, or Champagne finishes – don't forget to change your item number based on the finish
Canopy	Single or Double Wind Vent Optional DC2, DC3, DC4, DC5, DC6, or DC7 Designer Cover Available	Single Wind Vent	Single Wind Vent

Tilt/rotation	Tilts left or right 54°
Warranty	2 year
Base	Recommend minimum 50-80lbs base for this style
Cover	Protected cover sold separately

Crank Lift

Size	8'x11'
Shape	Rectangle
Finish	Bronze, Black, or Champagne finishes - don't forget to change your item number based on the finish
Canopy	Single Wind Vent
Tilt/rotation	Rotates 360°
Cord System	100% Kevlar Mesh Cord for added strength & durability
Warranty	1 year
Base	Recommend minimum 70lbs base for this style
Cover	Protected cover sold separately

Quad Pulley Lift

Size	9'
Shape	Octagon
Finish	Hardwood Pole only - don't forget to change your item number based on the finish
Canopy	Double or Single Wind Vent Optional DC2, DC3, DC4, DC5, DC6, or DC7 Designer Cover Available
Tilt/rotation	Rotates 360°
Warranty	1 year
Base	Recommend minimum 50-80lbs base for this style
Cover	Protected cover sold separately

Beach Umbrella

Size	7.5'
Shape	Octagon
Finish	White finish only – don't forget to change your item number based on the finish
Canopy	No Wind Vent with 8 Fiberglass ribs Choose from 6 O'Bravia fabrics
Tilt/rotation	Rotates 360° & Adjustable height
Card System	100% Kevlar Mesh Cord for added strength & durability
Warranty	1 year
Cover	Includes carry bag & easy twist bottom pole stake

Fabrics



Solution-dyed Acrylic

- Grades AAAA, AAA, AA, A
- 5 year warranty

Solution-dyed Polyester

- 100% recycled material & environmentally friendly
- Grades B & C
- 4 year warranty

Solution-dyed Olefin

- Cannot be used on all umbrellas canopies
- Grade D
- 2 year warranty
- Protective Furniture Covers = 1 year