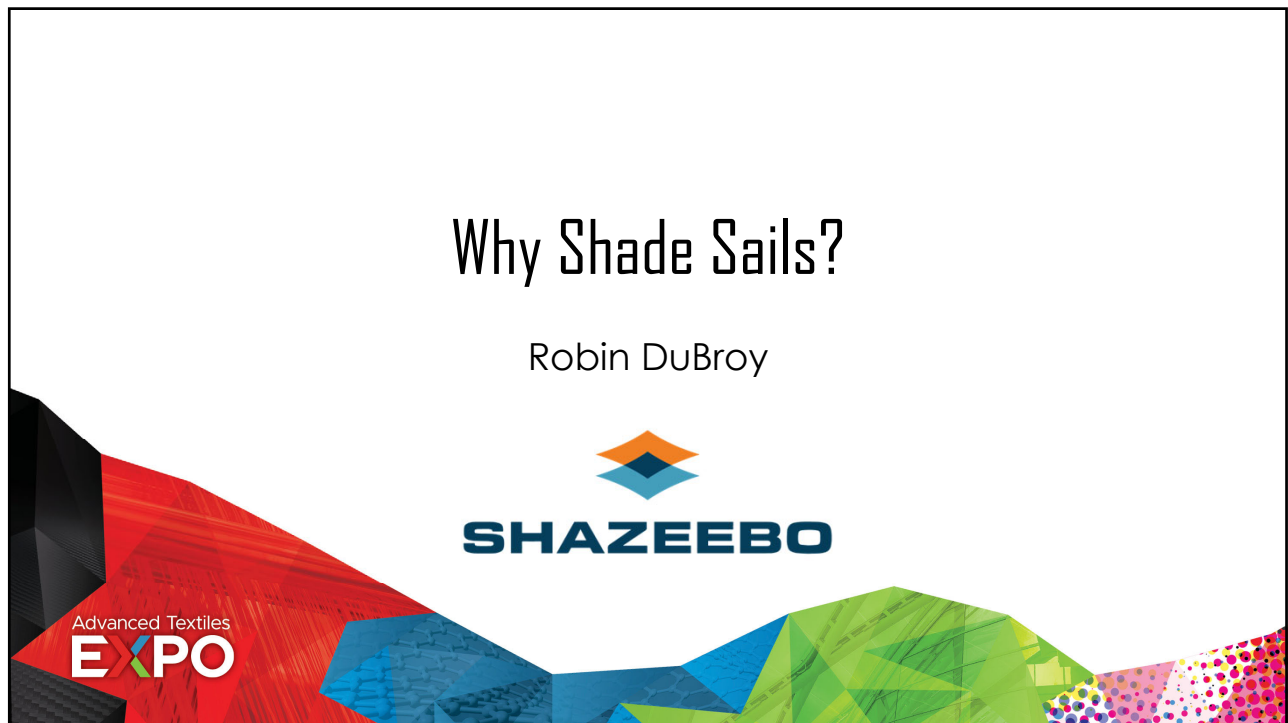




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Do you keep getting calls from customers asking about "those triangle fabric things"? What is so great about shade sails anyways?

Let's demystify shade sails! We'll cover all the amazing benefits of shade sails, from the practical - like UV protection and energy efficiency- to the visual, and beyond.

- 1.Explain why shade sails are a great shade solution.
- 2.Discuss the various practical and visual/aesthetic benefits of shade sails.
- 3.Describe (and thus sell!) shade sails as the appealing shade solution that they are!

Robin DuBroy | Director of Operations | Nov. 2, 2023

Advanced Textiles
EXPO

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Benefits of Shade Sails:

Shade

This may seem obvious, but let's compare the shade that a shade sail can provide with some of the other options out there.

Pergola, awning, trees, metal canopies



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Benefits of Shade Sails: UV Protection

Shade Cloth is specially manufactured and treated to provide UVR blockage above 90%.











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Benefits of Shade Sails: Energy Reduction

Reduce energy costs related to cooling your home.

About 30% of a home's heating energy is lost through windows. In cooling seasons, about 76% of sunlight that falls on standard double-pane windows enters to become heat.

Window coverings can help with this loss of energy by providing comfort, regulating temperatures, and lowering energy bills.





January 3:30 pm



August 3:30 pm

6

Benefits of Shade Sails:

Specialty Fabric

What exactly makes shade sails superior to the other options out there in terms of shade coverage, UV protection and more?

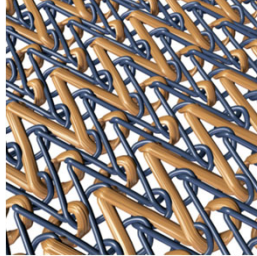
high density polyethylene – HDPE

HDPE pellets are combined with UV, fire rating and color additives to create two types of yarn:

- Mono Filament yarn that provide the strength
- Tape Filament yarn that provides the cover factor

The yarn is then knitted into the final shade fabric.

This process varies and creates different levels of strength, weight, colors and texture.

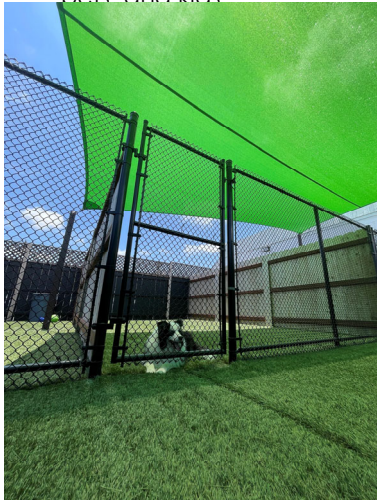


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Benefits of Shade Sails:

Protection

Not only UV protection, but also protects your outdoor furniture, turf, pets, and kids

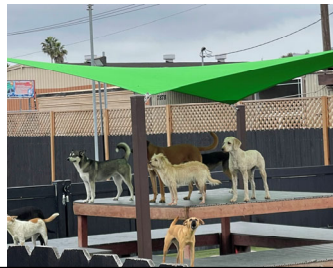


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Benefits of Shade Sails:

Removable and Versatile

Seasonal / weather related take down and re-install.
Commercial, homeowner, country, city – all kinds of uses and appli



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Benefits of Shade Sails:

Price

Pergola cost		
Pergola size	Kit installed	Custom build
8'x8'	\$650 – \$2,550	\$1,900 – \$4,150
10'x10'	\$1,000 – \$4,000	\$3,000 – \$6,500
12'x12'	\$1,450 – \$5,750	\$4,300 – \$9,350
12'x14'	\$1,700 – \$2,700	\$5,000 – \$10,900
12'x20'	\$2,400 – \$9,600	\$7,200 – \$15,600
14'x18'	\$2,500 – \$10,000	\$7,500 – \$16,400
16'x16'	\$2,550 – \$10,250	\$7,700 – \$16,650
16'x20'	\$3,200 – \$12,800	\$9,600 – \$20,800
20'x20'	\$4,000 – \$16,000	\$12,000 – \$26,000
24'x24'	\$5,750 – \$23,000	\$17,900 – \$37,400
30'x30'	\$9,000 – \$36,000	\$27,000 – \$58,500

A 12-foot by 20-foot carport built for one car costs \$8,400 fully installed.

A 20-foot by 20-foot carport built for two cars costs \$14,000 fully installed. For a three- and four-car carport of 20 to 30 or 40 feet, homeowners can expect to pay \$21,000 and \$28,000, respectively.

Awning Prices by Size

The list below are estimated costs for both manual and motorized awnings.

- 6' Awnings: **\$210 – \$690**
- 8' Wide Awnings: **\$300 – \$1,190**
- 10' Awnings: **\$340 – \$1,320**
- 12' Awnings: **\$490 – \$1,660**
- 14' Awnings: **\$780 – \$2,330**
- 16' Awnings: **\$1,150 – \$2,980**
- 18' Awnings: **\$1,640 – \$3,850**
- 20' Awnings: **\$1,960 – \$4,400**
- 22' Awnings: **\$2,490 – \$4,730**
- 24' Awnings: **\$3,200 – \$5,690**

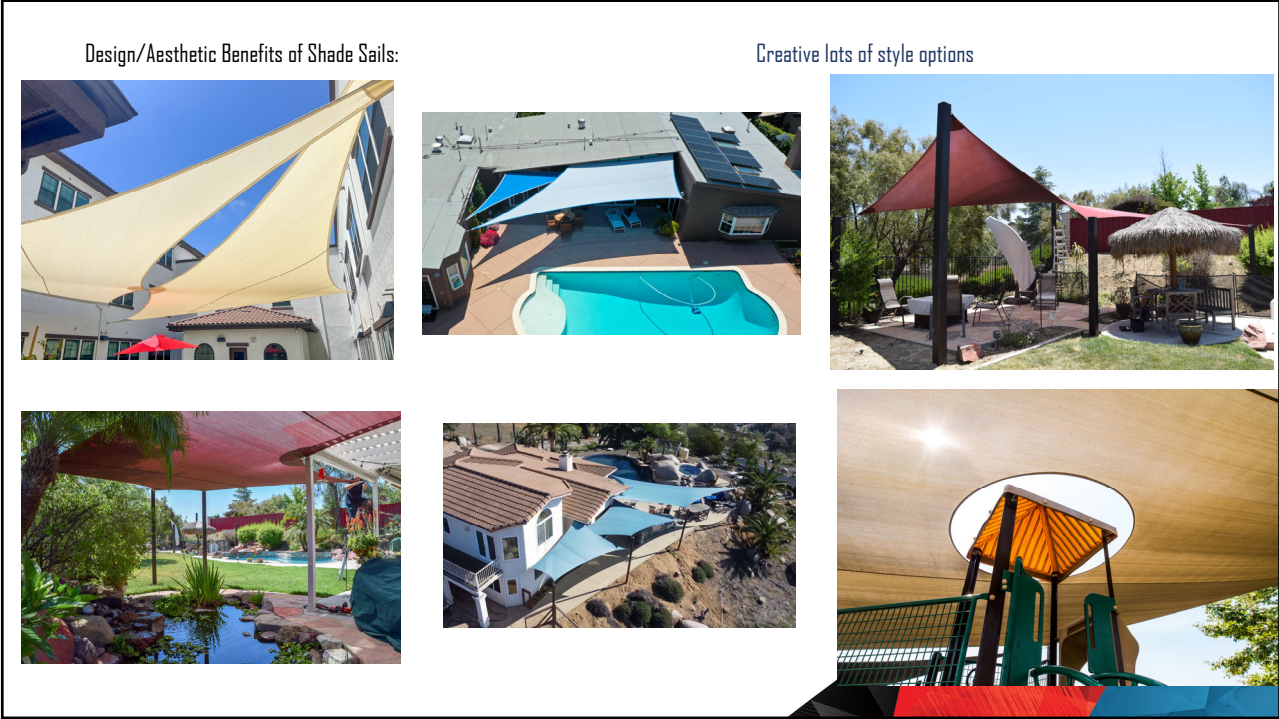
20' x 20' 4-corner shade sail, 2 steel posts @ 11' tall, 2 wall brackets
Your Materials Cost is about \$3,000
Total Install Cost = \$7,300 plus tax



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Design/Aesthetic Benefits of Shade Sails:

First in your neighborhood, unique



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It's easy to install a shade sail!

The hardest part is installing the post, but it's super impor

Strong attachment points are key!

The rest is easy!



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Shade Options

In the end, there are a lot of great options for shade available to your customers. Pergolas, awnings, trees, metal canopies, and shade sails.



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Thank You

Robin DuBroy



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