

2018 SOLERA® UNIVERSAL AWNINGS AND ACCESSORIES

DEALER PROFIT PROGRAMS

SOLERA UNIVERSAL HARDWARE, AWNBRELLA™, SLIDE TOPPER/CUT-TO-FIT, ACCESSORIES, PACKAGING, DISPLAYS, MARKETING MATERIALS, PLANOGRAM PRICING AND HOW TO ORDER

SOLERA® UNIVERSAL

2018 AWNINGS & ACCESSORIES



WE MAKE SELLING EASIER.

2018 SOLERA® UNIVERSAL AWNINGS AND ACCESSORIES

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SOLERA UNIVERSAL AWNINGS AND ACCESSORIES

**THE WORLD'S
FASTEST
GROWING
RV AWNING BRAND
JUST GOT EVEN
BETTER**

INTRODUCING SOLERA UNIVERSAL

We revamped our entire awning collection to make your life simpler.
Our awnings and accessories now offer a universal fit for most current awning brands*.
Now Solera Universal is the only brand you need.

ALL NEW SOLERA UNIVERSAL ARMS FIT ANY OF THESE BRANDS:



*Universal Hardware fits the following Solera 8' extension awnings models:
Power 12V, Power 18V, Hybrid and Classic Manual

Dometic
(A&E)**

*Universal Hardware fits the following Dometic® 8' extension awnings models:
8500, 9000, 9100, Sunchaser and Weather Pro

Carefree™***

*Universal Hardware fits the following Carefree 8' extension awnings models:
Spirit, Fiesta, Simplicity Traveler and Eclipse

**Dometic® is a registered mark and logo owned by Dometic Sweden and A&E is a mark used by Dometic Group.
***Carefree™ and the Carefree logo are a mark and logo used by Carefree of Colorado, member of The Scott Fetzer Co.

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SOLERA UNIVERSAL HARDWARE - 18V POWER

SOLERA UNIVERSAL HARDWARE - 18V POWER

Introducing the industry first Solera 18V Power Awnings! Upgrading to a power awning has never been easier! An industry first, the Solera 18V Power Pack features a unique, rechargeable battery located inside your Solera Power Awning arm and comes with everything you need to connect to the motor wire.



FEATURES

- Save 1-2 hours of additional installation expense as there is no need to wire this directly in to your RVs power supply
- Waterproof switch offers easy, push-button operation
- Auto rain dump feature activates when rain water pools in the canopy, automatically lifting the awning arms to release the pooled water
- Operates 22-25 times before needing a simple plug-in recharge
- Exclusive, quick and simple independent pitch adjustment for relief from the sun at any point in the day
- Faster extend and retract time
- Includes 110V charging kit
- Easy DIY installation; no internal wiring needed to the RVs main power source
- Easy access manual override, an industry first!* In case of power failure, simply use a power drill to extend or retract your awning in case of power failure
- **NEW!** Universal Solera 18V Power Hardware option allows for an easy UPGRADE on Dometic® (A&E)* and Carefree** manual or power awnings



UNIVERSAL ARMS AVAILABLE

Our Universal options fit standard Dometic® and Carefree™* patio awning roller bars making Solera the Universal easy choice

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SOLERA UNIVERSAL HARDWARE - 12V POWER

SOLERA UNIVERSAL HARDWARE - 12V POWER

Help your customers stop wasting time and energy with manual awnings and give them the ability to power up to a Solera 12V Power Awning. Featuring a premium, heavy-duty canopy and a one-handed adjustable pitch projection, the Solera 12V Power Awning allows for simple, effortless setup.



FEATURES

- Push-of-a-button, automatic operation from inside or outside of your RV
- Auto rain dump feature activates when rain water pools in the canopy, automatically lifting the awning arms to release the pooled water
- Easy access manual override, an industry first!* In case of power failure, simply use a power drill to extend or retract your awning
- Exclusive, quick and simple independent pitch adjustment for relief from the sun at any point in the day
- With a range of unique awning styles, sizes and options including awning lights, speakers and multiple fabric and hardware color options, Solera Power can offer you so much more than shade and shelter
- **NEW!** Universal Solera Power Hardware option allows for an easy UPGRADE on Dometic® (A&E)* and Carefree®** manual or power awnings



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SOLERA UNIVERSAL AWNBRELLA™

SOLERA UNIVERSAL AWNBRELLA

Give your customer's awning extra support and better angle for water runoff with the Solera Awnbrella. Perfect for destination campers who like to leave the awning extended for long periods, the patented rust-resistant aluminum bows hold fabric taut and arched so water doesn't pool and debris can easily run off.



FEATURES

- Adjustable rust-resistant aluminum bows
- Keeps canopy from flapping in the wind
- Increases clearance over entry door
- Prevents canopy from sagging
- Stops water from pooling
- Enhances appearance

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SLIDE TOPPER/CUT-TO-FIT PROGRAM

OFFER YOUR CUSTOMERS SLIDE-OUTS EXTRA PROTECTION

Help your customers protect their slide-outs from debris and water infiltration with Solera Slide Toppers and Cut-To-Fit Slider Replacement Fabrics.



SOLERA UNIVERSAL SLIDE TOPPERS

Protect slide-outs from debris and water infiltration with Solera Sliders. These attractive and economical slide-out awnings automatically retract and extend with the slide-out and block leaves, bird droppings, branches and more from damaging slide-out seals.

FEATURES

- Attractive and economical protection for your slide-out
- Full coverage over the slide-out roof and the RV sidewall slide-out opening
- Blocks leaves, bird droppings, branches and debris
- Automatically retracts and extends with slide-out
- Fits slides ranging from 66" to 192" long and extending up to 48"
- Comes complete with awning rail and all mounting brackets
- Available in std. black and white
- Choose from multiple vinyl & acrylic fabric colors
- Available with the Solera Shield



SOLERA UNIVERSAL SLIDER REPLACEMENT FABRICS

Stop wasting time by custom ordering slide topper fabric every time you get an order, and save room for more inventory! Our Slide Topper Replacement Fabric boxes are compact yet durable and are a universal fit, meaning no more guesswork when it comes to replacing slide topper fabric. Works with: Solera®, Dometic®* and Carefree™**

FEATURES

- Our slide topper fabric is universal, fitting all three major patio awning brands
- Premium, 13.5 oz fabric - not the competition's 10 oz fabric
- Roll stays in place with plastic reel (competitors do not offer this)
- 5-year warranty on Solera Universal Slider fabric
- Best of all, we offer a cut-to-fit option in a "Kleenex" style box, complete with easy-to-use roller. Just extend out the amount of fabric you need and cut

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SLIDE TOPPER/CUT-TO-FIT PROGRAM


SOLERA UNIVERSAL SLIDE TOPPER/CUT-TO-FIT VS THE COMPETITION

Help your customers protect their slide-outs from debris and water infiltration with Solera Slide Toppers and Cut-To-Fit Slider Replacement Fabrics.

SOLERA UNIVERSAL SLIDE TOPPER VS THE COMPETITION

		Competitor A	Competitor B
Fits slide-outs ranging from 66" to 192" in length	✓	✓	✗
(1) Part number that comes complete with awning rail, topper and all mounting brackets	✓	✗	✗
Multiple colors and options available	✓	✗	✗
Standard 13.5 oz vinyl fabric	✓	✓	✓
No anti-billowing device needed	✓	✗	✗
Heated wedge welding fuses vinyl together for strong, leak-resistant seams	✓	✗	✗
Accommodates slide-outs up to 48" deep	✓	✗ 42"	✗ 42"
Flexible placement; can be installed up to five inches above slide box trim	✓	✗	✗
NEW! Available (8) custom colors for the hardware to custom match your investment	✓	✗	✗

SOLERA UNIVERSAL CUT-TO-FIT VS THE COMPETITION

		Competitor A	Competitor B
The box includes plastic reels that strengthen the box for shipment and hold the fabric in place, allowing for easy roll out	✓	✗	✗
Standard 13.5 oz vinyl fabric	✓	✗ 10 oz only	✗ 10 oz only
Perforation lets you easily pull out the fabric you need, safely keeping the rest of the fabric in the box and protected	✓	✗	✗
Heated wedge welding fuses vinyl together for strong, leak-resistant seams	✓	✗	✗
The fabric box stays closed after each use, protecting it from dirt, grime and other elements that could damage the product	✓	✗	✗
5-year warranty	✓ 5-year	✗ 1-year	✗ 1-year
Available in Black and White	✓	✓	✓

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SOLERA UNIVERSAL ACCESSORIES

SOLERA UNIVERSAL SHADES AND ROOMS

Solera Shades and Rooms are the perfect complement and a great up-sell in addition to our other awning products. With plenty of options to choose from, we make sure to have you and your customer's covered.



SOLERA FRONT AND SIDE SHADES

Perfect for all awnings, the one-piece, black Solera Front Shade is easy to slide into your awning roller tube whenever you need a little extra shade, privacy or wind block. Solera Front Shade panels are available in 8', 10', 13', 15', 17' & 19' widths, each with a 6' screen height. The Solera Front Shade kit includes spikes and tie downs so you can secure it to the ground. The entire kit stores neatly in the included storage bag when not in use. Front and side shades sold separately.



SOLERA FAMILY ROOM®

Turn the space under your awning into an enclosed outdoor patio with the Solera Family Room kit. Add up to 160 square feet of enclosed space so you can enjoy meals minus pesky insects. Or roll down the all-weather panels and use as a cozy sleeping area for kids.



SOLERA SUPER SHADE®

Many of the larger RVs today have patio awnings that are too high to reach when they are fully extended, and that's why we created the Solera Super Shade! The two-piece, black Solera Super Shade features a standard 6' shade height that easily zips into a Super Shade extension and can be permanently installed into your awning's roller tube.



SOLERA SCREEN ROOM

Keep the bugs out and enjoy the breeze with the Solera Screen Room. Its neutral tan material helps to block out extra heat, making the Solera Screen Room perfect for outdoor dining, board games and social gatherings on hot summer days.