

TRADE NEWSLTR

ISSUE FOUR | AUTUMN 23



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YOUR TRADE TEAM

EMMA NEVARD | CO-ORDINATOR

Helping you with all your general day to day enquiries and sales support

emma@cbsolarshading.co.uk 

ELAINE THOM | ACCOUNT MANAGER

Supporting you on more complex / larger projects and helping you grow your sales

elaine@cbsolarshading.co.uk 

CHRIS BEECH | TECHNICAL MANAGER

Providing on site along with pre and post installation technical support

chris@cbsolarshading.co.uk 

Welcome to the final issue of our trade newsletter for 2023. A rollercoaster year of ups and downs can best be used to describe the season we've all had and this is the same across the whole home improvement sector.

Behind the scenes, along with the full completion of our factory refurbishment and extension (pictured above) the CB team have been working hard on both **new product and service offerings to help you win more sales** and I'm excited to be able to share details of these in this newsletter.

Firstly I'm pleased to advise that **our AW23 Sale, which sees 10% off the base price of all our products has been extended until 31st January 2024**. We've taken the decision to do this, to help you not just have a great end to the year, but a great start to the New Year. I should point out that after holding our prices over from 2022, we will need to raise them in 2024, so be sure to chase all outstanding quotes before the end of January to help your customers benefit from our lowest prices and to avoid any price increases.

Our Dream Gardens Showsite, adjacent to our HQ in Suffolk, which has been under construction for the past 3 months is now open and showcases all 5 (yes 5!) of our louvered pergolas, including the **NEW Classic Lite Pod, which offers exceptional value for money on the highest quality set sized pergola on the market** and is fully customisable too. Full details including pricing can be found on the back cover.

The showsite also features our **Deluxe + Pod, a part fixed roof & part opening roof** - due for launch early 2024 - ideal for over outdoor kitchen and dining areas. More details on this can be found inside this newsletter.

Along with two new pergola models, we've also introduced more options on our pergolas too. Long

overdue, we now have **sliding louvered panels** available on both our Deluxe & Prestige models along with a **NEW Woodlook finish** for the louvers on our Deluxe model, an ideal option for more traditional settings or where a warmer feel overhead is required - see inside for details.

A **solar powered external roller blind** - Dominica Solar - is also available. With no power cables whatsoever, powered from a solar panel to the front of the headbox the blind is ideal for mounting on both the exposed openings of pergolas and verandas along with on first floor (and above) windows - anywhere where running power cables to is a problem.

Finally to **thank you for your custom and support throughout 2023, we are holding an Alfresco Festive Feast at our Dream Gardens Showsite on 14th December** - be sure to mark the date in your diary and register to attend (it's completely free!) using the link on the back of this newsletter.

With Christmas under 2 months away, please be advised that **our factory will be closed from 22nd December 2023 until 3rd January 2024**, giving our team the opportunity to recharge for the year ahead.

If I don't get the opportunity to speak to you before may I also take this opportunity to wish you a healthy and happy Christmas and New Year and I look forward to a fruitful 2024!



Stuart Dantzic
Managing Director



10% OFF ALL PRODUCTS

NEW: DOMINICA SOLAR BLIND

The Dominica Solar blind offers all the same features as the Dominica Blind but utilises a Somfy IO solar powered motor, making it **ideal for applications where mains power supply is problematic, such as verandas and gazebos along with high level windows**. Just like Somfys mains powered external blind motors, it features a built in obstacle detection as standard helping to prevent damage from any obstructions along with two-way communication, showing and allowing you to set the exact position of the blind in the Tahoma app along with seeing the status of the battery charge.

Available made to measure upto 5m wide x 3m high, with any material from our World of Sattler or Twilight Comfort collections and in Anthracite Grey RAL 7016ST hardware as standard, **the Dominica Solar Blind is currently available at the same price as the Dominica Blind** and comes backed with our 5 year guarantee for complete peace of mind.



Unsure about Somfy solar powered motors?
Download the Somfy Solar app from the app store to ensure the performance of the solar powered motor for the site specific location and orientation.



NEW: PERIMETER LIGHTING | CLASSIC POD

The Classic Pod is now available with **lighting to the perimeter, integrated within the recess to the underside of the cross beam**. You can choose between a strip on 1, 2, 3 or all 4 sides (2 sides shown in picture). The lighting, like the integrated louver lighting is dimmable, controlled separately from the louver lighting (if opted for) and warm white in colour (3,500k). If the structure is equipped with side screens, the lighting cannot be fitted here, as the headbox of the screen sits under the cross beam (and therefore would cover up the lighting strip).

Costing is simple, priced per side and the lighting can also be retrofitted to an existing structure or at a later stage to new structures.

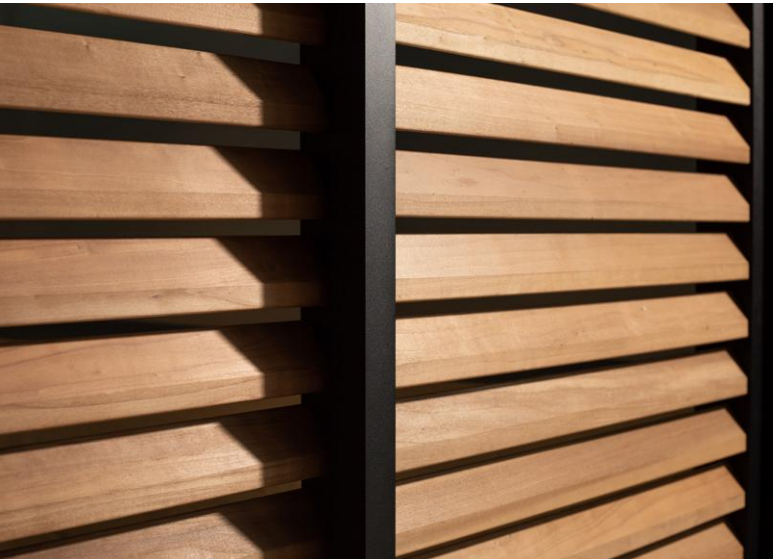
1 Side	2 Sides	3 Sides	4 Sides
£350	£550	£750	£950

All prices exclude vat and carriage.

NEW: WOODLOOK LOUVERS | DELUXE POD

Our most versatile louvered pergola - Deluxe Pod and the Deluxe + Pod (due to be released soon), are now available with a new finish option for the roof louvers. Along with being available in a choice of over 200 classic RAL colours as standard, **you can now also select a woodlook (natural oak) effect, as pictured, at no extra cost**. This is an ideal option where the pergola is being installed in a more traditional setting or where a warmer, more natural feel is required overhead. This is sure to be a popular option and is available now on the standard manufacture lead time.

Want to see the Woodlook finish in the flesh?
Visit our Dream Gardens Showsite adjacent to our HQ in Suffolk where you can also view our NEW sliding louvered panels (details below) for the Deluxe, Deluxe + and Prestige model Pods and the NEW Classic Lite Pod (full details on rear of newsletter).



NEW: SLIDING LOUVERED PANELS | DELUXE & PRESTIGE POD

Our **sliding louvered panels provide an alternative to our windproof screens** on the sides to both our Deluxe & Prestige Pods. Comprising 2 – 4 panels per side, depending on the length/width of the structure, the panels can be powdercoated in a choice of over 200 classic RAL colours as standard or the panel louvers can be finished in our new woodlook effect at no extra charge, to add warmth and extra character to the space.

Panels will be equally sized based on the aperture, with panels over 1.2m wide fitted with a vertical reinforcement. It is also possible to install sliding louvered panels in conjunction with integrated side screens on the Deluxe Pod. Please note, it is not possible to install panels on the Prestige model where a side screen is fitted.

Costing can be seen below, whilst full technical details, including CAD drawings and installation instructions can be downloaded from the trade portal.

All prices exclude vat and carriage.

Length / Width	upto 2.50m	2.51m - 3.00m	3.01m - 3.50m	3.51m - 4.00m	4.01m - 4.50m	4.51m - 5.00m	5.01m - 5.50m	5.51m - 6.00m
No. of Panels	2	2	4	4	4	4	4	4
Cost	£1,850	£2,000	£2,950	£3,100	£3,250	£3,400	£3,600	£3,800

DREAM GARDENS SHOWSITE | NOW OPEN

After 3 months of construction, we are pleased to unveil our new 2,500sq/ft Dream Gardens Showsite, adjacent to our HQ in Suffolk. In collaboration with the leading brands in the outdoor living sector from decking to furniture, kitchens to grass, **5 stunning show gardens, each showcase a different pergola model from our entry level Classic Lite Pod upto our top of the line Prestige Pod.**

Open 5 days a week, with no appointment necessary, the show gardens are available for you to showcase to your clients the superior features and benefits of our pergolas all in a dream garden setting, helping clients to visualise and understand how they can unlock their gardens true potential.

Bridgman
EST. 1977

evergreen
DIRECT

easigrass™

CORELandscape
Products

millboard

in-lite®
OUTDOOR LIGHTING

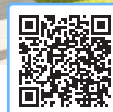
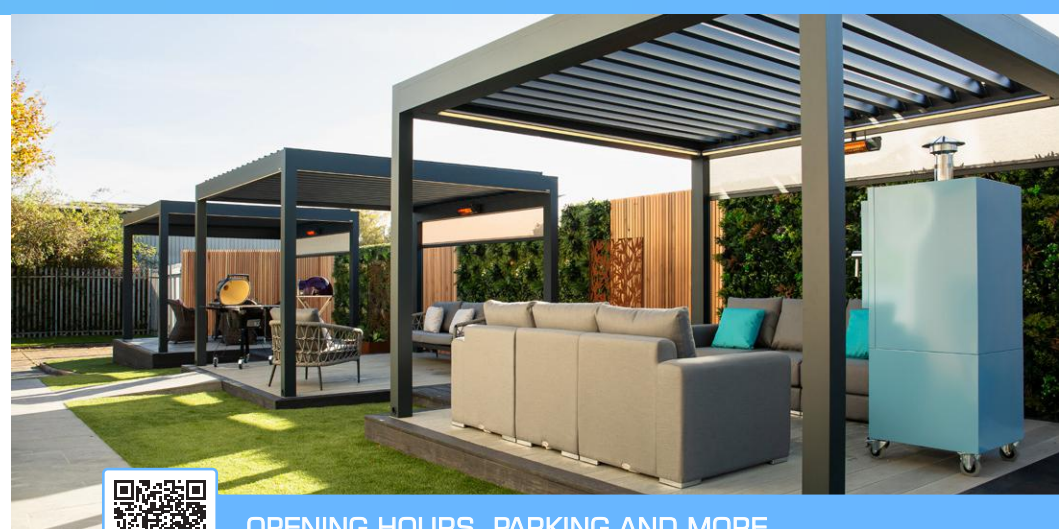
ARBOUR
LANDSCAPE SOLUTIONS

LOWER BARN
FARM

CHARLIE

DELI VITA

Primo
CERAMIC GRILLS



OPENING HOURS, PARKING AND MORE

ELITE PERGOLA INSTALLATION SERVICE

ADVANTAGES

- ✓ CARRIED OUT BY OUR OWN FULLY TRAINED TEAMS
- ✓ ENHANCED 5 YEAR PARTS & LABOUR GUARANTEE
- ✓ COMPREHENSIVE HANDOVER & DEMONSTRATION
- ✓ ALL PRODUCT PACKAGING & WASTE REMOVED



DOWNLOAD ORDER FORM

We're pleased to announce the launch of our elite pergola installation service. Available for all our pergola models and across mainland England and Wales, **our own fully trained and insured teams will take care of the full installation and commissioning of our pergolas.**

Following your order, our technical team will produce detailed CAD drawings confirming the pergola positioning, mounting detail etc for sign off based on your provided survey drawings, details and supporting photos. Our installations co-ordinator will then schedule a suitable date for the pergola installation, based on the booked delivery date. Nearer the agreed installation date, our installations co-ordinator will provide you with details of the team leader along with an eta for the team on the day of installation. **Installation will be undertaken by our team with the minimum of disruption and maximum care and attention to detail.** At completion of installation our team will provide a detailed handover to you / your client after a full site clean up with removal of all packaging and waste.

The cost of the service is only £2,500 + vat and includes an enhanced 5 year parts and labour guarantee.

Additional (or linked) pergolas on the same site are charged at £1,250 extra each. Any accessories; lighting, heating, side screens are included within the pergola installation cost.

PREVIEW: DELUXE + POD

The Deluxe + Pod (launching early 2024), is a new era in pergola design, providing a multifunctional terrace covering, **combining both a fixed roof of either glass or solid panels and rotating louvers**, ideal for installing above an outdoor kitchen and seating/ dining area or adjacent to a property to maximise light to the indoor space.

Featuring the same robust 21cm wide roof louvers as our Deluxe Pod, which rotate through 150 degrees, users can enjoy optimum levels of light or shade beneath and when fully closed, the interlocking louvers form an entirely watertight covering. Integrated optional roller screens or louvered sliding panels to the sides provide additional protection from the elements along with privacy from prying eyes whilst LED lighting, integrated in the cross beam and / or roof louvers coupled with infra-red heating ensure a cosy environment on the terrace year round.

Like the Deluxe Pod, the Deluxe + Pod is available in a choice of over 200 RAL colours as standard with the roof louvers also available in the new woodlook finish at no extra cost.

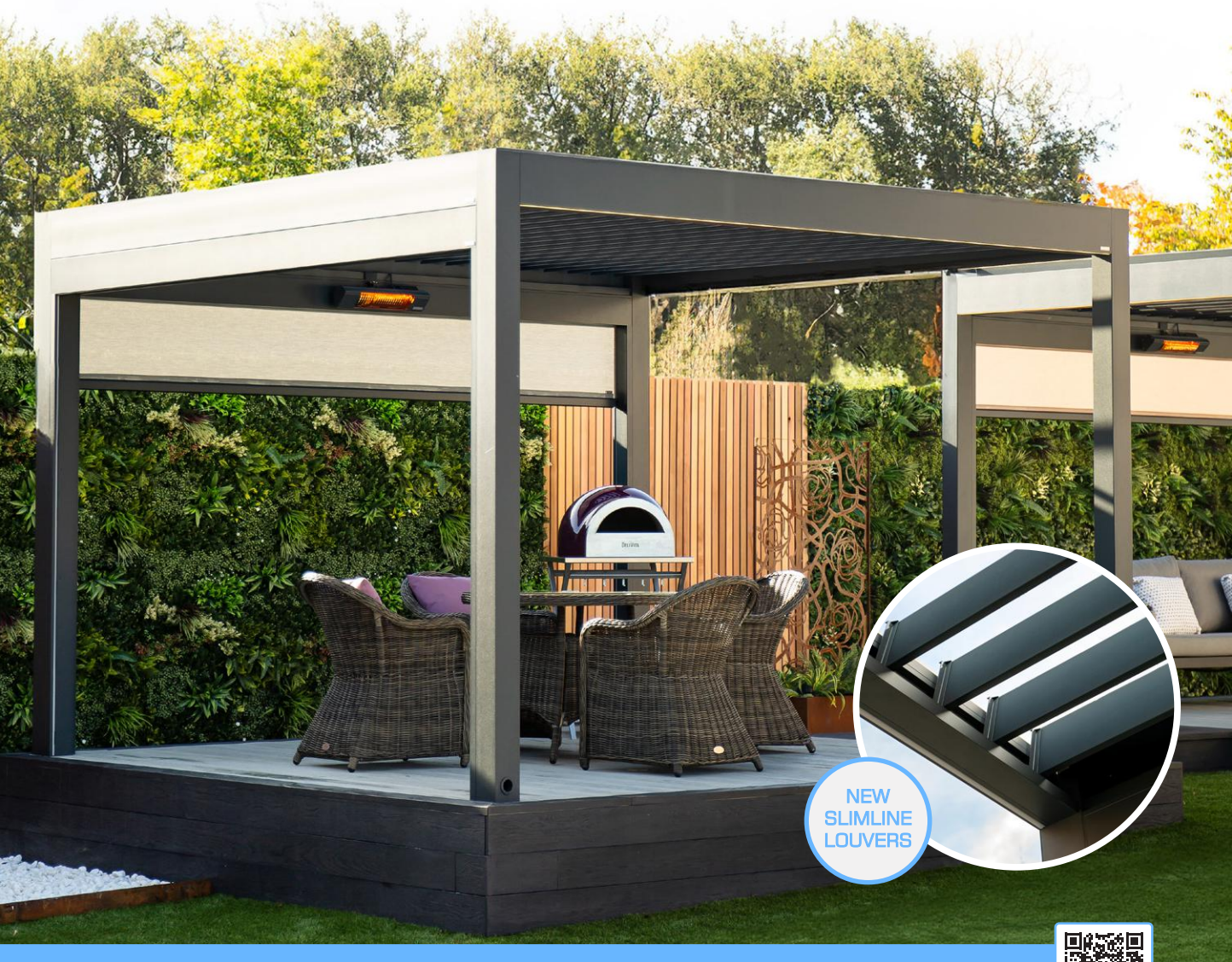


FIND OUT MORE ABOUT THE FEATURES & OPTIONS

BRACKET COVERS BACK IN STOCK | ANGUILLA & TORTOLA AWNINGS

We are pleased to advise that the face fix bracket covers for our Anguilla and Tortola awnings are now back in stock and available to order either individually (as spare parts) or with complete new awning orders. The bracket covers add an elegant finish to the Anguilla & Tortola awnings, covering up the brackets and fixings and are colour matched to the awning hardware.





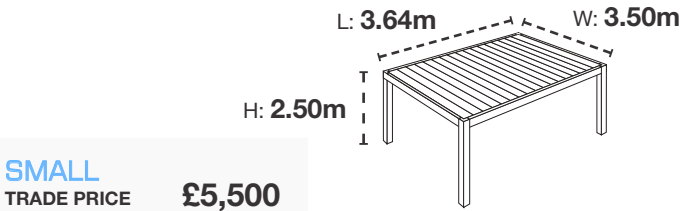
FIND OUT MORE ABOUT THE FEATURES & OPTIONS



NEW: CLASSIC LITE POD

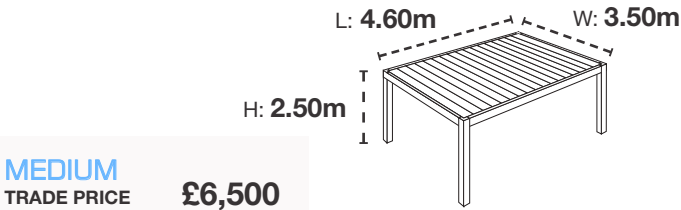
Offering exceptional value for money our NEW set sized Classic Lite Pod, based on our most popular Classic Pod, provides consumers with a **premium alternative to the various imported & inferior off the shelf set sized louvered pergolas that have made their way into the market.** Using a new 160mm wide, double walled aluminium roof louver, that rotates fully through 150 degrees, allowing users to play with light and shade, the structure is still completely customisable, with the ability to add perimeter lighting, infra-red heating and windproof motorised side screens. The all aluminium framework is finished in a contemporary Anthracite Grey RAL 7016 structured finish, powdercoated to the highest Qualicoat standard and the integrated electronics are by world leaders Somfy.

The structure and options are operated from the included **FREE Situo 5 handset (worth £50).** In addition, the structure also comes complete with **FREE masonry fixings; CB-AWNFIX & M10 studs/nuts/washers (worth £80)** for a safe and secure attachment to the ground.



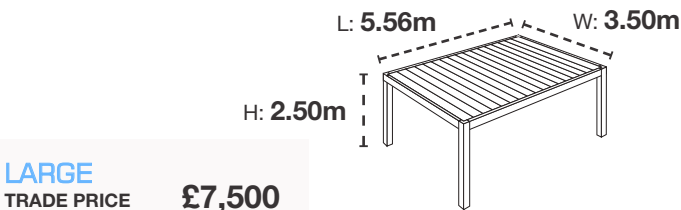
SMALL
TRADE PRICE **£5,500**

OPTIONS	Perimeter Lighting (3,500k, warm white)	£250 per side
	Bahama Heating (2kw, ultra-low glare)	£370 per unit
	Side Screens (WOS / Twilight Comfort Fabric)	3.50m - £1,300 each 3.64m - £1,300 each



MEDIUM
TRADE PRICE **£6,500**

OPTIONS	Perimeter Lighting (3,500k, warm white)	£250 per side
	Bahama Heating (2kw, ultra-low glare)	£370 per unit
	Side Screens (WOS / Twilight Comfort Fabric)	3.50m - £1,300 each 4.60m - £1,500 each



LARGE
TRADE PRICE **£7,500**

OPTIONS	Perimeter Lighting (3,500k, warm white)	£250 per side
	Bahama Heating (2kw, ultra-low glare)	£370 per unit
	Side Screens (WOS / Twilight Comfort Fabric)	3.50m - £1,300 each 5.56m - £1,700 each

All prices exclude vat and carriage. Please refer to current trade price list for full details. Please note this product is excluded from the current AW23 promotion.

Alfresco
Festive Feast

THURSDAY 14TH DECEMBER 2023 | 11:30 - 15:30

CARIBBEAN BLINDS HEAD OFFICE, FACTORY & SHOWSITE
WOODHALL BUSINESS PARK, SUDBURY, SUFFOLK CO10 1WH



SCAN AND
REGISTER TO
ATTEND EVENT



FOOD SERVED BETWEEN 12:30 - 14:30

To thank you for your custom and support throughout 2023, we welcome you to **join us on Thursday 14th December between 11:30 - 15:30 at our inspirational 2,500sq/ft Dream Gardens Showsite, where the wonderful team at Charlie Oven will be cooking up a festive feast** under our new Deluxe + Pod on their game changing all in one outdoor oven.

Enjoy succulent turkey and stuffing baps, accompanied by home made mince pies and award-winning English sparkling wine from Ridgeview, all whilst soaking up the festive music. **Take the opportunity to explore our 5 show-stopping gardens, enjoy a tour of our production facilities or just relax and socialise in complete comfort beneath one of our heated, weatherproof pergolas.**

Rumours have it there will be Christmas gifts to take away too!