

PATIO AWNINGS, FABRICS & ACCESSORIES

TRAINING

FEBRUARY 2020



Mobile living made easy.

 **DOMETIC**

AGENDA

- Dometic Awning History
- Patio Awning Family
- Power (and Manual) Patio Awnings
- Power Awning Accessories
- Power (and Manual) Case Awnings
- Replacement Awning Fabrics
- Dometic Value Proposition
- Marketing & Sales Support
- Questions
- Appendix



MOTORHOME AWARDS

HVAC/Comfort Systems- GOLD

Toilets- GOLD

Refrigerators- GOLD & BRONZE (Dometic & Atwood, respectively)

Awnings- SILVER

+ 165,000 monthly subscribers



TRAILER LIFE AWARDS

Awnings- GOLD

HVAC/Comfort Systems- GOLD & BRONZE (Dometic & Atwood, respectively)

Toilets- GOLD

Refrigerators- GOLD

+ 260,000 monthly subscribers

DOMETIC AWNING HISTORY

This slide depicts Dometic's longevity and proven leadership in the industry.



- 1973 A&E Plastic Pack purchased the “EZ-AWN” Company, the subsidiary A&E Systems was established
- 1975 A&E Systems sales had accumulated to \$1 million in sales
- 1975 the 4000 Series box and 5000 Series patio awnings were launched
- 1979 introduced the lightweight Travel Lite 7000 Series and the 8000 Series patio awnings
- 1980 the Travel Lite 7000 was renamed the Regency 7000 Series
- 1981 A&E Plastic Pack sells off A&E Systems
- 1982 the 8500 Series awning hits the market
- 1987 saw the introduction of the 9000 Series awning
- 1988 Dometic purchases A&E Systems
- 2020 Dometic continues to offer a wide variety of Patio Awnings, Manual and Electric



PATIO AWNING FAMILY

Mobile living made easy.

 **DOMETIC**

PATIO AWNING FAMILY

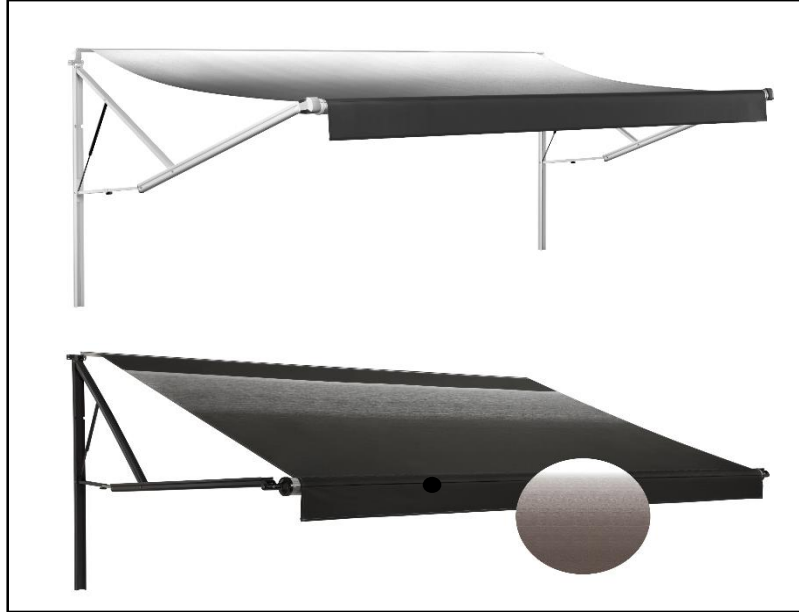
(Good)



Manual Patio & Case

- 803 Patio (OE only)
- 8500 Patio
- 9000 Patio
- 9500 Case

(Better)



Power Patio

- 9200 Patio (entry level)
- 9100 Patio (enhanced)

(Best)



Power Case

- 9500 Case



MANUAL PATIO AWNINGS

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SUNCHASER & 8500 MANUAL PATIO AWNING

- 803 – Sunchaser, **RVOE channel only, no RV Aftermarket**
Single Sided Vinyl w/Vinyl Weathershield, Sandstone PH or Onyx PI only
- 848 – Double Sided **Vinyl** with Vinyl Weathershield (**8500**)
Single-Sided Vinyl in Sandstone PH or Onyx PI only
- 858 – Double Side **Vinyl** with Metal Weathershield (**8500**) – no single sided option
- Dual torsion spring assembly for easy handling & minimal wrinkles in fabric
- 13.5 oz. single and double sided vinyl fabric
- Linen fade pattern only
- 8-25 foot lengths (1 foot increments)
- 8 foot extension
- Patio or carport position
- Hardware in Polar White or Black
- Cam lock at end of FRTA allows awning to stop in any extended position



9000 MANUAL PATIO AWNING

- 839 - Double Side **Acrylic w/Metal** Weathershield (**9000**)
- Dual torsion springs for easier handling & minimal wrinkles in fabric
- 9.1 oz. double-sided woven acrylic fabric
- Solid colors only
- 8-25 foot lengths (1 foot increments)
- 8 foot extension
- Patio or carport position
- Hardware in Polar White or Black
- Cam lock at end of FRTA allows awning to stop in any extended position



Patio Position (shown)

HARDWARE FOR MANUAL AWNINGS

FITS 8500 AND 9000 SERIES AWNINGS

- Tall 74" to 88" - 8273000.401(X)
- Short 64" to 76" - 8273000.402(X)
- Tall/Short Combo... 8273000.408(X)
- Tall Heavy Duty 74" to 88" - 8273000.501(X) – 21' & longer
- Short Heavy Duty .. 64" to 76" - 8273000.502(X) – 21' & longer

Tip: Dealers can stock one set of each part number & color to cover the majority of customer requests.

Optima Tension Rafter System required on 21ft and longer, or voids warranty. Order the rafter and cradle separate.



Available in Black or White

DOMETIC MANUAL AWNING ADVANTAGES

- 8500 and 9000 series largest seller for over 40 years
- Dual torsion springs
- Interchangeable hardware
- Carport or Patio Positions
- 13.5 oz. vinyl fabric
- 9.1 oz. acrylic fabric
- Numerous fabric colors



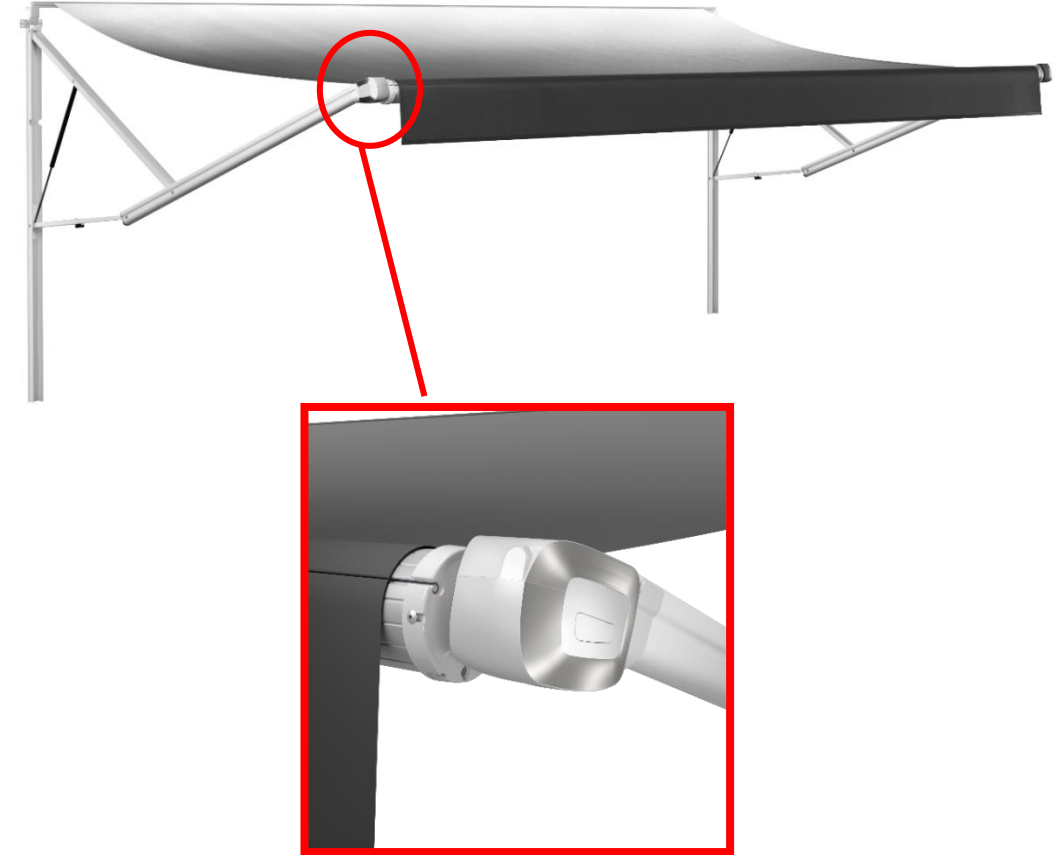
POWER PATIO AWNINGS

Mobile living made easy.



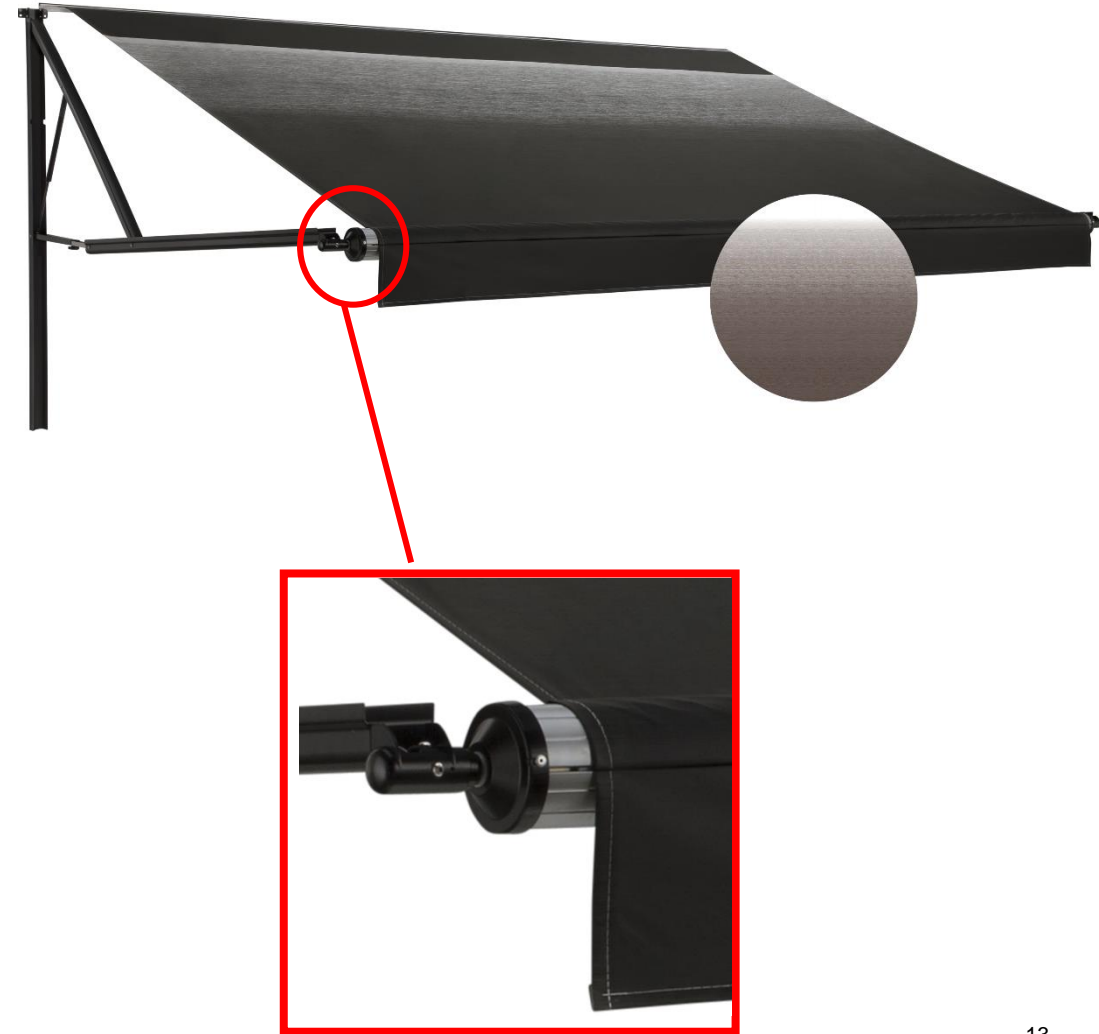
9200 POWER PATIO AWNING (ENTRY LEVEL POWER)

- 926 - Single sided vinyl fabric w/Vinyl Weathershield
- 925 - Double sided vinyl fabric w/Vinyl Weathershield
- **Motor inside hardware arm under endcap, tool less assembly**
- **13.5 oz.** single & double sided linen fade patter vinyl fabric only
- 10-21 foot lengths (1 foot increments)
- 8 foot extension
- Knee action low-force adjustment hardware flexes in wind
- 9100 & 9200 share same hardware, comes in polar white & black
- Durable extruded aluminum, corrosion resistant
- Cannot be used in carport position
- **Easy access manual override**, remove end cap, attach electric drill and socket to nut





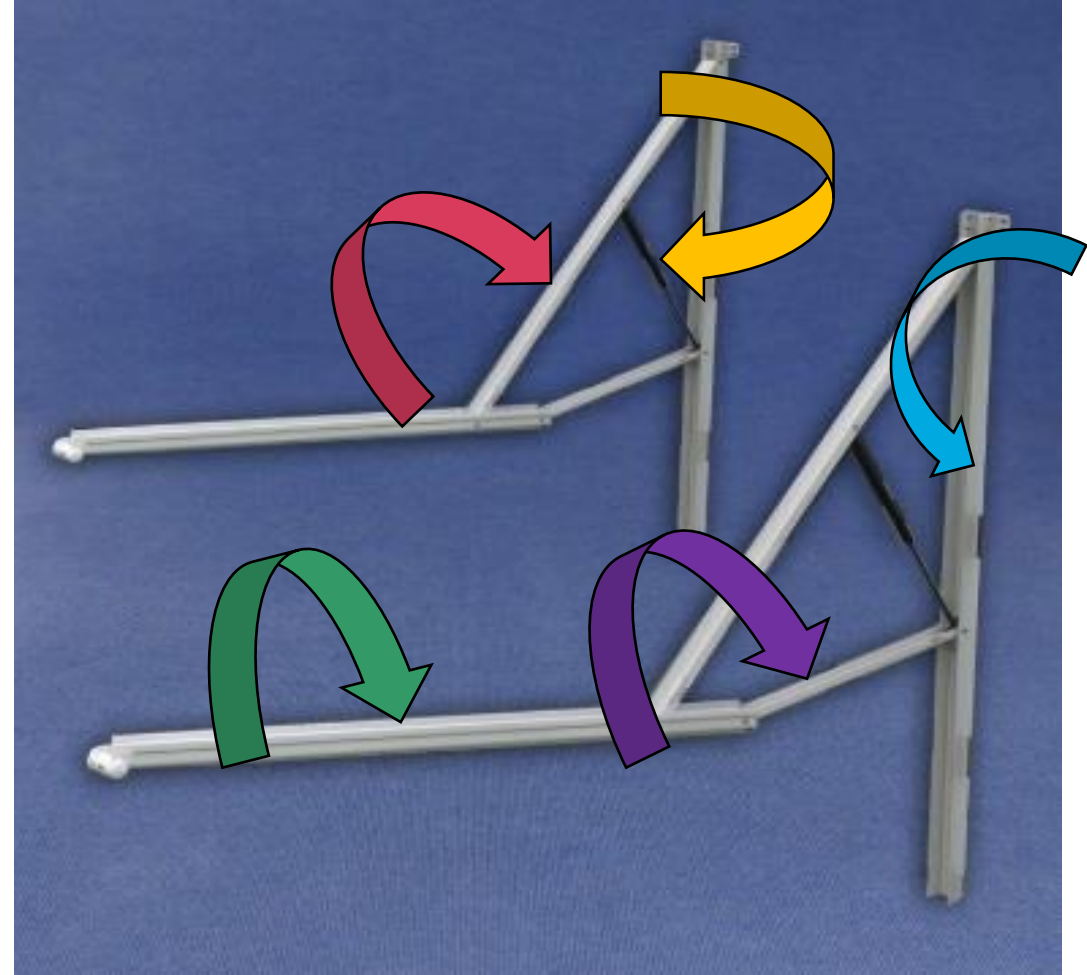
9100 POWER PATIO AWNING (ENHANCED LEVEL POWER)

- 910 Acrylic fabric w/Metal Weathershield
- 915 Vinyl fabric w/Vinyl Weathershield
- 917 Vinyl fabric w/Metal Weathershield
- **Motor in FRTA tube for improved speed & weather protection**
- **13.5 oz.** single & double sided vinyl linen fade fabric only
- 10-21 foot lengths (1 foot increments)
- 8 foot extension
- Hardware same for 9100 and 9200, comes in polar white & black
- Corrosion resistant, low-force slide adjustment hardware
 - Knee action design allows awning to flex in moderate wind
 - Awning pitch lock knob, for low sun or rain protection
- Cannot be used in carport position
- Manual override options: Auxiliary Power by connecting to motor wire harness, or Pull Strap Method requiring removal of 2 screws



9200 and 9100 HARDWARE ANATOMY

-  ▪ Back Channel Arm
-  ▪ Main Arm
-  ▪ Secondary Arm
-  ▪ Rafter Arm
-  ▪ Gas Strut
- Nuts and bolts kit

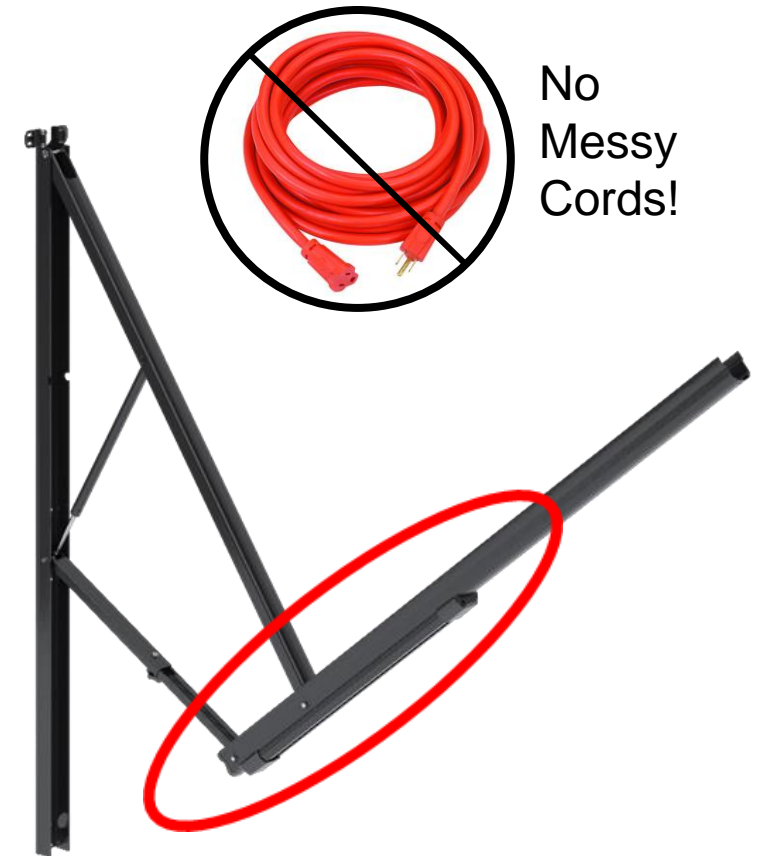


9200 / 9100 HARDWARE WITH WITHOUT POWERCHANNEL RAIL

- **Standard** (13°) with pre-installed 2ft. PowerChannel Rail – 8954002.400(X)
without PowerChannel Rail 8952002.400(X)
- **Basement** (20°) with pre-installed 2ft. PowerChannel Rail – 8954001.400(X)
without PowerChannel Rail 8952001.400(X)
- **Reduced Pitch** (2°) with pre-installed 2ft. PowerChannel Rail – 8956003.400(X)
without PowerChannel Rail 8952003.400(X)

Used when less than 6 inches of space between awning rail and entry door
“BUT” no less than 4 inches

- Measurements are critical (see catalog for instructions)
- Available in Black (U) or White (B)
- **PowerChannel Rail** is designed to easily mount / clip into the awning hardware
Part Number 3316622.001U – black 2' length
Part Number 3316622.001B – white 2' length
- Cannot order individual components of the hardware arms e.g. gas struts
Required to purchase the LEFT or the RIGHT side arm assembly, or both





POWER AWNING ACCESSORIES

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ENHANCE YOUR POWER PATIO AWNING WITH ACCESSORIES

Power Awning Pro Kit



- **Turn your** Dometic 9100, 9200, 9500 or any other 12vDC power patio **awning in the market into a full featured awning**
- Open/Close awning remotely from 100ft.
- Control awning's LED lights remotely
- Vibration sensor auto closes awning in high wind, adjust sensitivity
- Ignition interlock prevents accidental opening while the RVs ignition is active
- **3317115.005 Black 3317115.002 White**

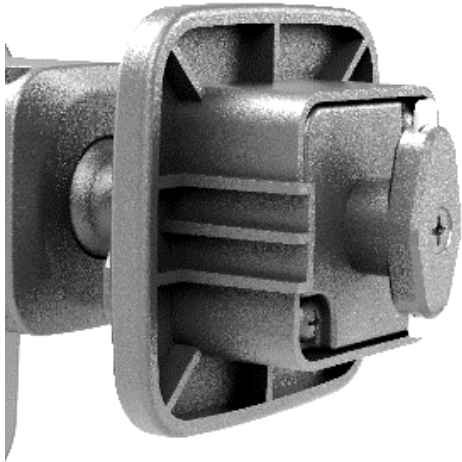
* Interior Wall Control Switch is sold separate **3310455.062**

Power Wand Assembly



- **Easy upgrade to power awning**
- Hassel free installation
- Use on any 12V power awning
- Lithium ion battery powered
- Includes 110V charger
- 50-60 awning operations on full battery
- **3316736.000 Complete Kit**
3316737.000 Replacement Battery

POWERCHANNEL RAIL & ACCESSORIES



Patented design for attaching the accessories to the rail
No visible wires, as the base connects with power inside rail

- Cohesive design, adjusted vertically & horizontally
- Mounts on 9200 & 9100 awning hardware
Mounts on internal & external flat surfaces
3316282.003U – 2' flat surface rail, in black (only)
- Back lit on/off switch
- Auto reset fuse
- Low amp draw



FAN
3316972.000



DUAL SPEAKER
3316974.000



SINGLE SPEAKER
3316973.000



USB CHARGER
3316977.000



SPOTLIGHT
3316975.000



FLOODLIGHT
3316976.000



9500 CASE AWNING

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9500 POWER CASE AWNING

- Prefix 231
- Vinyl fabric only
- Can only sell Solid Black (FJ) vinyl fabric in 8' and 10' lengths
- Sell Onyx (NR) Sandstone (NS) vinyl fabrics in 8', 10' and 12'
- Black or White Case
- White LED light & wind sensor with remote control
- Scissor style enclosed arms
- Full 8ft. extension



9500 MANUAL CASE AWNING

- Prefix 200
- Vinyl fabric only
- 8' & 10' lengths come with solid Black (FJ) vinyl fabric
- 8', 10' & 12' lengths with Onyx (NR) and Sandstone (NS) vinyl linen fade fabrics
- Black Hardware & Black Case 'only'
- Scissor style enclosed arms
- Full 8ft. extension





REPLACEMENT AWNING FABRICS

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SELECTING YOUR FABRIC

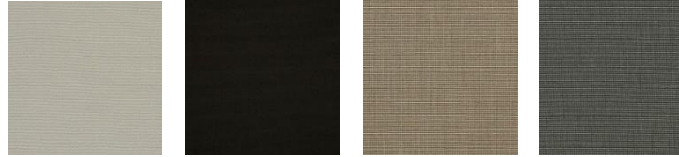
KEEP YOUR AWNING HARDWARE, BUT REFRESH YOUR FABRIC

- Dometic offers both acrylic and vinyl replacement fabric options.
- To get the correct measurements, **measure the total fabric length of the old awning fabric.**
- Dometic replacement fabrics **can be used with any Dometic or non-Dometic hardware.**
- These fabrics come with a **built-in straight valance** and are **easy to install.** The **pre-sewn in poly rope** allows the fabric to easily slide into the awning track.
- Woven acrylic fabrics come in **solid** colors, vinyl fabrics come in **solid & linen fade** colors.
- Vinyl fabrics are polyester reinforced for **added strength & dimensional stability.**
- Premium acrylic fabrics (9.25 oz/sq. yard) **keep temperatures up to 20% cooler than vinyl** fabrics (13.5 oz/sq. yard)
- Acrylic fabrics repel water, resist mildew, UV rays, color fading, abrasions and are easy to clean.
- Vinyl fabrics repel water, resist mildew, UV rays, cold cracking, flames and abrasions.

DOMETIC WOVEN ACRYLIC AWNING FABRICS - 2020

Stocked: Solid Color, 1-Piece, Double-Sided

- Cadet Grey – Color Code AT
- Black – Color Code BN
- Linen Tweed – Color Code EE
- Charcoal Tweed – Color Code EU



Special Order (\$300 upcharge, 3+ weeks): Solid Color, Paneled, Double-Sided

- Forest Green – Color Code BL
- Burgundy – Color Code DA
- Natural – Color Code DD
- Linen – Color Code DM
- Taupe – Color Code DP
- Charcoal Grey – Color Code EK
- Logo Red – Color Code FB
- Marine Blue – Color Code KJ



DOMETIC VINYL LINEN FADE AWNING FABRICS - 2020

Double-Sided

- White – Color Code CQ
- Black – Color Code FJ
- Sandstone – Color Code NS
- Azure – Color Code NT
- Bark – Color Code NU
- Maroon – Color Code NV
- Onyx – Color Code NR
- Meadow Green – Color Code NW

Single-Sided

(for OEM 803 and OE/AM 848 awnings)

- Onyx – Color Code PI
- Sandstone – Color Code PH



A dark, atmospheric landscape photograph of a rocky coastline. In the foreground, a steep, rocky cliff slopes down towards a body of water. Two small figures of people are visible on the cliff's edge, looking out over the water. The water is calm and reflects the light from the sky. The background shows more rocky terrain and a distant horizon under a cloudy sky. The overall tone is moody and scenic.

DOMETIC VALUE PROPOSITION

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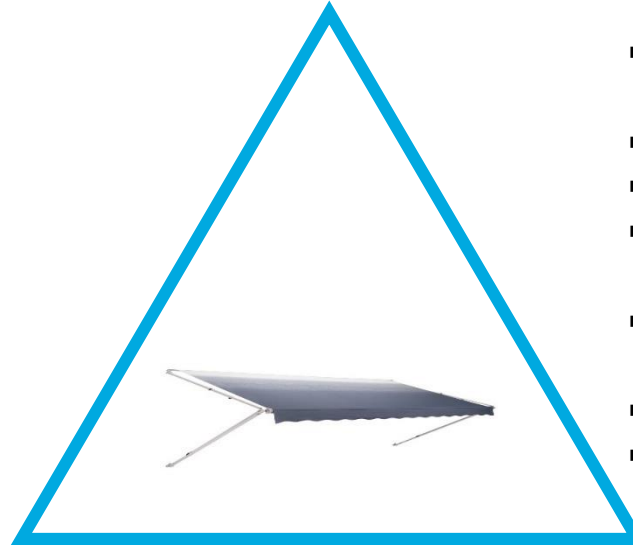


WHY SELL DOMETIC AWNINGS OVER THE COMPETITION?

Performance

Extensive Testing:

- 40 years of satisfied awning customers
- Wind tests up to 60 MPH
- Cycle testing (3000 cycles) for durability of fabric, hardware and motor
- Water and mildew resistant fabric materials
- Salt tests for hardware corrosion resistance
- Temperature tests (32° to 120°F) increasing or decreasing for 1-hour while awning cycles
- Motor speed, noise, cycles to failure testing



Features

- Broadest line of awnings in industry e.g. manual and power, patio, case, slidetoppers, window & door
- Fabric options: 13.5 oz vinyl & 9.1 oz. acrylic, colors
- Weathershield options: vinyl and metal
- Accessories: PowerChannel Rail & Accessories, Power Wand, Power Awning Pro Kit
- Durable “Tank” packaging on all single pack awning shipments (not distributor bulk packs)
- Easy to use pitch adjustment with lock knob (9100)
- 1 Year Parts, Labor and Freight Warranty

Design/Materials

- Easy installation
- Durable corrosion resistant heavy duty extruded aluminum hardware
- Motor inside FRTA for protection from elements (9100)
- Dual torsion springs in manual awnings, and the left end torsion spring in 9100
- Safety features like Optima Tension Rafter System and Cradles, Ignition Lock, low pinch hardware design
- Quality fabrics 13.5 oz. vinyl and 9.1 oz. acrylic
- Manual overrides



MARKETING & SALES SUPPORT

Mobile living made easy.



WHAT DOES A DOMETIC AWNING DO FOR YOU

When travelling in your RV you have the privilege of being free to stop at the most beautiful places. Simply turn off the ignition, get the table and chairs out, and enjoy the marvelous view.

A Dometic awning gives you added pleasure: It turns the area in front of your vehicle into your personal mobile patio, which will give you many relaxing hours!

The awning provides shade as well as protection against rain, wind and weather and it can do so much more. With the right accessories you can quickly create an extra living or sleeping room for your recreational vehicle, complete with windows, doors, curtains, fly screens and lighting.



WHICH KIND OF AWNING IS COMPATIBLE WITH YOUR VEHICLE?

Awnings are either fitted to the roof or wall of a vehicle, which method is suitable depends on three factors:

- The amount of room above the vehicle's doors and windows
- The shape of the vehicle's side where it converges with the roof
- The mounting brackets available for your vehicle. Curved edges are suitable for roof fittings. Whereas a squared edge with sufficient room above the door will accommodate a wall mounting. In either case, suitable mounting brackets are also required. Your vehicle's length will determine the size of the awning you can install.

AUTOMATIC OR MANUAL AWNING?

Ultimately, this comes down to individual preferences and the amount of space available on your vehicle for mounting. We outline key details below:

AUTOMATIC

BENEFIT: It is quick and easy! At the click of a button, the awning will open or close within 35 seconds.

DISADVANTAGE: You lose genuine freedom of travel because you're reliant on power. Although automatic awnings do have a manual override function: use of this can be inconvenient as often the awning must be dismantled to access parts required for manual operation.

MANUAL

BENEFIT: You have freedom to travel to the remotest destinations! No reliance on power, so no limitations.

DISADVANTAGE: It takes on average 10-12 minutes to deploy a manual awning. For some people this may be a problem, particularly if the awning will be deployed and stowed several times over a short period of time.

WHAT YOU NEED TO KNOW TO SELL AN AWNING

QUESTIONS ...

- What are your expectations for an awning?
- Do you have a specific model or type of awning you want?
- Do you want powered or manual?
- What color fabric do you want?
- Do you want single sided fade pattern (PH,PI),double sided fade pattern or solid color fabric?
- Vinyl or acrylic fabric e.g. acrylic is cooler than vinyl in the sun?
- What color weathershield, vinyl or metal weathershield?
- What length do you need? (what is the center arm to center arm measurement)
- What type and color of hardware do you require?
- Tall, short or combo hardware? (measure center of awning rail to center floor line)

DometicOne App – Outside Sales Reps

Videos

- 9100 Power Patio Awning
- 9200 Power Patio Awning
- 9500 Power Case Awning
- PowerChannel Rail & Accessories
- Power Awning Pro Kit
- Power Wand

Leaflets

- 9100 Power Patio Awning
- 9200 Power Patio Awning
- SlideToppers
- PowerChannel Rail & Accessories
- Power Awning Pro Kit
- Power Wand

Feature Benefit Comparison

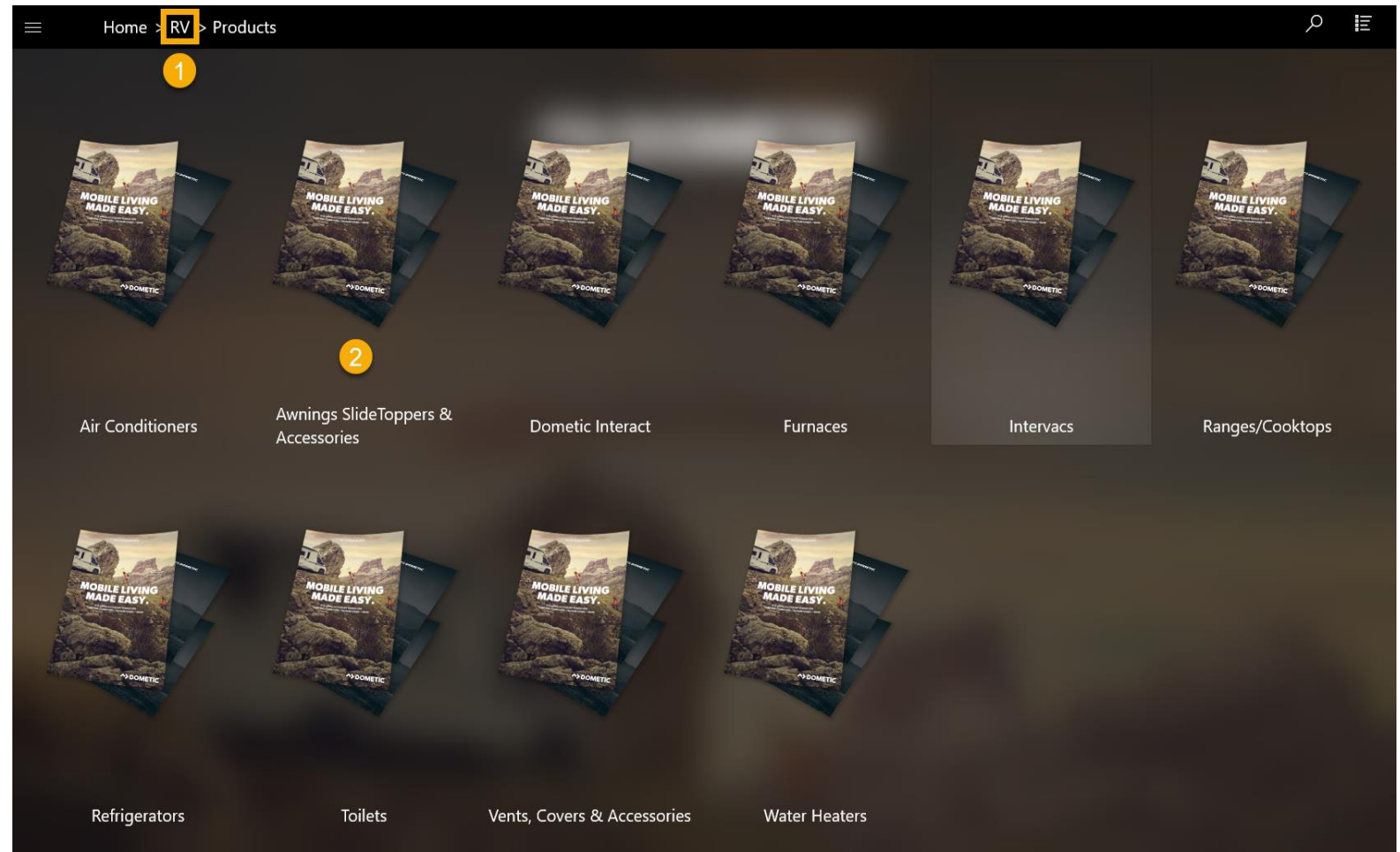
- Dometic 9200 vs. LCI Solera
- Dometic SlideToppers vs. LCI Solera

Buyers Guides

- Awning Buyers Guide
- Awning Replacement Fabric Brochure

Sales Training

- Patio Awnings & Accessories – eTraining
- Patio Awnings & Accessories – PPT
- SlideToppers, Window & Door Awnings – eTraining
- SlideToppers, Window & Door Awnings - PPT



Dometic FOR BUSINESS – B2B Customers

Videos

9100 Power Patio Awning
9200 Power Patio Awning
9500 Power Case Awning
PowerChannel Rail & Accessories
Power Awning Pro Kit
Power Wand

Leaflets

9100 Power Patio Awning
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Patio Awnings & Accessories – PPT
SlideToppers, Window & Door Awnings – eTraining
SlideToppers, Window & Door Awnings - PPT



ACCESS AT YOUR FINGERTIPS

Designed in part to making your RVing needs made easy! Please navigate at your leisure, the pages contain the following information:

- Climate - Air Conditioner, Awning, Fantastic Vent, Furnace & Slidetopper product literature.
- Food & Beverage - Cooktop, Powered Cooler, Range & Refrigerator product literature.
- Hygiene & Sanitation - Toilet & Water Heater product literature.
- Power & Control - Battery & Control Panel product literature.
- Marketing Tools - Access to Swag Site, Merchandising Site, Literature Site & various Catalogs
- Photo, Video & Brand Tools - Access to Brand Portal, Media Bank, Dometic YouTube, Video Portal
- Stay Connected - Access to Dometic Facebook, Instagram, LinkedIn & our Dometic Capital Fund
- Training - Register for training and access past training sessions

VIDEOS



9100 Power Patio Awning



9200 Power Patio Awning



9500 Power Case Awning



PowerChannel Rail & Accessories



Power Awning Pro Kit



Power Wand

GUIDE

AWNING BUYING GUIDE

FIND THE RIGHT AWNING FOR YOUR RECREATIONAL VEHICLE

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PRODUCT INFO

9100 POWERCHANNEL AWNING

If simplicity is important, look no further than the Dometic 9100 Power Awning.

EASY TO USE
JUST TWIST AND CLICK

ENJOY THE OUTDOORS
CONNECT MULTIPLE ACCESSORIES

POWERCHANNEL
AUTO WIND SENSOR

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DOMETIC

CLIMATE

DOMETIC 9200 POWER AWNING

Dometic 9200 Power Awning offers simple operation, smart design and technical superiority. Durable and stylish vinyl fabric provides shaded comfort.

ONE PERSON CONTROL

DURABLE

SLEEK DESIGN

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DOMETIC PATIO AWNINGS, FABRICS & ACCESSORIES

DEALER TRAINING
FEBRUARY 2020

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DOMETIC PATIO AWNINGS, FABRICS & ACCESSORIES

DEALER TRAINING
FEBRUARY 2020

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DOMETIC

Training
Presentation

Training
Recording

WHEREVER YOU GO

REPLACEMENT FABRIC FOR YOUR AWNING

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CLIMATE

DOMETIC POWER AWNING PRO AWNING CONTROL SYSTEM

This awning control system works with most 12V power awnings on the market, allowing for remote operation up to 100 ft (30 m) away from the vehicle. In addition to opening and closing the awning, the Power Awning Pro has a wind sensor for auto retraction in windy conditions as well as the ability to remotely control one auxiliary device, such as awning LED lights.

UNIVERSAL DESIGN
FITS MOST 12V POWER AWNINGS

WIND SENSOR
SENSITIVITY ADJUSTMENT

REMOTE CONTROL
EASY TO PROGRAM

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DOMETIC

LET THE MUSIC PLAY

Add to your outdoor living enjoyment with a Dometic PowerChannel Speaker. It connects easily to both the PowerChannel and a Bluetooth music device. With this innovative solution you can add your favorite tunes to create the perfect atmosphere, wherever you are and whatever you are doing!

KEY BENEFITS

- Play songs wirelessly with the Bluetooth-enabled speakers
- Easy quarter turn fastening for Dometic awning accessories
- Use speaker simultaneously with other connected devices
- For use with the patented Dometic PowerChannel Awning

ADDITIONAL POWERCHANNEL ACCESSORIES: ALL THE FUN NONE OF THE CORDS

1. DOMETIC POWERCHANNEL FAN
Make your awning shade even cooler with the Dometic PowerChannel Fan. Connects directly to PowerChannel Awning and for easy, breezy comfort.

2. DOMETIC POWERCHANNEL DIAL SPEAKER
Turn on relaxing ambient music under your Dometic awning with this Bluetooth-enabled PowerChannel Dial Speaker.

3. DOMETIC POWERCHANNEL FLOODLIGHT
Enjoy your Dometic awning even in the darkest of nights with Dometic PowerChannel Floodlight. Enjoy the great outdoors no matter what time it is.

4. DOMETIC POWERCHANNEL SPOTLIGHT
Add some light to your camp, read, while reading or any other awning-covered activity with the Dometic PowerChannel Spotlight.

5. DOMETIC POWERCHANNEL USB CHARGER
Keep your electronics fully charged with the Dometic PowerChannel USB Charger. Compatible with the Dometic PowerChannel Awning and Fan.

dometic.com

L3070 | REV 11/11/2017

CLIMATE

DOMETIC POWER WAND ASSEMBLY

The Dometic Power Wand Assembly can easily allow Dometic 9100 or 9200 Power Awning to be installed without the time and cost of altering your coach for hard wiring.

EASY TO INSTALL

BATTERY POWERED

HASSLE FREE WIRING

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DOMETIC

FEATURES & BENEFITS

DOMETIC 9200 POWER PATIO AWNING

The choice is yours!

DOMETIC 9200 POWER PATIO AWNING (VS.) LIPPERT SOLERA AWNING

	DOMETIC	LIPPERT
Tool Less Assembly	YES	NO
Corrosion Resistant Hardware	YES	NO
A 'True' Universal Replacement	YES	NO
Low Force 'Slide Adjustment' Hardware Design	YES	NO
Awning Pitch Lock Knob	YES	NO
Innovative Packaging System	YES	NO
Power Channel Accessory Ball	YES	NO

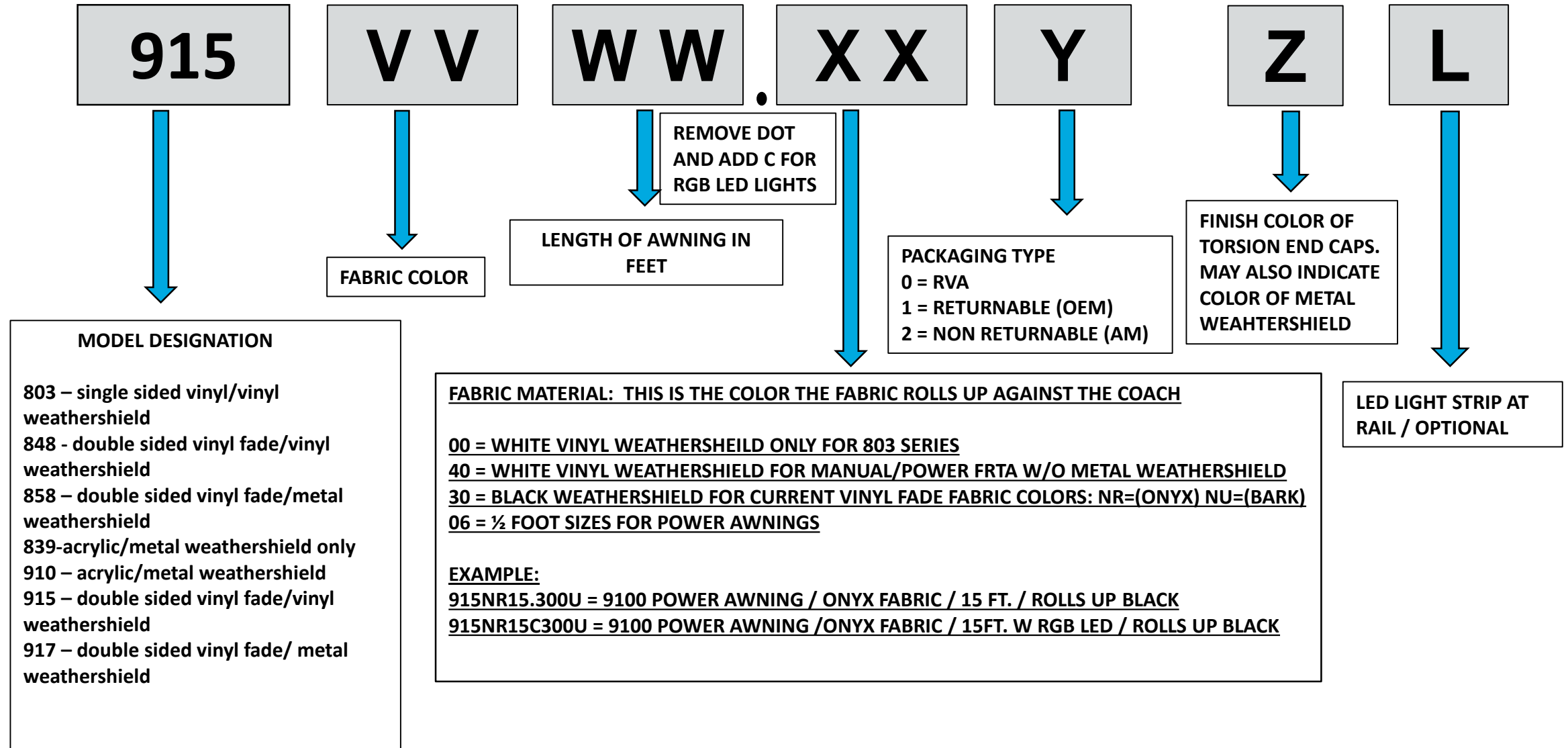
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DOMETIC

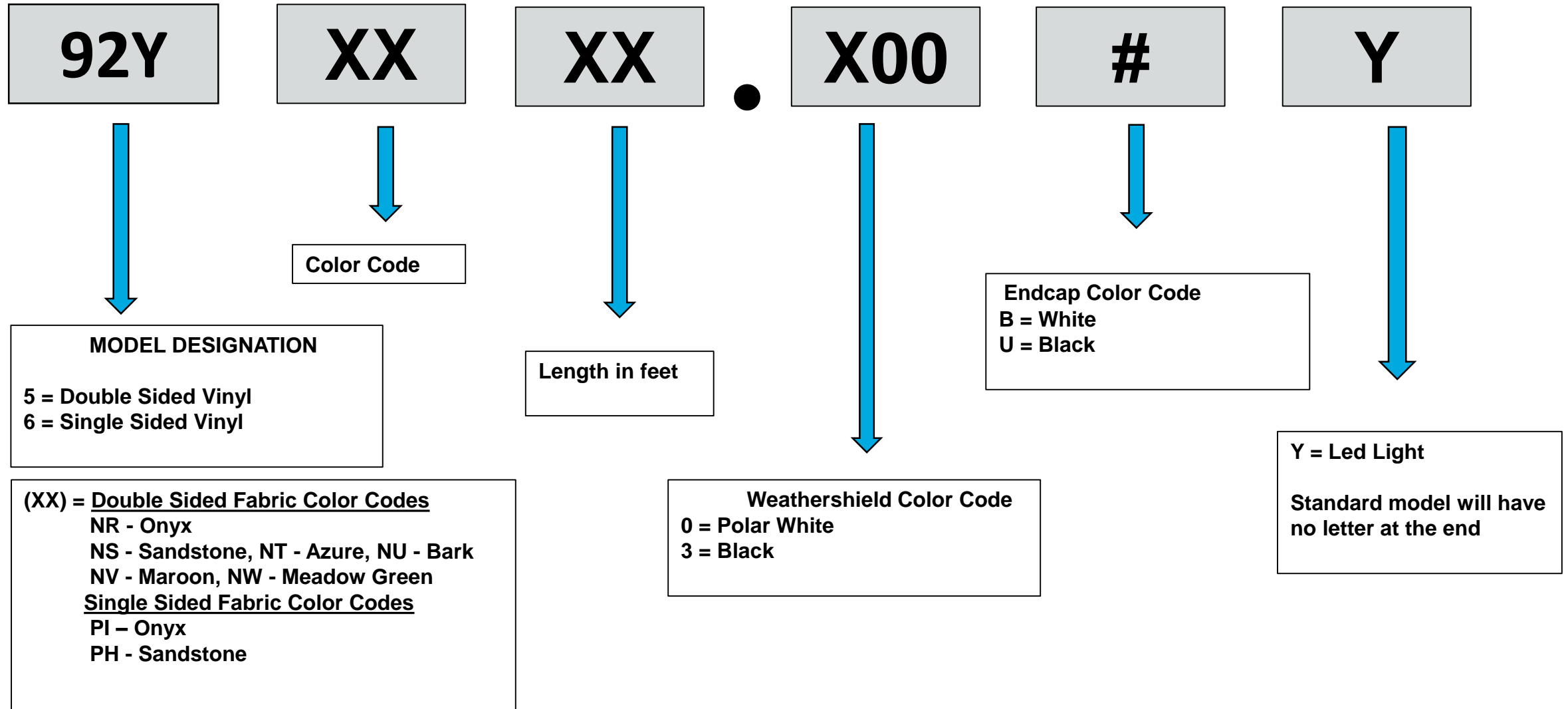
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MANUALS & 9100 POWER AWNING MODEL BREAKDOWN



9200 POWER AWNING BREAKDOWN



A dark, atmospheric landscape photograph of a rocky coastline. In the foreground, a large, craggy rock formation slopes down towards a body of water. Two small figures of people are visible on the left, standing on a higher part of the rock. The water is calm, reflecting the overcast sky. The background shows more rugged terrain and distant hills under a heavy, grey sky. The word "QUESTIONS" is centered in the middle of the image in a large, white, sans-serif font.

QUESTIONS

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A dark, atmospheric landscape photograph of a fjord. In the foreground, two people are silhouetted against the sky as they stand on a rocky cliff. The fjord below is filled with water, and the surrounding mountains are rugged and dark. The sky is overcast with heavy clouds.

APPENDIX

DOMETIC SUPPORT

www.dometic.com/en-us/us/for-business

Technical Service and Warranty Return Authorization

Dometic brands (US): (800) 216-5115 or (888) 867-4188 Email: techservice@dometic.com

Dometic brands (Canada): (800) 576-6546

Atwood brands (866) 869-3118

Sealand brands (800) 321-9886

Environmental brands: (800) 542-2477 (Florida)

Claim Payment Information

Dometic/Atwood brands (888) 867-4188 Option 7

Sealand brand (800) 321-9886

Warranty: claimpayments@dometic.com

Freight Claim: freightclaims@dometic.com



^> DOMETIC MOBILE LIVING MADE EASY.

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^> DOMETIC