

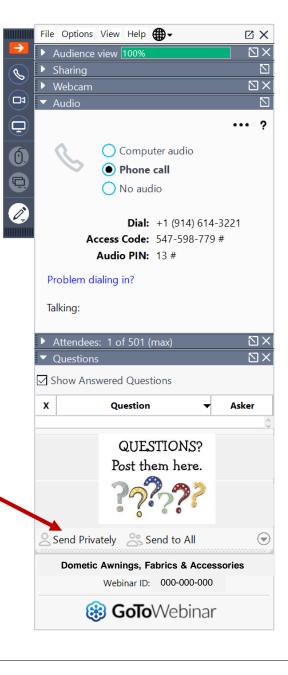
HOUSEKEEPING



Welcome To Training

Dana Bright, Product Training Manager

- MUTED during training
- QUESTIONS during training, send Privately or Send to All
- QUESTIONS after training, email me at training@dometic.com
- DURATION '1' hour
- FREQUENCY '1' per month





DOMETIC FOR BUSINESS

the new B2B eCommerce Dealer Portal

- Go to www.dometic.com Select FOR BUSINESS at top of page and LOGIN
- Click **RESOURCES** tab Select Training Videos for RECORDED WEBINARS Select **Register for Training** for webinar calendar invite

On HOME PAGE of D4B website, scroll down to TRAINING WEBINAR tile, select CLICK HERE

Knowledge is power, so why not attend our monthly product webinars? Sign up by registering in the link below, don't forget to accept the invite into your calendar when you receive the confirmation e-mail.

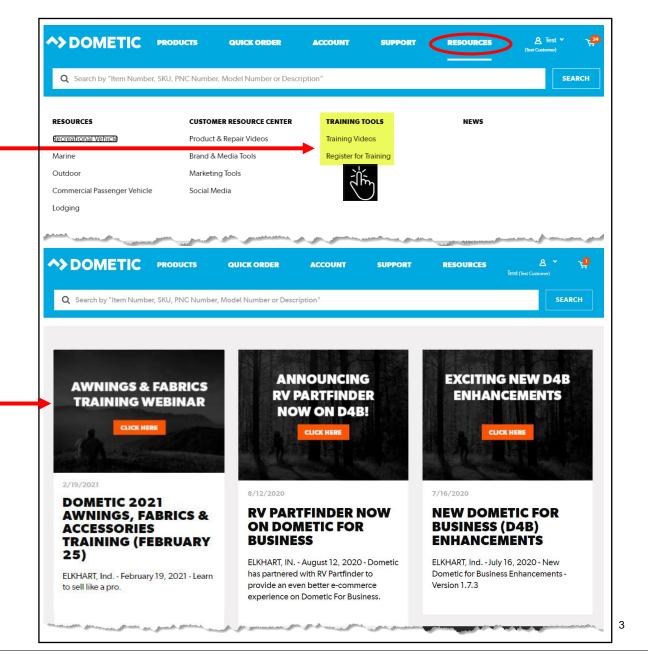
Register for Training &



Best of all, live training sessions are recorded and made available to watch at your leisure by clicking the past training's button. Enter this password Training2020! when prompted.

Past Training Sessions







AGENDA

- Dometic Awning History
- Say Goodbye To Damaged Awnings
- Patio Awning Family
- Manual / Power / Bag
- Case Awning Family
 - Manual / Power
- Power Awning Accessories
- Awning Fabrics
- Dometic Value Proposition / Comparison Chart
- RV Aftermarket Top Sellers
- Marketing & Sales Resources
- Customer Service FAQs / Responses
- Questions



MOTORHOME AWARDS

HVAC - Gold Awnings - Silver Water Heater - Gold Refrigerator - Gold Toilet - Gold

+ 165,000 monthly subscribers



TRAILER LIFE AWARDS

Awnings - Silver HVAC - Gold Water Heater - Gold Refrigerator - Gold Toilet - Gold

+ 260,000 monthly subscribers

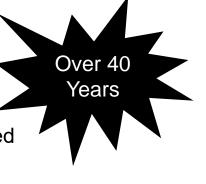


DOMETIC AWNING HISTORY

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
- 2021 introducing Brisk II Evolution, and a new line of ACs called FreshJet

Dometic continues to offer a wide variety of Manual and Power Patio Awnings





SAY GOODBYE TO DAMAGED AWNINGS "TANK PACKAGING"

Dometic developed "tank packaging" to rid the world of damaged awning deliveries – single packs only

Navigating the freight/shipment jungle to help restore our Dealers' confidence that a 'Dometic' awning is one that will arrive unharmed

Multiple layers of corrugated cardboard protect the precious cargo during its journey thru shipment jungle

Benefits of corrugated cardboard

- Protective packaging
- Structurally stable
- Superior cushion







PATIO AWNING FAMILY

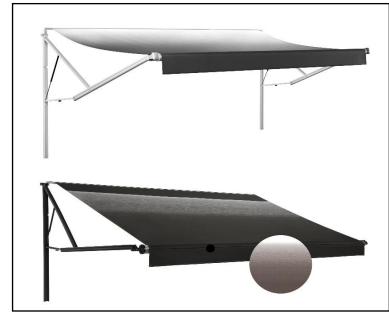
(Good)



Manual Patio

- Sunchaser Patio (OE only)
- 8500 Patio
- 9000 Patio
- 9500 Case
- Trimline Bag & Screen Room

(Better)



Power Patio

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

(Best)



Power Case

- 9500 Case



SUNCHASER & 8500 MANUAL PATIO AWNING

- 803 Sunchaser, OE only
 Single Sided <u>Vinyl w/Vinyl</u> Weathershield, Sandstone PH or Onyx PI only
- 848 8500 Double Sided <u>Vinyl with Vinyl</u> Weathershield
 Single Sided <u>Vinyl with Vinyl</u> in Sandstone PH or Onyx PI only
 858 8500 Double Side <u>Vinyl with Metal</u> Weathershield no single sided option
- <u>Dual</u> 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 9000 Double Side Acrylic w/Metal Weathershield
- Dual torsion springs for easier handling & minimal wrinkles in fab
- Straight valence, not fluted
- 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 8500 & 9000 SERIES MANUAL AWNINGS

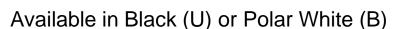
- Short 64" to 76" 8273000.402(X)
- Tall/Short Combo... 8273000.408(X) Discontinued in 2020
- **■** Tall Heavy Duty 74" to 88" 8273000.501(X) 21' & longer Discontinued in 2020
- Short Heavy Duty .. 64" to 76" 8273000.502(X) 21' & longer Discontinued in 2020

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.







TRIMLINE BAG AWNING

- Poly cord is sewn in slides into awning rail
- Durable, reinforced double-sided vinyl fabric
- Easy to setup
- Adjustable click-lock support poles
- Spring-loaded tension rafters
- 7 foot extension
- Bag stows neatly inside awning rail
- All parts stow neatly in weatherproof, zipper bag

944NT(YY).002 TRIM LINE944NR(YY).FJ1



TRIMLINE SCREEN ROOM

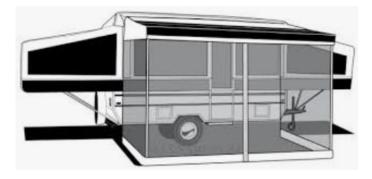
- Trimline Bag Awning Required
- Attaches with Velcro
- Available to fit all Trimline Bag Awnings
- Folds up to store in its own durable pouch
- Includes privacy panels
- 9472(YY).009 SCRN RM,TRIMLINE W/ PRVPNL

$$07 = 7$$

$$08 = 8'$$

$$09 = 9'$$

$$10 = 10$$





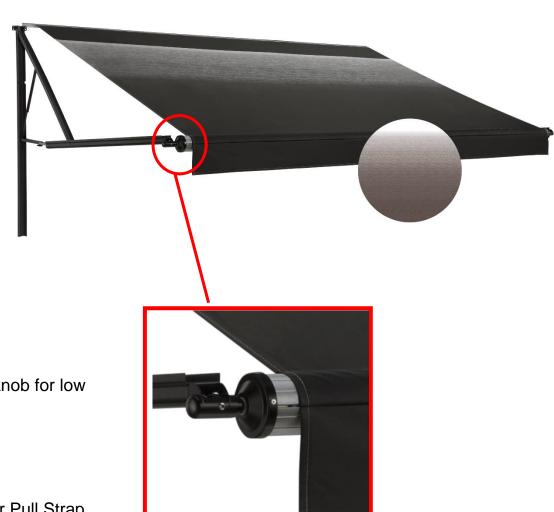
DOMETIC MANUAL AWNING ADVANTAGES

- 8500 and 9000 series largest seller for over 40 years
- Same awning with different fabric e.g. vinyl (8500) acrylic (9000)
- Dual torsion springs
- Interchangeable hardware
- Carport or Patio Positions
- 13.5 oz. vinyl fabric
- 9.1 oz. acrylic fabric
- Numerous fabric colors



9100 POWER PATIO AWNING (ENHANCED LEVEL POWER)

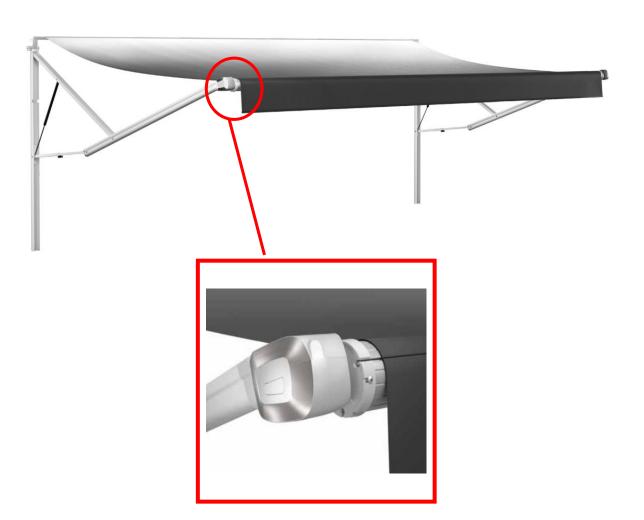
- 910 Acrylic fabric w/Metal Weathershield 910L LED in rail Acrylic fabric w/Metal Weathershield 910T LED in tube Acrylic fabric w/Metal Weathershield 917 Double-Sided Vinyl fabric w/Metal Weathershield 917L LED in rail Double-Sided Vinyl fabric w/Metal Weathershield 917T LED in tube Double-Sided Vinyl fabric w/Metal Weathershield 915 Double-Sided Vinyl fabric w/Vinyl Weathershield 915T LED in rail Double-Sided Vinyl fabric w/Vinyl Weathershield 915T LED in tube Double-Sided Vinyl fabric w/Vinyl Weathershield
- Motor inside 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 comes in polar white & black
- Torsion spring on left side, motor on right side
- Corrosion resistant, low-force slide adjustment hardware, with awning pick lock knob for low sun/rain protection
 - Knee action design allows awning to flex in moderate wind
- 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 POWER PATIO AWNING

- 925 Double-Sided Vinyl fabric w/Vinyl Weathershield
 925L LED Double-Sided Vinyl fabric w/Vinyl Weathershield
 926 Single-Sided Vinyl fabric w/Vinyl Weathershield
 926L LED Single-Sided Vinyl fabric w/Vinyl Weathershield
- 13.5 oz. single & double sided vinyl linen fade fabric only
- 10-21 foot lengths (1 foot increments)
- 8 foot extension
- Hardware 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
- Easy to use manual override options





9200 and 9100 HARDWARE ANATOMY



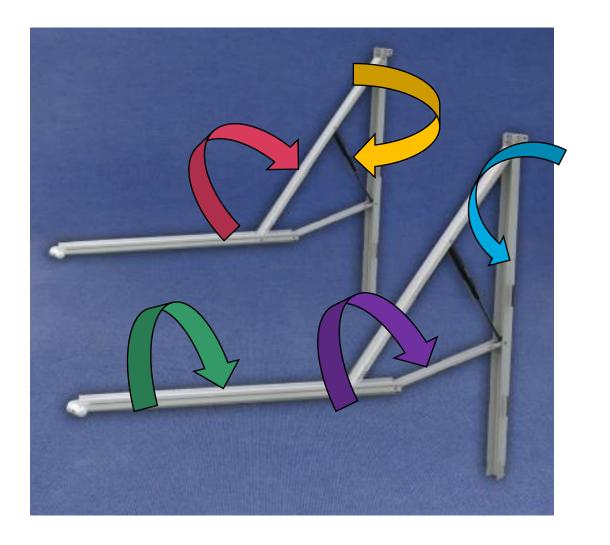








Nuts and bolts kit

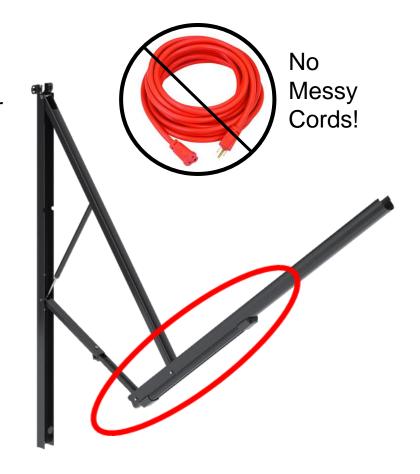


9100 HARDWARE WITH & WITHOUT POWERCHANNEL RAIL

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 top of entry door "BUT" no less than 4 inches

- 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)
- Measurements are critical (see catalog for instructions)
- Available in Black (U) or White (B)
- PowerChannel Rail add-on (or) replacement
 POWER CHANNEL RAIL KIT HDWR 3316622.001U black 2' length
 POWER CHANNEL RAIL KIT HDWR 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

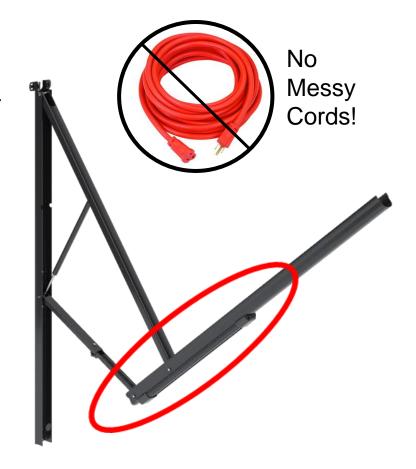


9200 HARDWARE WITH & WITHOUT POWERCHANNEL RAIL

Reduced Pitch (2°) with pre-installed 2ft. PowerChannel Rail – 8966003.400(X)
 without PowerChannel Rail 8962003.400(X)

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

- Standard (13°) with pre-installed 2ft. PowerChannel Rail 8964002.400(X)
 without PowerChannel Rail 8962002.400(X)
- Basement (20°) with pre-installed 2ft. PowerChannel Rail 8964001.400(X)
 without PowerChannel Rail 8962001.400(X)
- Measurements are critical (see catalog for instructions)
- Available in Black (U) or White (B)
- PowerChannel Rail add-on (or) replacement
 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





9500 POWER CASE AWNING

- 231 Double-Sided Vinyl Fabric w/Full Metal Case
 231L LED in rail, Double-Sided Vinyl Fabric w/Full Metal Case
- Solid Black (FJ) vinyl fabric only comes in 8' and 10' lengths
- Onyx (NR) & Sandstone (NS) vinyl fabrics come in 8', 10', 12', 13',
 15' and 16'
- Black or White Case
- Remote comes standard with the awning controls white LED on/off and brightness, wind sensor sensitivity, extend and retract
- Scissor style enclosed arms
- Full 8ft. extension



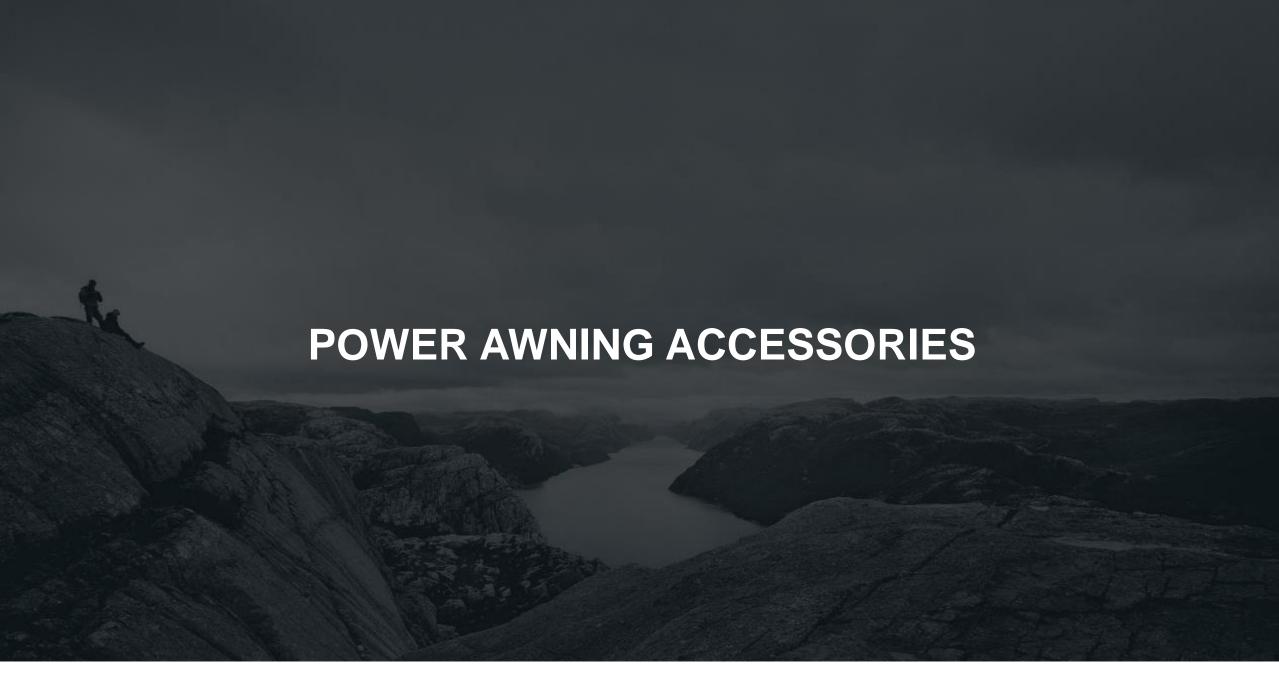


9500 MANUAL CASE AWNING

- 200 Vinyl Fabric Only w/Full Metal Case
 No LED Model
- 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







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

Power Wand Assembly

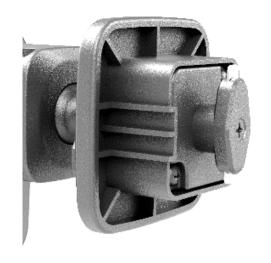


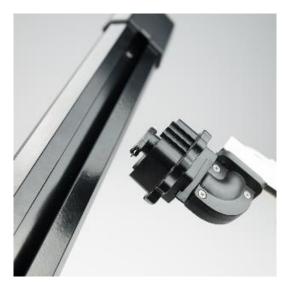
- Easy upgrade from manual to power
- Purchase and install a power awning
- Hassel free installation, no wiring in walls
- Use on any 12V power awning
- Lithium ion battery powered
- Includes 110V charger
- 50-60 awning operations on full battery
- 3316736.000 Complete Kit
 3316737.000 Replacement Battery



^{*} Interior Wall Control Switch is sold separate 3310455.062

POWERCHANNEL RAIL & ACCESSORIES





- 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

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



FAN 3316972.000



DUAL SPEAKER 3316974.000



SINGLE SPEAKER 3316973.000



USB CHARGER 3316977.000



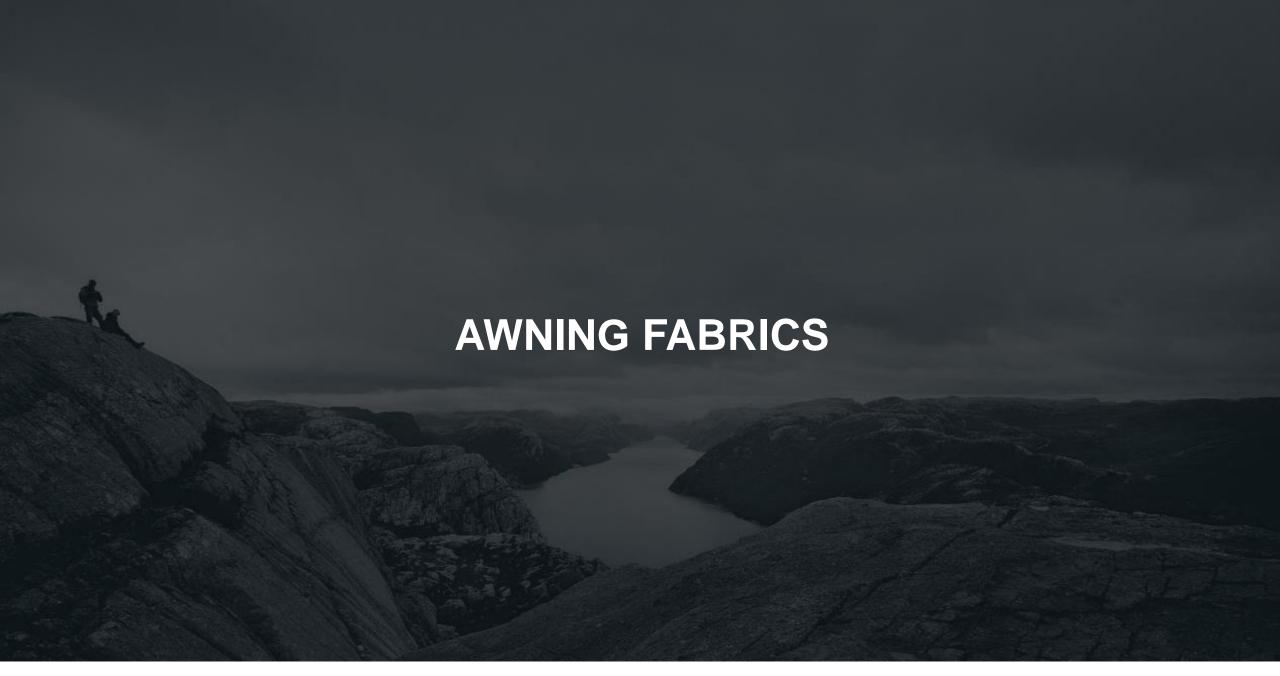
SPOTLIGHT 3316975.000



FLOODLIGHT 3316976.000

27





DOMETIC WOVEN ACRYLIC AWNING FABRICS - 2021

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

- 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, Double-Sided, Paneled¹

- 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





¹ Paneled is made by welding multiple pieces of 60" wide acrylic fabric together horizontally to make one big panel which is then sewn into a fabric assembly

DOMETIC VINYL LINEN FADE AWNING FABRICS - 2021

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

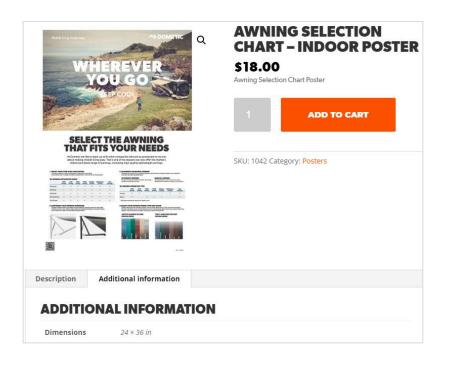




DOMETIC REPLACEMENT FABRICS

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 poly rope sewn in at factory and allows the fabric to easily slide into the awning rail track
- Vinyl fabrics come in solid & linen fade colors
 Vinyl fabrics are polyester reinforced for added strength & dimensional stability
 Vinyl fabrics repel water, resist mildew, UV rays, cold cracking, flames and abrasions
- Woven acrylic fabrics come in solid colors
 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







DOME REPLACE

KEEP YOUR AWNING HAP WITH GENUINE DOMET

Dometic replacement fabrics can be used wit Dometic or non-Dometic hardware. These fab come with a built-in straight valance and are e install. The pre-sewn in poly rope allows the fit easily slide into the awning track. The woven

fabrics come in solid colors while the vinyl fabrics are of the old awning fabric. available in solid colors and vibrant linen fade colors.

SELECT YOUR AWNING FABRIC TYPE AND COLOR

Dometic offers both acrylic and vinyl replacement fabric options. Premium acrylic fabrics keep temperatures up to 20% cooler than vinyl fabrics with 9.25 oz per square yard versus 13.5 oz per square yard for vinyl. The acrylic fabrics repel water and mildew, are easy to clean, resistant to UV rays, color fading and abrasions. The vinyl fabrics are resistant to mildew, abrasion, UV rays, cold cracking and flames.

ACRYLIC FABRIC COLORS DOUBLE-SIDED





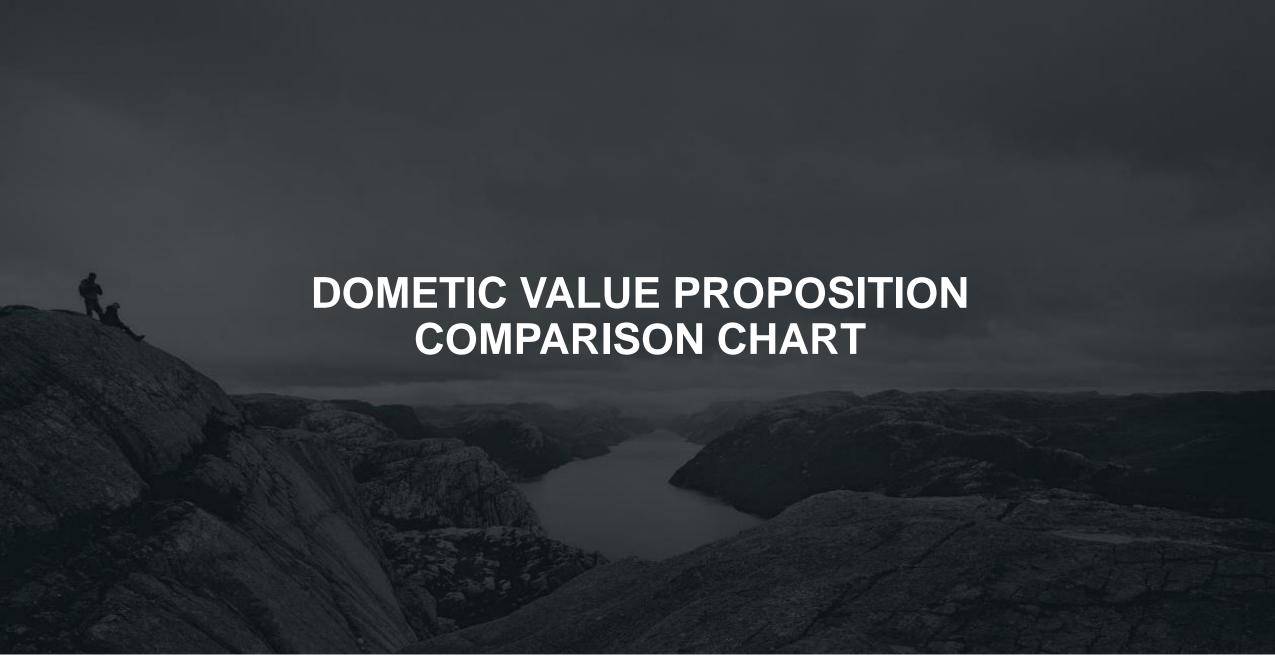
VINYL FABRIC COLORS SINGLE & DOUBLE-SIDED









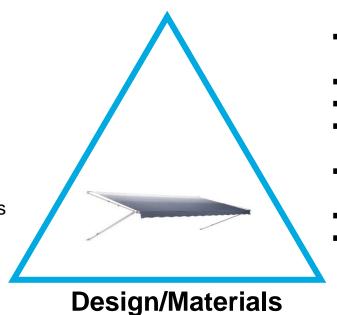


DOMETIC VALUE PROPOSITION

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° to120°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)
- Warranty: 1 Year Parts, Labor and Freight

Easy installation

- Durable corrosion resistant heavy duty extruded aluminum hardware
- Motor protected from elements, inside 9100 FRTA and 9200 HARDWARE
- Dual torsion springs in manual awnings,
- Torsion spring in 9100 power patio awning
- Safety e.g. Optima Tension Rafter, Cradles, Ignition Lock, Low Pinch Hardware, Lock Knob
- Quality fabrics 13.5 oz. premium embossed vinyl and 9.1 oz. woven acrylic
- Manual overrides if lose power



POWER AWNING COMPARISON CHART

Product Attribute	Dometic	Lippert Solera®	Carefree
Manufacturer or Reseller	Manufacturer 40+	Solera Reseller 10	Manufacturer 40+
Torsion Spring	Yes - 9100 Power Patio Awning	? – not mentioned	Yes
Awning Configurator	Yes	Yes	Yes
Awning Fabric Support Mechanism	Yes - Optima Tension Rafter	Yes - Awnbrella bows	Yes – Rafter Stabilizer
Large Awning Support Mechanism	Yes – Awning Cradle	Yes – Awning Cradle	Yes – Awning Cradle
Automatic Water Dump	Yes	Yes	Yes
Passed Cycle, Wind, Rain, Corrosion Tests	Yes	Yes	Yes
Awning Pitch Lock Knob	Yes – Standard	No	Yes - Canopy Clamp (Optional Accessory)
Premium 13.5oz Vinyl / Woven Acrylic Fabric	Yes / Yes	Yes / No	Yes / Yes
Colors / Weather Shield Types	10 Vinyl & 12 Acrylic / Vinyl & Metal Shields	9 Vinyl & 0 Acrylic / Vinyl Shields	16 Vinyl & 130 Acrylic / Vinyl & Metal Shields
LED Awning Lights	Yes	Yes	Yes
Innovative Packaging System	Yes – Tank Packaging (Single Pack)	Unknown	Yes – Reinforced Packaging
Awning Widths (~Length)	8 to 21ft	10 to 21ft	4 to 21 ft
Warranty	1-Year Parts, Labor, and Freight	1-Year Parts, Labor	1-Year Parts (online purchases only)
Remote Control / Wind Sensor Accessory	Yes - Power Awning Pro Kit	Yes	Yes
Integrated Hardware Power Supply	Yes – PowerChannel Rail & Accessories	Yes	Yes
Manual to Power Awning Conversion Kit	Yes – Power Wand	Yes	Yes
Bag Awning & Screen Room	Yes – Trim Line Bag Awning & Screen Room	No	Yes – Bag Awning
Companion Window & Door Awnings	Yes – Window Yes - Door	Yes – Window No-Door	Yes – Window Yes - Door
Speaker System	Yes – PowerChannel Hardware w/Speakers	Yes – Hardware w/Speaker Heads	Yes – Hardware w/Speakers





TOP SELLING AWNING PARTS

Even if you buy a lot from Distributor, you might consider a **starter kit** for beginning of season.

Buy direct, better price.

Awning Parts								
Ranking	Product Group Desc	Item Number	Legacy Item Num	Item Description	Coverage			
1	Parts Awnings	9108608891	830463P	PACKAGE ASM, SLIDER				
2	Parts Awnings	9108608920	830644	REPL KIT, LIFT HANDLE UNIV HDWR	270/ -f			
3	Parts Awnings	3314067.004M	3314067.004M	KIT,SVC HARDWARE METALLIC	37% of Volume			
4	Parts Awnings	9108677537	940001	ACCESSORY KIT, PULL STRAP	Volume	57% of		
5	Parts Awnings	9108608788	830152.102	ACCESS PKG,EZ PULL ROD 46" GRY				
6	Parts Awnings	3314067.004B	3314067.004B	KIT,SVC HARDWARE POLAR		Volume		
7	Parts Awnings	3311575.000M	3311575.000M	KIT, LIFT HANDLE				
8	Parts Awnings	3310811.009M	3310811.009M	SVC KIT, FOOT DIE CAST-METALIC				
9	Parts Awnings	9108608892	830472P002	PACKAGE ASM,SLIDER				
10	Parts Awnings	3311578.001	3311578.001	KIT,KNOB ASM,SPT ARM .75 STUD				
11	Parts Awnings	3310423.209U	3310423.209U	DRIVE ASM, SVC PWR AWN- BLACK				
12	Parts Awnings	3105278.126	3105278.126	KIT,TRAVEL LTCH SNCH NSTD 1-PC			770/ 5	
13	Parts Awnings	3310423.209B	3310423.209B	DRIVE ASM, SVC PWR AWN-PLR			77% of volume	
14	Parts Awnings	3315866.001	3315866.001	KIT,SVC BRACKET ASM			volulile	
15	Parts Awnings	9108684085	3313343	SVC KIT,TRAVEL LOCK,UNIV&SNCH+				
16	Parts Awnings	9600011005	3317085.000U	COVER, KIT R/A PWR AWN BLACK				
17	Parts Awnings	3108399.035	3108399.035	TORSION ASM,RH STD SERVICE				
18	Parts Awnings	3309924.003	3309924.003	KIT,SVC BALL END BASE(2PK)				
19	Parts Awnings	9108608922	830644.025	REPL KIT, LIFT HANDLE 25-PACK				
20	Parts Awnings	3309974.005B	3309974.005B	SVC KIT, RFTR ARM SEC 8M STD				
21	Parts Awnings	3308106.000M	3308106.000M	KIT, TOP BRACKET REPLACEMENT				
22	Parts Awnings	3315283.006	3315283.006	LED AWNING KIT 5M COOLWHITE				
23	Parts Awnings	3307834.006	3307834.006	ACCESSORY KIT, PULL STRAP 28"				
24	Parts Awnings	3313185	3313185	SRV KIT, TEN RFT BACK PLATE 4X5				
25	Parts Awnings	9108677344	930004	ACCESSORY PKG, AWNING ROLLER				



TOP SELLING AWNINGS

Not all dealers have the space to stock awnings. But if you do, this is what you should put on your shelves.

MANUAL awnings generally require more service, as they do not have the advantage of the gas strut to act as a mother nature shock absorber.

POWER awnings have a gas strut to there is less breakage.

Sankine	Product Group Desc	Item Number		Vianual & F			Coverage	
THE PARTY OF			Section from the contraction				Coverage	
1	Patio Awnings Manual	9600007675	848NT21.40TB	8500 POL AZURE	21'			
2	Patio Awnings Manual	9600007622	848NS16.40TB	8500 POL SANDSTONE	16'	12% of		
3	Patio Awnings Manual	9600007672	848NT18.40TB	8500 POL AZURE	18'	Volume	21% of	
4	Patio Awnings Manual	9600007670	848NT16.40TB	8500 POL AZURE	16'			
5	Patio Awnings Manual	9600007621	848NS15.40TB	8500 POL SANDSTONE	15'			
6	Patio Awnings Manual	9600007673	848NT19.40TB	8500 POL AZURE	19'		Volume	
7	Patio Awnings Manual	9600007576	848NR18.40TB	8500 POL ONYX	18'			
8	Patio Awnings Manual	9600007624	848NS18.40TB	8500 POL SANDSTONE	18'			
9	Patio Awnings Manual	9600007674	848NT20.40TB	8500 POL AZURE	20'			
10	Patio Awnings Manual	9600007625	848NS19.40TB	8500 POL SANDSTONE	19'			
11	Patio Awnings Manual	9600007627	848NS21.40TB	8500 POL SANDSTONE	21'			
12	Patio Awnings Manual	9600007574	848NR16.40TB	8500 POL ONYX	16'			34% of volume
13	Patio Awnings Manual	9600007626	848NS20.40TB	8500 POL SANDSTONE	20'			
14	Patio Awnings Manual	9600007671	848NT17.40TB	8500 POL AZURE	17'			
15	Patio Awnings Manual	9600007579	848NR21.40TB	8500 POL ONYX	21'			
16	Patio Awnings Manual	9600007720	848NV18.40TB	8500 POL MAROON	18'			
17	Patio Awnings Manual	9600007578	848NR20.40TB	8500 POL ONYX	20'			
18	Patio Awnings Manual	9600007669	848NT15.40TB	8500 POL AZURE	15'			
19	Patio Awnings Manual	9600007577	848NR19.40TB	8500 POL ONYX	19'			
20	Patio Awnings Manual	9600007623	848NS17.40TB	8500 POL SANDSTONE	17'			
21	Patio Awnings Manual	9600007718	848NV16.40TB	8500 POL MAROON	16'			
22	Patio Awnings Manual	9600007723	848NV21.40TB	8500 POL MAROON	21'			
23	Patio Awnings Manual	9600007722	848NV20.40TB	8500 POL MAROON	20'			
24	Patio Awnings Electric	9108805189	915NR16.000B	PWR PATIO POL ONYX	16'			
25	Patio Awnings Electric	9108805191	915NR18.000B	PWR PATIO POL ONYX	18'			



TOP SELLING BAG AWNINGS

Does not take a lot of space to stock, a great product to offer since many have smaller trailers and campers.

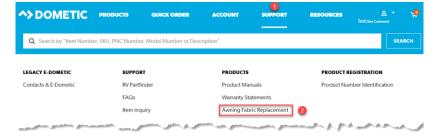
Bag Awning							
Ranking	Product Group Desc	Item Number	Legacy Item Num	Item Description	Coverage		
1	Bag Awnings	9108845978	944NT11.002	TRIM LINE AZURE 11'			
2	Bag Awnings	9108845976	944NT09.002	TRIM LINE AZURE 09'	50% of Volume		
3	Bag Awnings	9108886268	944NR11.FJ1	TRIM LINE ONYX BLACK 11'			

TOP SELLING REPLACEMENT FABRICS

Worst case scenario, get 10 of these on your shelf, so for every 1 in 10 customers that walk in your door you have what they need

Dometic For Business eCommerce

- 1. Go to <u>www.dometic.com/d4b</u>
- 2. Select **SUPPORT** tab top of page
- 3. Select Awning Fabric Replacement



Replacement Fabrics							
Ranking	Product Group Desc	Item Number	Legacy Item Num	Item Description		Coverage	
1	Replacement Fabric	B3314989NS.416	B3314989NS.416	R/F UNIV POL SAND STONE 16'			
2	Replacement Fabric	B3314989NT.416	B3314989NT.416	R/F UNIV POL AZURE 16'	100/ -f		
3	Replacement Fabric	B3314989NT.418	B3314989NT.418	R/F UNIV POL AZURE 18'	19% of Volume		
4	Replacement Fabric	B3314989NS.418	B3314989NS.418	R/F UNIV POL SAND STONE 18'	Volume	32% of	
5	Replacement Fabric	B3314989NR.416	B3314989NR.416	R/F UNIV POL ONYX 16'			
6	Replacement Fabric	B3314989NR.418	B3314989NR.418	R/F UNIV POL ONYX 18'		Volume	
7	Replacement Fabric	B3314989NS.417	B3314989NS.417	R/F UNIV POL SAND STONE 17'			
8	Replacement Fabric	B3314989NS.415	B3314989NS.415	R/F UNIV POL SAND STONE 15'			
9	Replacement Fabric	B3314989NT.417	B3314989NT.417	R/F UNIV POL AZURE 17'			
10	Replacement Fabric	B3314989NS.419	B3314989NS.419	R/F UNIV POL SAND STONE 19'			
11	Replacement Fabric	B3314989NT.421	B3314989NT.421	R/F UNIV POL AZURE 21'			
12	Replacement Fabric	B3314989NS.420	B3314989NS.420	R/F UNIV POL SAND STONE 20'			57% of
13	Replacement Fabric	B3314989NT.419	B3314989NT.419	R/F UNIV POL AZURE 19'			volume
14	Replacement Fabric	B3314989NR.420	B3314989NR.420	R/F UNIV POL ONYX 20'			Volume
15	Replacement Fabric	B3314989NT.415	B3314989NT.415	R/F UNIV POL AZURE 15'			
16	Replacement Fabric	B3314989NR.415	B3314989NR.415	R/F UNIV POL ONYX 15'			
17	Replacement Fabric	B3314989NR.417	B3314989NR.417	R/F UNIV POL ONYX 17'			
18	Replacement Fabric	B3314989NR.419	B3314989NR.419	R/F UNIV POL ONYX 19'			
19	Replacement Fabric	B3314989NS.421	B3314989NS.421	R/F UNIV POL SAND STONE 21'			
20	Replacement Fabric	B3314989NR.421	B3314989NR.421	R/F UNIV POL ONYX 21'			
21	Replacement Fabric	B3314989NT.420	B3314989NT.420	R/F UNIV POL AZURE 20'			
22	Replacement Fabric	B3314989NS.414	B3314989NS.414	R/F UNIV POL SAND STONE 14'			
23	Replacement Fabric	T3106802CQ.600	T3106802CQ.600	R/F SLDTOP POLAR WHITE 50'			
24	Replacement Fabric	B3314989NR.414	B3314989NR.414	R/F UNIV POL ONYX 14'			
25	Replacement Fabric	B3314989NV.416	B3314989NV.416	R/F UNIV POL MAROON 16'			



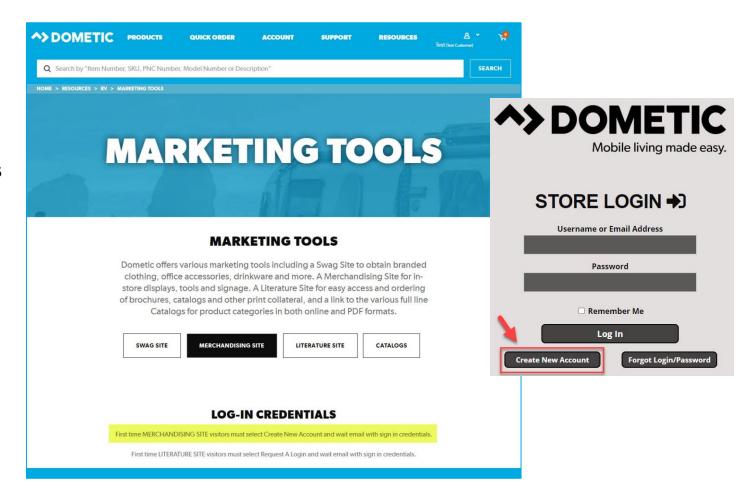


MERCHANDISING WEBSITE

STEPS:

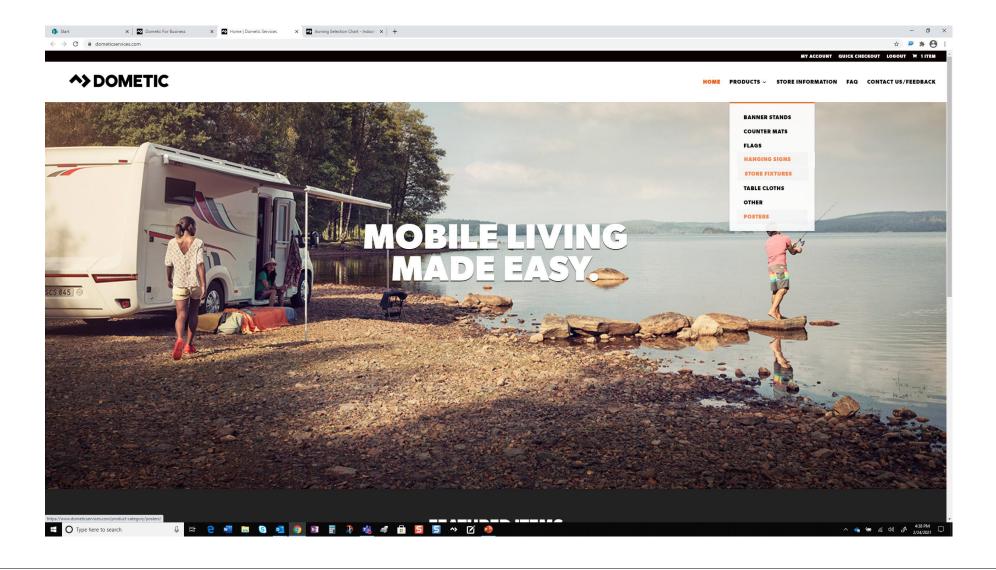
- 1. Go to www.dometic.com/d4b
- 2. Select **RESOURCES** top of page
- Select Recreational Vehicles
- 4. Scroll down, select **Marketing Tools**
- 5. Select Merchandising Site
- 6. If a return site visitor ...
 Enter email and password
 Select **Log In**, enter credentials
 (or)

If a first time site visitor ...
Select Create New Account
Enter requested information
Wait for email with login credentials

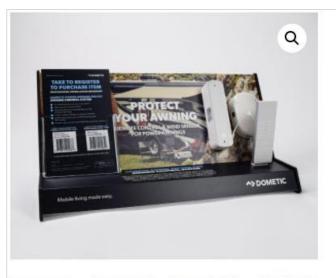




MERCHANDISING WEBSITE















POWER AWNING PRO SHELF DISPLAY

\$98.00

Counter display is a full color graphic front panel with black acrylic side panels. Approx 19.5"W x 9"H x 8.25"D. Designed with a built-in stand for the remote and clear acrylic card holder with (15) "Take One" cards. Each complete unit will be fitted with a Power Pro Awning Kit. Each unit will be individually packaged for shipping.

'Coming Soon' – Product Update. Shipping displays are temporarily on-hold.

190 in stock

1

ADD TO CART

SKU: 1046 Category: Store Fixtures

Additional information

ADDITIONAL INFORMATION

Dimensions

19.5 × 8.25 × 9 in



HANGING SIGNS

Showing all 5 results



12' AWNING HEADER

\$595.00



84" AWNING SELECTION CHART



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 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



ACCESS AT YOUR FINGERTIPS

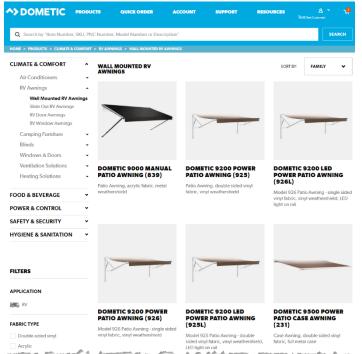
Designed in part to making your RVing needs made easy! Please navigate at your leisure, the pages contain the following information:

- 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 agress past training sessions

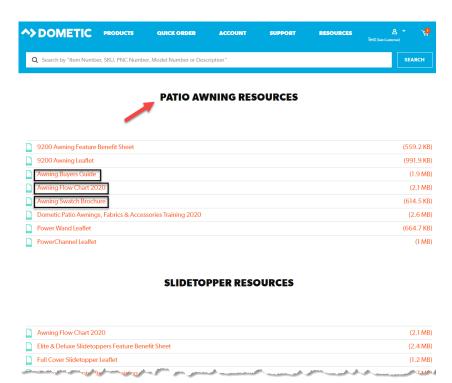


Dometic FOR BUSINESS – B2B Customers

Awning Assortment | Awning Configurator | Awning Resources









VIDEOS



9100 Power Patio Awning



9200 Power Patio Awning



9500 Power Case Awning



PowerChannel Rail & Accessories



Power Awning Pro Kit



Power Wand















A> DOMETIC







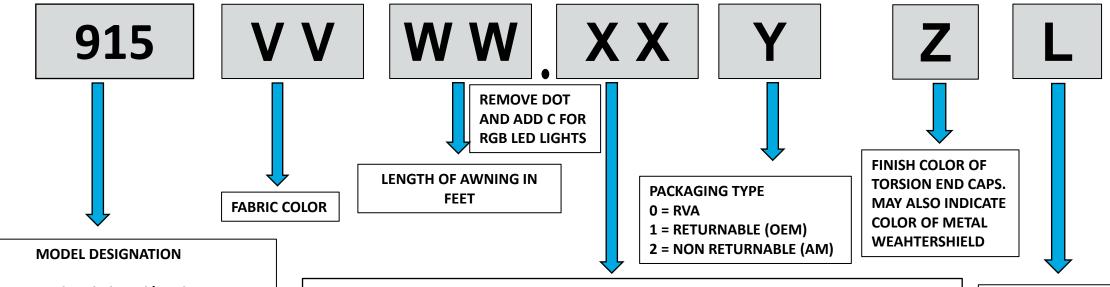




Mobile living made easy.

49

MANUALS & 9100 POWER AWNING MODEL BREAKDOWN



803 – single sided vinyl/vinyl weathershield

848 - double sided vinyl fade/vinyl weathershield

858 – double sided vinyl fade/metal weathershield

839-acrylic/metal weathershield only

910 - acrylic/metal weathershield

915 – double sided vinyl fade/vinyl weathershield

917 – double sided vinyl fade/ metal weathershield

FABRIC MATERIAL: THIS IS THE COLOR THE FABRIC ROLLS UP AGAINST THE COACH

00 = WHITE VINYL WEATHERSHEILD ONLY FOR 803 SERIES

40 = WHITE VINYL WEATHERSHIELD FOR MANUAL/POWER FRTA W/O METAL WEATHERSHIELD

30 = BLACK WEATHERSHIELD FOR CURRENT VINYL FADE FABRIC COLORS: NR=(ONYX) NU=(BARK)

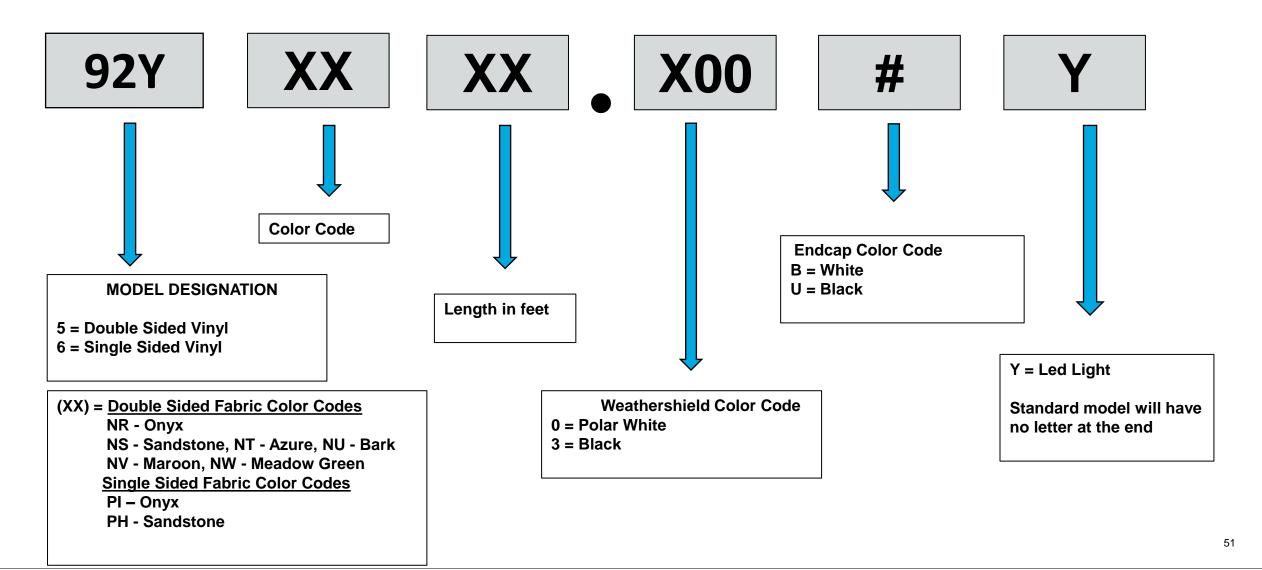
06 = ½ FOOT SIZES FOR POWER AWNINGS

EXAMPLE:

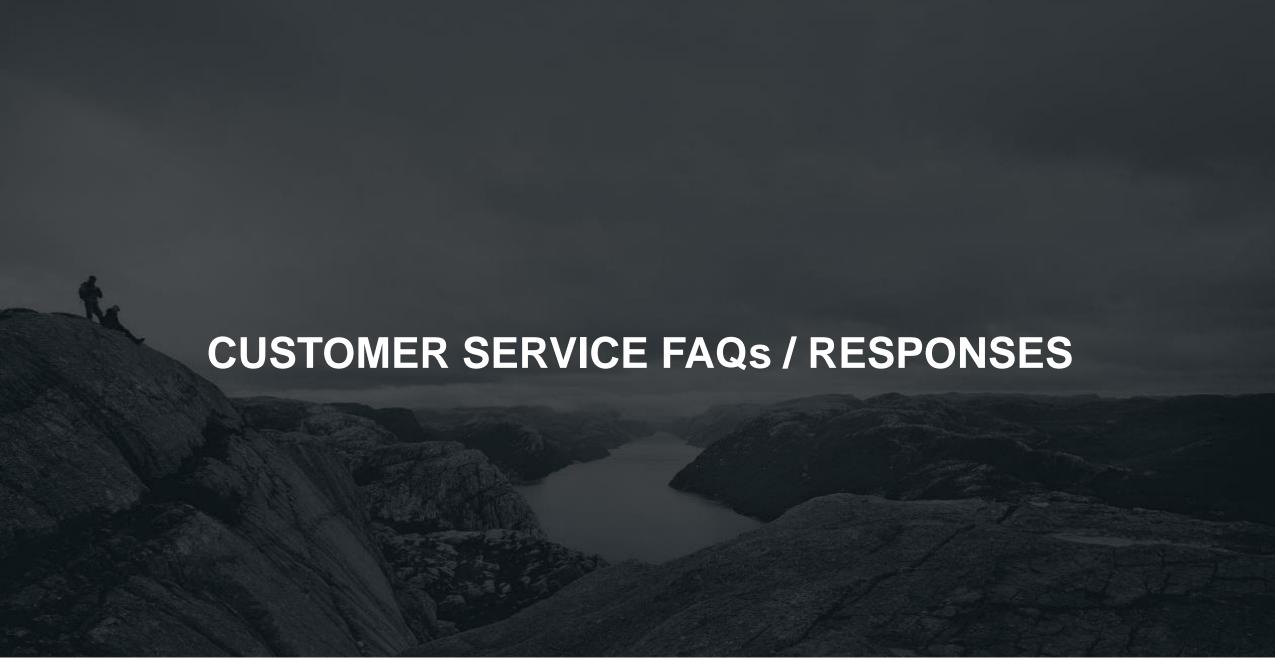
915NR15.300U = 9100 POWER AWNING / ONYX FABRIC / 15 FT. / ROLLS UP BLACK 915NR15C300U = 9100 POWER AWNING /ONYX FABRIC / 15FT. W RGB LED / ROLLS UP BLACK LED LIGHT STRIP AT RAIL / OPTIONAL



9200 POWER AWNING BREAKDOWN







Top Issue/Question: Why are the seams leaking water on my new awning?

Resolution/Direction: This is normal for a new awning. Dometic recommends the installer/owner apply paraffin wax across the holes left behind from the sewing needle. Our thread is a triple coated polyester thread developed specifically for outdoor use. It is Anti-fade, Anti-UV Bonded polyester sewing thread. Specially engineered for sewing in sail making, boat covers, awnings, tarpaulins and tents where continued exposure to natural sunlight is anticipated. This unique thread prevents color fade and retains strength after the sewing process and has a unique anti-wick surface coating that reduces seam leakage. The triple coating prevents water from wicking into the thread, but it also swells when wet to seal the hole created by the needle. The sewing thread is made of twisted, bonded, continuous filament polyester for strength and UV defense. It protects against severe weather and abrasion, which makes it a preferred choice for outdoor uses. The polyester thread is lubricated to prevent needle heat during sewing. It resists mildew, rot, and bleach for long-lasting cleanliness and looks.



Top Issue/Question: Can I convert my MANUAL patio awning into a POWER patio awning?

Resolution/Direction: No, manual awnings generally come with 'manual' style hardware which will not accommodate the movement required by a power awning. Power awnings use a 'cantilever' style hardware which opens and closes when the power awning is extended or retracted. Attempting to convert a manual awning into a power awning will void the warranty. After purchasing your Dometic 9100 or 9200 power patio awning, we recommend you invest in the Dometic Power Wand which conveniently allows the Dometic 9100 and 9200 Power Awnings to be installed without the time and cost of altering your coach for hard wiring. The Power Wand installs in just minutes compared to the hours it would take to rewire your RV. This innovative solution saves you the expense and hassle of connecting 12 V power from your power source (battery or converter) to your power awning.



Top Issue/Question: My Awning hardware gets stuck while being extended, and snaps open abruptly.

Resolution/Direction: Please see an Authorized Dometic Dealer/Service Center for the solution.

Trained technicians can install a 'Bumper Assist Kit' to resolve prevent the hardware from binding.

Issue & Resolution

Top Issue/Question: My awning and/or slide topper fabric is sagging; how do I fix it?

Resolution/Direction: The solution depends on what is causing the issue. If, for instance, the Fabric Roller Tube is bent, you would only need a new Roller Tube but not the torsion springs or fabric. If the Fabric is stretched, you need a new replacement fabric. Please see an Authorized Dometic Dealer/Service Center for the solution.



Top Issue/Question: Can a metal Weathershield be added to an awning that does not have one originally?

Resolution/Direction: No, a metal Weathershield cannot be attached to the existing fabric due to the number of poly cords. Awnings without metal Weathershields have '3' poly cords sewn into the fabric – 1 cord that attaches the fabric to the awning rail, and 2 that connect the fabric to the FRTA. Awnings with metal Weathershields have '5' poly cords sewn into the fabric – 1 cord that attaches the fabric to the awning rail, 2 that attach the metal Weathershield to the fabric and 2 that connect the fabric to the FRTA. New fabric containing a metal Weathershield can be attached to the existing awning rail.

Issue & Resolution

Top Issue/Question: How do I add LED lights to my awning?

Resolution/Direction: In order to add an LED light strip at the awning rail location, a new awning fabric made for LED light installations and an LED Rail Kit must be purchased and installed. LED lights cannot be added to awnings not originally built for LED lights (without replacing the fabric) as the diameter of the poly cord that would slide into the LED extrusion track is too large (1/4 inch). The diameter of the poly cord for awning fabrics built for LED lights is smaller in diameter so it can fit in to this reduced size track (3/16 inch). The extrusion track of the LED Rail Kit slides into the awning rail that is mounted to the RV thus reducing the diameter of the rail, the fabric then slides into the extrusion track itself via the smaller diameter poly cord sewn into the fabric.



Top Issue/Question: How can I retract my power awning manually if the RV batteries are dead or the motor is not working?

Resolution/Direction: 9100 Power Patio Awning: refer to the Operations Manual for full detail and to avoid potential injury. This process will permanently disable your motor which will require you to see an Authorized Dealer/Service Center to properly fix the awning. If using auxiliary power method: loosen adjustable knobs, disconnect 12v power from RV to avoid shock hazard, disconnect 12v power to awning, unplug motor connector from hardware connector, connect 16-gauge wire leads to motor connector (matching black to black, red to red), disconnect power immediately after awning retracts. Using the pull strap method: loosen adjustable knobs on hardware, unplug motor connector from hardware connector, insert pull strap into utility slot of FRTA and slide to center of FRTA, hold pull strap firmly before removing screws at top of motor side casting, keep clear of arm assemblies to avoid pinch hazard, move pull strap left/right as awning retracts to avoid fabric crease, reinstall screws on top of motor casting AND manually secure the awning hardware to the side of coach using rope or rachet straps before transportation to avoid awning from unraveling during travel. With the motor disengaged, the straps are the only thing that will prevent the awning from unraveling during travel. 9200 Power Patio Awning: the 9200 cannot be manually retracted. There is an override drive at the top of the motor. Press the push-button release on the right-side motor cover, remove the nut cap and turn the manual override nut using a 3/8" socket wrench or electric drill until the awning is retracted. Remove the plastic motor cover, attach a hand drill and socket to retract the awning. Please see an Authorized Dometic Dealer/Service Center to repair the awning if necessary.



Top Issue/Question: Do I need STANDARD, BASEMENT or REDUCE PITCH awning hardware?

Resolution/Direction:

Step #1. Measure from top of door to the awning rail. This distance will tell you if you need Basement, Standard or Reduced Pitch Hardware.

- a. These are the minimums needed to use STANDARD hardware:
 - (1) Under 6" advisable not to use Power Awning, edge of door will scrape fabric
 - (2) Need 6" to install Power Awning with vinyl weathershield
 - (3) Need 7" to install Power Awning with metal weathershield

Note: Add 2"to the minimum needed if door is at or near center of awning*

- b. These minimums are needed to use BASEMENT hardware:
 - (1) Need 11" to install Power Awning with vinyl weathershield
 - (2) Need 12" to install Power Awning with metal weathershield

Note: Add 2" to the minimum needed if door is at or near center of awning*

58

Top Issue/Question: Do I need STANDARD, BASEMENT or REDUCE PITCH awning hardware? (Cont'd)

Step #2. Want to know how high roller will be from the ground in the extended/out position? Do the math:

- a. Measure distance from ground to awning rail () minus 18"= () this is the distance roller will be from ground on Standard hardware*
- b. Measure distance from ground to awning rail () minus 36"= () this is the distance roller will be from ground on Basement and 5th Wheel hardware**

Knowing the above measurements will allow you to make the correct choice as to which model of hardware you want to use on your Power Awning installation.

- * Must have minimum of 6"door to rail to use Standard Hardware
- ** Must have minimum of 11" door to rail to use Basement Hardware
- *** Must have less than 6" (no less than 4") door to rail to use Reduced Pitch Hardware



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

