Upgrades

INCREASE YOUR ORDER VALUES WITH UPGRADES AND ACCESSORIES…

We have a range of canopy accessories and upgrades that you can cross-sell to your customers to make their new outside shelter structure look even more attractive, whilst increasing the usage they can gain from it.

This helps to increase the total order value, increasing your income and profits, whilst also increasing customer satisfaction, leading them to be more likely to recommend you to their friends and family.

### Upsell With Our High Quality Accessories:

* Cross-selling canopy accessories to your customers not only increases your profit, they enable your customers to get more out of their new shade and shelter structures
* Produce quotes quickly and easily with our Trade Partner price list and impress your customers with a prompt quotation
* We will provide you with free installation training once you place your first canopy order
* Our whole product range is easy to sell, and we’ll provide you with sales and marketing literature to make it even easier

# **LED Integrated Lighting:**

* Our lighting system is integrated into the canopy, so it is almost unnoticeable when they are not switched on
* All wires are hidden within the canopy frame for a neat, tidy appearance
* The lights are fitted to the underside of the roof to light up the area underneath the structure
* Operated by remote control for convenience
* Enable customers to use their canopy in the early morning or late evenings, when it would usually be too dark

*The Integrated RGBW LED Lighting System is only available for the Simplicity 6 Ranges. This product must be installed by a qualified electrician.*

#### Technical Specification:

* **4 Channel Wireless Wall Switch:** For ultimate control, upgrade to the 4 Channel Wireless Wall Switch enabling you to operate all the lighting features, changing colours and light brightness all from a touch pad on your wall.
* **Standard Receiver:** With the standard receiver you can operate your remote control.
* Smart Receiver: Upgrade to the smart receiver which gives you the facility to operate your lighting from a Remote Control, Your Phone or Alexa!
* **RGBW LED Strip:** The LED strip is Red, Green, Blue and White and every colour in between. The Power Consumption is 18W per metre. So, whatever the total length of your RGBW strips then multiply by 18 and you have the total wattage required to adequately power your system.
* **LED Driver:** Having worked out the total wattage (as above) you can now select the appropriate driver or drivers to power your system. This controls the voltage going to your lights so always ensure your driver(s) output is greater than the total wattage required.
* LED Driver Specification – select from the drivers below, can be more than one, so that the total output of your drivers is greater than the wattage required:
* 100w Driver
* 150W Driver
* 200W Driver
* **4 Channel Remote Control:** Battery operated this gives you the facility to select which lighting colour is your preference from the RED, Green, Blue and White options. It also has a thumb wheel which allows you to sequence through the various colours. Using this remote also allows you to increase and dim the lighting to suit your choice.

# **Spotlights:**

Bring endless light to veranda installations with the use of our Spotlight Upgrade when you order one of our Simplicity Xtra or Sim Free models. Offering a contemporary look, they will be a superb addition to any project allowing greater use of the outdoor living space.

* Our Spotlight systems are integrated into the veranda, enhancing the aesthetic while in use and almost unnoticeable when turned off
* All wires are hidden within the veranda frame for a seamless appearance
* The lights are Integrated into the bolster bar to give it a sleek finish
* Operated by remote control for convenience
* Enable customers to use their veranda in the early morning or late evenings, when it would usually be too dark

*Our Spotlighting Upgrade is only available for Sim Xtra and Sim Free models at a competitive price and must be installed by a qualified electrician to ensure they are fully operational and compliant.*

#### Features:

* *Aluminium Finish*
* *3000k (Warm White)*
* *Dimmable lighting options*

| Product Codes |  |
| --- | --- |
| ML-3W-WW | 3000k (Warm White) |

### Technical Specification:

| Fitting Type | SMD LED |
| --- | --- |
| Voltage | CV 700Ma |
| Wattage | 3W |
| Lumens | WW - 200Lm |
| Colour Temperature | WW - 300K |
| IP Rating | IP64 |
| Finish | Aluminium |
| Plug Type | AMP |
| Cable Length | 200mm |
| Mounting | Recess |
| Dimensions | 33 x 50mm |

## **Sliding Door Upgrade:**

### Single Glazed Lockable Sliding Door -

Here at the Milwood Group, we provide our Trade Partners with Single Glazed Lockable Sliding Doors which are made from High Quality Aluminium. These provide excellent weather protection and are a cost-effective addition to your Outdoor Living Space.

#### Specification:

* **8mm Toughened Glass:** Providing a robust and durable door system
* **Multi directional:** The sliding doors open and close in both directions giving you the flexibility to create your own desired opening
* **3 and 5 track way:** Offering two track options – therefore providing the facility to operate in both small and large closures
* **Stainless steel handle:** Giving a modern, slick, and minimal looks, making the system more aesthetically pleasing
* **Internal foot lock:** This feature enables you to have an internal releasable lock device
* **External manual lock:** Applying the manual lock provides another barrier of safety
* **Powder Coating:** The aluminium side and top frames will be powder coated to our 6 standard colours. Providing a seamless look and feel
* **Bottom track way left anodised:** With moving parts (wheels) operating within the bottom track this section is left anodized to avoid any paint damage. preventing any paint damage
* **Brush seal:** Each individual piece of glass has a brush seal on the edge to provide greater weather protection when in the closed position

## **Infrared Heaters:**

#### Keep Warm all year round with our California Heaters!

Elevate outdoor living projects with our California Heaters, a pinnacle of style and functionality. This page has all the information you need on the California Heating System – including colour options and technical information.

* **Versatile Warmth:** Enjoy instant, powerful, and comfortable heat in various settings, from home to commercial areas.
* **Stylish Design:** Enhance outdoor spaces with the sleek and contemporary aesthetics.
* **Silent Operation:** Experience quiet and efficient heating without disrupting the ambient environment.
* **Flexible Placement:** Wall-mount or use a portable stand for adaptable positioning, ensuring optimal comfort.
* **Energy Efficiency:** Achieve environmentally friendly warmth, with mirror aluminium reflectors minimizing heat loss.

A pinnacle of outdoor heating innovation that seamlessly blends style with functionality. This state-of-the-art 2kW heater boasts a zero-maintenance design, elevated by a high-quality anodised finish, setting a new standard for outdoor comfort.

* **Heating Element:** Ultra long life Carbon heating lamp (up to 10,000 hours)
* **Voltage:** 220 – 240V 50 Hz
* **Body:** Extruded anodised aluminium
* **Remote Control:** 2 power levels (100% & 50%) & 24 hour timer (24 x 1 hour increments)
* **Available Colours:** Black, Silver, Rose Gold

### **Enhance your Projects to maximise your customers experience:**

**Year-Round Enjoyment:** California heaters ensure your outdoor spaces are usable in all seasons, maximizing their potential.

**Profitable Upselling:** Expand your offerings by recommending the California, a lucrative addition to their product portfolio.

**Enhanced Ambiance:** Elevate outdoor living with the California’s comforting warmth, creating a welcoming atmosphere for extended use.

**Customer Satisfaction:** Keep clients satisfied by extending the usability of their outdoor spaces, fostering loyalty and positive reviews.

**Effortless Integration:** Seamlessly integrate California heaters into existing Milwood Group solutions, providing a comprehensive outdoor living experience for your customers.

### 

### Technical Specifications -

| **Brand** | **Herschel** |
| --- | --- |
| Product weight (kg) | 3.6 |
| Depth (mm) | 135 |
| Height (mm) | 125 |
| Width (mm) | 780 |
| Wattage (w) | 2000 |
| Cable Length (m) | 2 |
| IP Rating | IP65 |
| IEC Class Protection | Class I |
| Suitable for Bathrooms | Not Suitable |
| Outdoor Heat Area - Max (m²) | 9 |
| Outdoor Heat Area - Min (m²) | 5 |
| Room Size - Modern Insulation (m²) | 14 |
| Room Size - Poor Insulation (m²) | 8 |

* **10 Year Guarantee:** Our Verandas are manufactured in the UK to the highest possible quality
* **Warranty:** California Infrared Heaters come with a 2 Year Manufacturer’s Warranty. (Excluding Lamp and Remote Control)
* **Made For Trade:** Easy to price, easy to sell, easy to install & easy to become a Trade Partner – apply today!
* **Designed For Your Customers:** Each project can be designed to suit your customers bespoke requirements due to the extreme versatility and modular design of our systems.

## **RAL Colours:**

#### **Simplicity 6, 16, Xtra, Free**

Standard Colours:

* RAL 7016 Anthracite Grey Textured
* RAL 9005 Jet Black

#### **Simplicity 6, 16**

Also available in:

* RAL 9016 Traffic White Semi-Gloss

#### **Simplicity 35**

Standard Colours:

* RAL 7016 Anthracite Grey Textured
* RAL 9016 Traffic White Textured

#### **Alfresco Contemporary**

Standard Colours:

* RAL 7016 Anthracite Grey Textured

## 

## **Victorian Upgrades:**

* The Victorian Upgrade transforms the Simplicity range into ornate and beautiful shade and shelter structures which enhance the exterior of any building
* Decorative, Victorian style post upgrade which includes posts sleeves and gallows brackets
* Ideal for domestic use to blend in with traditional style dwellings
* Provides a covered area that is in keeping with traditional or historical building styles
* Can be coloured to any standard colour to match the canopy and surrounding area
* Manufactured from robust aluminium

*We provide a comprehensive service that includes installation training, sales and marketing material and survey, quote and order forms to make selling our products a pleasure.*

## **Aluminium Goal Post:**

*Our Aluminium Goal Post Profile Provides an Alternative Freestanding*

*Aluminium Goal Post, 200mm x 120mm profile to use as a goal post structure which can facilitate a freestanding canopy. Designed to be used with the Alfresco, Simplicity 6, 16, 35 and Xtra systems.*

* *This profile must be concreted into the ground using a minimum 600mm cubed foundation hole. Please consider this when allowing for the back height of the canopy where it will fix to the horizontal beam.*
* *Maximum span between uprights of 6m.*
* *Profile weight is 11kg per linear metre so lifting equipment may be required depending on the profile length that you order and is your responsibility to source.*

**Available in our 2 Standard Colours:**

* RAL 7016 Anthracite Grey Textured
* RAL 9005 Jet Black Textured

Goal Post profiles are extruded in 4- & 6-meter lengths. When quoting for goal post you must quote using the nearest standard extruded profile length. The Goal Post profile needs a supporting upright every 6 meters.

## **Roof Glazing Options Available:**

Each product is supplied with different roof glazing options to suit all budgets and style requirements.

#### Alfresco Range Available With:

8mm Toughened Glass | Clear

#### Simplicity 6 & Xtra Available With:

6mm Toughened Glass | **Clear | Grey | Bronze | Green | Blue**

**6mm Self Cleaning | Clear | Blue**

#### Simplicity 16 Available With:

16mm Structured Polycarbonate **| Clear | Opal | Bronze | Grey Heat Shield**

#### Simplicity 35 Available With:

35mm Structured Polycarbonate **| Clear | Opal | Bronze | Opal/Grey Heat Shield**

## **Solar Control Glass:**

*Upsell on your next projects and secure more leads by offering our Solar Panel Glass options,* ***available across all Milwood systems!***

Sunday March 26th saw the UK enter British Summer Time (BST) and the days are noticeably brighter already, with sunset as late as 7:30pm. While the weather may still prove to be inconsistent, now is the time for many of our Trade Partners to secure projects ready for installation in time for the summer months, with Milwood Group’s Solar Panel Glazing options are the must-have optional upgrade!

Each product is supplied with different roof glazing options to suit all budgets and style requirements.

Solar Panel glass has many benefits and is especially useful for outdoor living in a warmer and sunnier climate. It offers your customers additional protection from the elements as it can withstand high temperatures and direct sunlight. Not only will tinted glass cool the space underneath but it will also provide a range of health benefits to its users, including protection against ultraviolet rays.

Whether you’re looking to supply a veranda, canopy, or carport to your customer's home or commercial property, Solar Panel glass is a great way to upsell as the price of our tinted glass options does not come as standard within the system price.

Available in clear, grey, bronze, green, and blue – you’ll be able to supply the perfect tint for your customer's specifications. Our glazing options are easy-to-clean and low maintenance so your customers can feel rest assured that their outdoor living space will look great for years to come!

| **Glazing Options** | **Clear** | **Grey Tint** | **Bronze Tint** | **Green Tint** | **Blue Tint** |
| --- | --- | --- | --- | --- | --- |
| Light Transmission | 88% LF | 44% LF | 50% LF | 73% LF | 57% LF |
| Heat Transmission | 82% SF | 58% SF | 60% SF | 57% SF | 57% SF |

## **Heat Sheild Polycarbonate:**

**Increase Your Summer Profits with the Milwood Group’s Heat Shield Poly | Trade Partners**

It’s essential to us that we support our Trade Partners throughout their lead generation and sales process. Our role as a manufacturer means the success of our Trade Partners is our top priority, along with supplying the most high-quality and cost-effective systems on the market.

We therefore like to offer advice on how our Trade Partners can upsell on their projects to maximise profit margins, simply by providing your customers some optional upgrades that could enhance their outdoor living experience.

Our Simplicity 16 & 35 model verandas, canopies, and carports utilise polycarbonate roofing panels, providing a price-conscious alternative to those looking for an effective solution on a stricter budget. Polycarbonate roofing has many benefits, such as our Triplewall Heat Shield Poly options which offer an ideal solution with summer right around the corner!

**Features & Benefits:**

* Highly robust – Naturally strong with high impact resistance
* UV Resistance – Minimal long-term yellowing while offering natural lighting
* Lightweight – Sheet weight just 7 kg/m2
* Heat Reflecting Properties – Reduces solar gain by up to 50%
* Fire Performance – BS476: Part 7: CLASS 1Y
* 10 year warranty – For peace of mind on your projects

When measured, light transmission is the percentage of light passing through glass or other materials such as polycarbonate. Poly is highly effective at insulating or reducing heat depending on the application.

| **Light Transmission -** | | |
| --- | --- | --- |
| **Colour** | **Light** | **Solar** |
| Clear | 77% | 73% |
| Bronze | 18% | 44% |
| Opal | 42% | 47% |
| Heatguard (EG) | 20% | 19 |