



Home  
Transformation  
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# 2018 PATIO COVER BUYERS GUIDE:

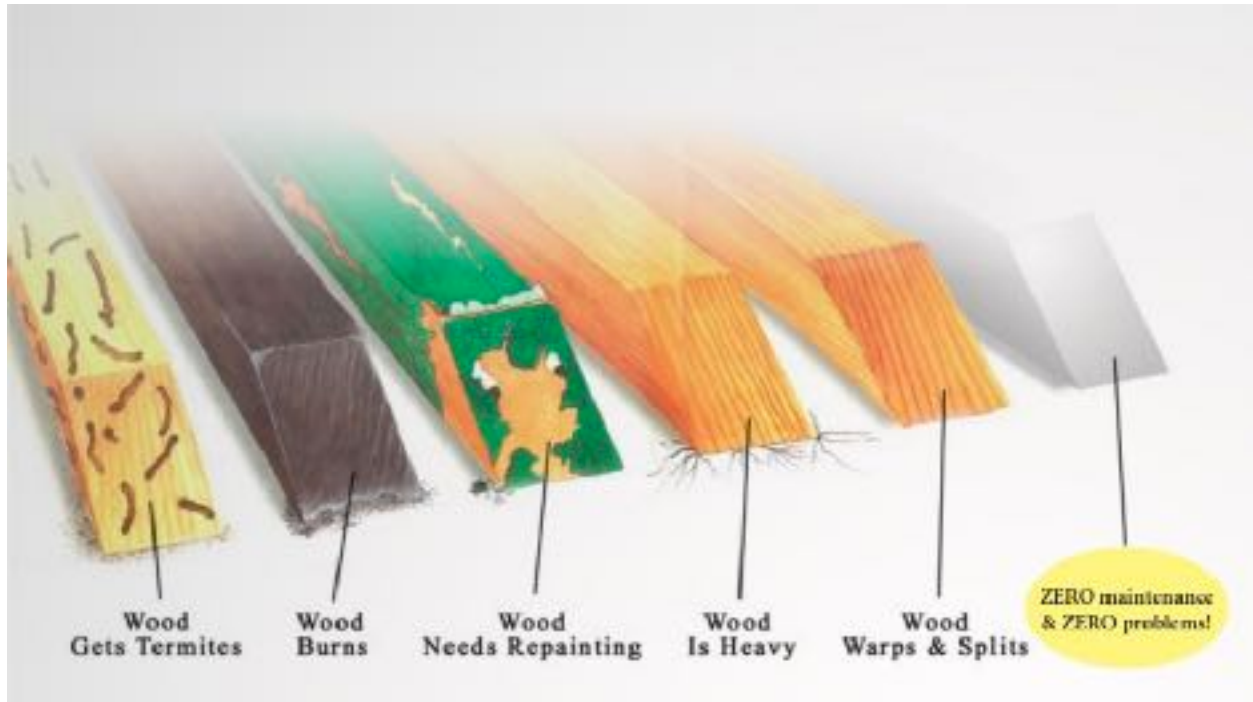
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## WHICH MATERIALS?

Your first decision is which materials you want to use. There's only a couple choices these days. You can choose either...

### WOOD VS ALUMINUM/STEEL



**Wood** covers were once cheaper to build, however, due to the constantly rising costs of lumber, that price gap has narrowed. And no one can deny that fresh cut redwood smell! Unfortunately, both the wood and smell fades fast. Combine that with the high costs and time investment for proper maintenance, wood covers are rarely the best choice for today's busy family.

**Aluminum** and steel are now the materials of choice. First, they don't deteriorate or rot with time. Second, they require ZERO MAINTENANCE. Third, they come with a lifetime warranty, however, finish warranties may differ - so you'll need to ask your dealer for specifics.

## Aluminum Covers come in (3) distinct styles.

\* Solid (insulated or not) \* Lattice tubes (2x2 mostly) \* Hybrid (opens & closes)



## CHOOSING SOLID OR LATTICE (OR BOTH)?

The decision between building a solid vs. lattice cover usually boils down to one question. What are you going to use your space for. If your desire is to use the space year round, whether rain or shine, then of course a solid cover will be most accommodating. If, however, you are simply wanting shade and protection against the direct sun (without cutting too much light) then a lattice cover may be the right choice. If you're looking for the maximum heat/cold protection available, with the option of enclosing your patio later into a sunroom - then a Solid Insulated Cover system would be your best bet.

And, last but not least, if you can't seem to make up your mind about whether you want solid or lattice... well, do both! It's becoming quite common for us to design half'n'half systems or even to divide a system into symmetrical thirds - like a solid/lattice/solid design. But, if you simply want the very best of both ideas along the whole thing - then a custom sized louvered system is available.



## WHEN SHOULD YOU GO LOUVERED?



If you love clean modern architectural design and have a “no compromise” philosophy about your home, then the EQUINOX LOUVERED ROOF SYSTEM may be the perfect choice for you. By using a two tone color scheme and custom column upgrades, I simply can’t deny the beauty and function of this system. It is by far my favorite patio cover system of all the systems that are offered. It’s simply stunning and your neighbors will be as impressed as you. Don’t pack it in at the first drizzle or sit in the dark any longer. Now you can push a button and stay dry and bright!

# COLOR OPTIONS!



Picking a color isn't always easy. Not because you were really hoping for that bright chartreuse, but rather, because it's hard to know where to start. Let me help. Take a look at your home's base wall color, trim color - but also concrete or paver color! This is a great way to tie all the color elements of your property together. I'm a big fan of two tone patio cover systems for this reason. And, if you simply can't make up

your mind.. my oldest daughter says that white works with everything... even pink.

## CHOOSING THE RIGHT CONTRACTOR...



This is by far the most critical part of your patio cover install. It doesn't matter how good the manufacturer is, or how good a price you paid - if the cover is installed improperly. I once heard a wise business owner say **“The stench of poor service, poor product, or poor support lingers long after the sweet smell of a cheap price has faded!”** So, clearly, choosing a quality contractor is important. Doing so, however, is not so easy. I personally know of three local contractors who have maintained A ratings with the BBB despite having dozens of frustrated customers. How? by threatening to sue and lien homeowners homes. The last thing anyone wants is to be caught up in a lawsuit or lien. Usually at the first attorney letter, homeowners rescind their complaints and quietly go about fixing the installs themselves, or through the help of another contractor - at their personal expense.

# HOW TO GET THE BEST PRICE

**This is what you really want to know right?! lol.**



**1.) TIME YOUR PROJECT** for special sales & promotions like home shows. Contractors will also have sales when they are looking to fill open install dates (think winter time). Why? Because they have a lot of time, money, and energy invested in their installers. They'll offer rock-bottom prices just to keep their crews busy until they're fully booked later - at higher retail prices. **Winter and Early Spring (Jan/Feb) is by far the best time, and you can potentially save thousands on your project!**

**2.) AVOID LARGE COMPANIES WITH COMMISSIONED SALES TEAMS!** This is a surefire method of paying way too much while getting heavy handed sales techniques thrown at you. These “free, “no pressure” estimates” often end with you having to ask the sales rep to leave because they won't take no for an answer... not fun.

**3.) FIND A SMALL, BUT PROVEN CONTRACTOR.** Sure, those big companies offer quite the dog and pony show at your kitchen table, but are you paying for a sales performance and commission - or a project? Wouldn't it be better to **save your money - and just pay for the actual work you want?**

**Ready to talk to us about your project? How can we help?**

**Call us at 916.285.5417**