

Watermark Villas



Outdoor Living Proposal

May 2020



SUITE OUTDOORS

Outdoor Living Experts

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SUITE OUTDOORS

Outdoor Living Experts

Suite Outdoors is pleased to present the enclosed proposal for resident and board review. In light of recent requests from residents to enhance and better utilize their outdoor living areas, we are excited to offer solutions for both the upper and lower deck areas. Included in our proposal is the following:

- Selections Binder – Includes product information and selections on both Phantom motorized screens and StruXure adjustable pergolas
- Renderings to visually demonstrate the appearance of the products on a Watermark Villa residence. The full set of renderings and drone video of a similar application can be found at: phantomscreensofcalgary.com/watermark-villas
- Case study of another luxury villa project in SE Calgary in which we have board pre-approval for both the upper and lower deck areas
- Our suggested colour and mesh selections for Watermark Villas
- Preferred pricing models for residents and also a one-time bulk order group offering

We are very grateful with our existing partnership on our Phantom screen doors as over half of the residents have purchased at least one unit for their homes. We look forward to another successful collaboration with Watermark Villas and thank you again for this opportunity.

Sincerely,

Tim Tischer
General Manager













Case Study: The Villas of Riverstone



The Villas of Riverstone are Luxury Villas located on the Bow River in South East Calgary. They are similar in style and layout to Watermark Villas.

In 2018, the Villas of Riverstone approved StruXure adjustable pergolas for the upper deck along with Phantom motorized retractable screens for both the upper deck and walkout areas. Doing so allowed residents to transform their outdoor living experience and create spaces that could be enjoyed year round.



No longer does sun, wind, rain, or bugs chase residents indoors. The most common feedback is that this investment becomes one of the most utilized areas of their homes.



Enclosed
50%
Lower Deck

Results to Date

Enclosed
25%
Upper Deck

INTRODUCTION

We have proudly been servicing Calgary and Southern Alberta since 1992 and have built our business on product excellence and outstanding customer service. Our Phantom motorized screens come in a variety of mesh selections to enhance the outdoor living experience. All selections will have insect protection however the openness of the fabric will determine the amount of privacy, heat retention, and wind protection they provide. The 90% closed (10% open) is the most common selection in Calgary and area as will block the most sun and wind while also allowing the space to be used longer throughout the year due to increased temperature retention. The majority of screens in the Watermark community do indeed feature this same selection.

Our pergolas by StruXure Outdoor have become increasingly popular in recent years as they allow the same comfort that can be achieved from a covered opening without compromising the outdoor experience. The blades are adjustable allowing the homeowner to choose the desired amount of sun or shade. They also create a water tight seal to keep the area dry when it is raining and the blades are closed allowing owners to leave their patio furniture out year round. StruXure pergolas are engineered to meet Alberta Building codes to meet snow-load requirements. Each pergola is completely customizable and every system is unique to each homeowner. Many integrations are possible including rain sensors, heating, automation, recessed lighting, and motorized retractable screens.

PROPOSAL

We are proposing a preferred pricing model of 10% off throughout 2020 as well as a one-time additional 10% off volume discount for group ordering done by June 30, 2020 or otherwise specified by the board. The requirements of the group ordering discount are as follows:

- Phantom Motorized Screens – A minimum quantity of 5 residences (15 units total) to qualify
- StruXure Adjustable Pergolas – A minimum quantity of 5 residences to qualify

Pricing for the StruXure adjustable pergolas are highly dependent on the level of customization and accessories chosen so will have to be quoted on an individual basis. Based on the size of each unit's deck area the pergolas would start around the \$20,000 mark. Options and selections for the pergolas can be found on our website at: phantomscreensofcalgary.com/struxure-selections

Pricing for the Phantom motorized screens for the walkout area should be uniform for the majority of the units and have prepared the following quotations to reflect our discounted pricing. In the event any unit differs in size or layout our quote will be updated accordingly for that specific resident.

4867 – Phantom Motorized Screens – Group Rate for those ordered together by June 30, 2020

4882 – Phantom Motorized Screens – Rate for those that order individually prior to December 31, 2020

Invoicing will be handled directly with each homeowner with a 50% deposit required at the time of ordering. Available methods of payment are cash, cheque, EFT, or e-transfer.

Our recommended selections for Watermark Villas are as follows:

- StruXure Adjustable Pergola: Black Frame with Adobe Louver Blades
- Phantom Motorized Screens: Black Frame with 90% black mesh



What Makes Phantom Better?

✓ **Industry Leader**

Phantom Screens is recognized globally by homeowners and professionals as the industry leader for retractable screen solutions. Our brand has been built on creating high quality retractable screens with a 96% customer satisfaction rating. Every Phantom Screen is professionally installed and we offer year-round installation and service.

✓ **CSA Certified & ETL Listed**

Phantom Screens conform to both the American UL and the Canadian CSA electrical standard. Phantom Screens are the only motorized screens in North America to be ETL listed, meaning they have been tested and meet the minimum requirements of prescribed product safety standards. This is very important to all homeowners and builders to ensure that the product on their homes are safe, meet building codes, and will create a seamless process for building and electrical inspections.

✓ **Longevity & Innovation**

In 1992, Phantom Screens introduced North America to retractable screens and added motorized screens to its product offerings in 2000. For over 25 years, our screens have a proven history of quality and innovation and along with that comes an unparalleled wealth of knowledge and expertise.

✓ **Service & Warranty**

We are committed that our screens provide years of dependable service for our clients. We stand behind our products and our craftsmanship knowing that our reputation is built on unmatched customer service.

✓ **Premium Powder Coating**

We go above and beyond the industry standard and utilize a high quality, two step powder process to ensure our screens will stand the test of time. The pre-coat is a high performance AAMA 2605 followed by a pigment coat. AAMA 2605 is the highest standard available and offers superior performance.

✓ **Quality & Design**

Attention to detail can be seen in the design of our screens such as utilizing a more robust fastening system to keep the mesh secure in our tracks. This makes it much less likely for our screens to be damaged by strong winds compared to other screen manufacturers. With early planning, Phantom Screens can be recessed to create a seamless, integrated finish within your home.

✓ **Made in Canada**

Phantom Screens are custom made and manufactured in Abbotsford, British Columbia.

NAME: _____

STREET: _____










CITY: _____

QUOTE/PO#: _____

Comments:

SIGNATURE: _____

HOUSING COLOUR

- ☐ WHITE 
- ☐ ALMOND 
- ☐ SANDALWOOD 
- ☐ DRIFTWOOD 
- ☐ GREY 
- ☐ BRONZE 
- ☐ BROWN 
- ☐ GREEN 
- ☐ BLACK 
- ☐ CUSTOM : _____

TRACK COLOUR

- ☐ SAME AS HOUSING _____
- ☐ OTHER : _____

MESH TYPE

- ☐ 55% BLACK
- ☐ 80% BLACK
- ☐ 90% BLACK
- ☐ OTHER : _____

SEAM REQUIREMENTS

- ☐ N/A
- ☐ YES , DETAILS BELOW

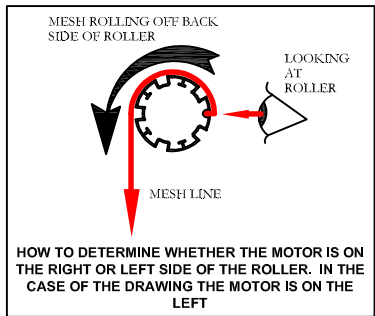
OFFICE USE ONLY:

UNIT(S):

SEAM HEIGHT (FROM BOTTOM):

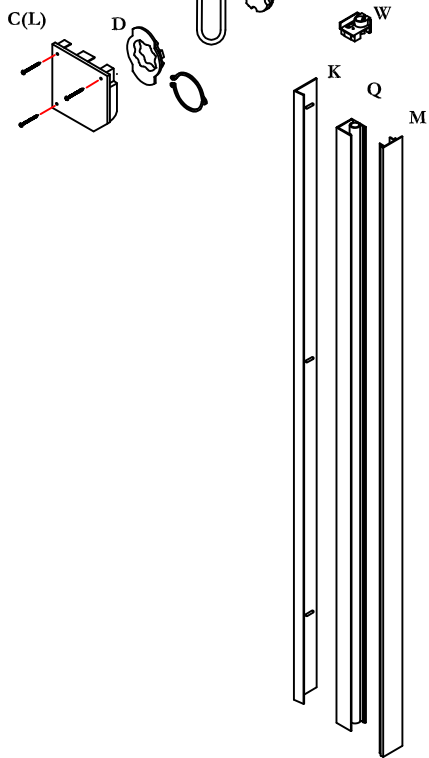
Motorized Retractable Wall Screen Design Specification- System With Standard Side Track (V2A) SOMFY LT50 (Exploded View)

FOR ILLUSTRATION PURPOSES - NOT DRAWN TO SCALE



Parts Spec

- A Housing Assembly (Top and Back)
(5-1/2" W x 5-1/2" H or 7-1/8" W x 7-1/8" H)
- B Housing Cover (Angled Style)
- C End Cap (L & R) c/w Fasteners
- D Motor Bracket (with Retainer, Stainless Steel, to C)
- E Idler Bearing (Retainer Ringed, Stainless Steel, to C)
- F Electric Motor
- G Roller Assembly (4" / 5") c/w Inserts (L & R)
- H Spring Idler
- I Idler Assembly Retainer Clips
- J Drive Gear (Motor Crown)
- K Mounting Angle (1 x 2" or 2 x 2")



Parts Spec Continued

- L PVC Coated Fiberglass Mesh
or other - see Mesh Specifications
- M Side Track Cover
- N Slide Bar
- O Bottom Seal - 4" Shown (Other Options Available)
- P Zipper (Around All Sides)
- Q Standard Side Track (V2A)
- R Probe Assembly (3" or 6")
- S Smart Stop
- T #6 x 1/2" Securing Screws (Tab to Probe)
- U Not Allocated
- V Brush Seal 1" W (Optional)
- W Track Entry Guide (Optional)

3. Title Change	03/01/18
2. Add Smart Stop	02/12/15
1. Change Slide Bar and Probe to Universal Version.	02/12/15

Description of Revision

Creator:	Date:	Revision:	
NDR	05/13/2013	Rev: 03	
Drawing Title:			
PSEXECPRODDESIGNSPEC-SOMFY06(B)			
© 2013 Phantom Mfg. Intl Ltd.			Scale:
			NTS

Motorized Retractable Wall Screen

Design Specifications-

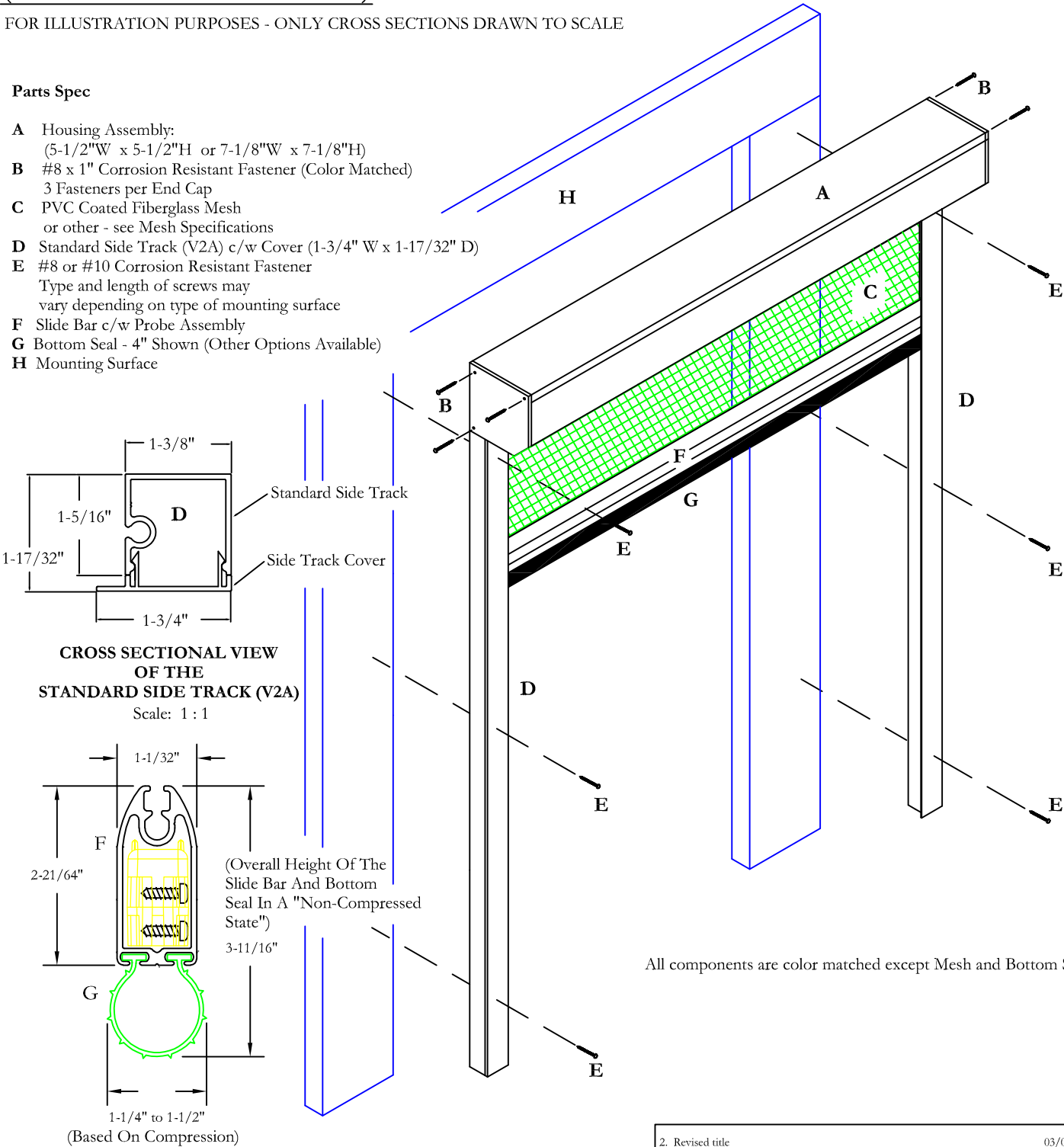
System With Standard Side Track (V2A)

(External Assembled View)

FOR ILLUSTRATION PURPOSES - ONLY CROSS SECTIONS DRAWN TO SCALE

Parts Spec

- A Housing Assembly:
(5-1/2"W x 5-1/2"H or 7-1/8"W x 7-1/8"H)
- B #8 x 1" Corrosion Resistant Fastener (Color Matched)
3 Fasteners per End Cap
- C PVC Coated Fiberglass Mesh
or other - see Mesh Specifications
- D Standard Side Track (V2A) c/w Cover (1-3/4" W x 1-17/32" D)
- E #8 or #10 Corrosion Resistant Fastener
Type and length of screws may
vary depending on type of mounting surface
- F Slide Bar c/w Probe Assembly
- G Bottom Seal - 4" Shown (Other Options Available)
- H Mounting Surface



All components are color matched except Mesh and Bottom Seal.

2. Revised title		03/01/18
1. Change Slide Bar and Probe to Universal Version		09/13/18
Description of Revision		
Creator:	Date:	Revision:
NDR	05/13/2013	Rev: 02
Drawing Title:		
PSEXECPRODDESIGNSPEC06(A)		
© 2013 Phantom Mfg. Intl Ltd.		Scale:
		As Shown

Note(s):
Effective June 01/2009 all SIMU Type 5 Motors are being replaced
with the SOMFY LT50 Motors.

Quote



SUITE OUTDOORS

Outdoor Living Experts

Quote: 4867

Date Issued: 05/22/2020

To: Watermark Villas

Watermark Villas

ROCKY VIEW COUNTY, AB T3L 0E2

Attn. To: Watermark Villas

Prepared By:

Suite Outdoors

101 - 5723 10th Street NE

CALGARY, AB T2E 8W7

Phone: (403) 295-6455

Fax: (403) 295-6457

Email: info@suiteoutdoors.com

Web: <http://www.phantomscreensofcalgary.com>

Service Rep.	Valid Until
Tim Tischer	06/30/2020

#	Charge	Description	Qty	Price	Line Total
1.	U19	WALKOUT - Supply and installation of a Phantom motorized screen up to 19' wide and 11' drop.	1	\$4,700.00	\$4,700.00
2.	U10	WALKOUT - Supply and installation of a Phantom motorized screen up to 10' wide and 11' drop.	1	\$3,600.00	\$3,600.00
3.	U6	WALKOUT - Supply and installation of a Phantom motorized screen up to 6' wide and 11' drop.	1	\$2,950.00	\$2,950.00
4.	Discount on Motorized Screens	10% discount for Watermark Villas residents. Limited time offer and valid until December 31, 2020. Available payment terms are EFT, e-transfer, cheque or cash.	1	\$-1,125.00	\$-1,125.00
5.	Discount on Motorized Screens	One time offer of an additional 10% discount for same time order and installation. Minimum group order volume of 15 units to qualify for special pricing discount. Suggested deadline for order placement June 30, 2020 but to be confirmed with the board.	1	\$-1,125.00	\$-1,125.00

Tax Reference: 13435 9553RT

Subtotal	\$9,000.00
GST (5.0000%)	\$450.00
Total	\$9,450.00

Notes:

Phantom Motorized Screens come with a limited lifetime warranty on all parts excluding mesh and a five year warranty on the motor. Mesh is not guaranteed but is replaceable. Installation is approximately three to four weeks after final measure with a fifty percent deposit or purchase order required at confirmation.

Pricing includes installation within a forty kilometer radius of Calgary with specifications as indicated and includes one hand-held wireless remote control. Custom colours, extra controls, premium mesh options, custom build outs, and travel charges if required are an additional cost.

Notes:

Each unit draws 1.6 amps and requires electrical supply (110-volt). The customer is responsible to have electrical in place prior to installation. Technical information including AutoCAD formats can be found at www.phantomsscreensofcalgary.com.


Photography may be taken on site before and/or after job completion. These photos may be used for social media purposes or other forms of advertising. No names, addresses or individuals will appear in the photo(s) without prior written consent.

Payment of deposit can be made via cash, cheque, Interac e-transfer, electronic fund transfer.

By signing this form I agree to and confirm the following: I certify that I am the registered owner of the above project property, or have the legal permission to authorize the work as stated. I agree to pay the total project price and understand that this work will be completed in accordance with industry best practices. I understand that payment is due in full upon completion.

This quote is subject to adjustment upon final measure and for clerical errors or omissions.

Estimator Signature:

Signed By:  Tim Tischer

Date: 05/24/2020 05:18 PM

To accept quotation please sign and date below:

Signed By:

Date:

Quote



SUITE OUTDOORS

Outdoor Living Experts

Quote: 4882

Date Issued: 05/24/2020

To: Watermark Villas

Watermark Villas

ROCKY VIEW COUNTY, AB T3L 0E2

Attn. To: Watermark Villas

Prepared By:

Suite Outdoors

101 - 5723 10th Street NE

CALGARY, AB T2E 8W7

Phone: (403) 295-6455

Fax: (403) 295-6457

Email: info@suiteoutdoors.com

Web: <http://www.phantomsofcalgary.com>

Service Rep.	Valid Until
Tim Tischer	12/31/2020

#	Charge	Description	Qty	Price	Line Total
1.	U19	WALKOUT - Supply and installation of a Phantom motorized screen up to 19' wide and 11' drop.	1	\$4,700.00	\$4,700.00
2.	U10	WALKOUT - Supply and installation of a Phantom motorized screen up to 10' wide and 11' drop.	1	\$3,600.00	\$3,600.00
3.	U6	WALKOUT - Supply and installation of a Phantom motorized screen up to 6' wide and 11' drop.	1	\$2,950.00	\$2,950.00
4.	Discount on Motorized Screens	10% discount for Watermark Villas residents. Limited time offer and valid until December 31, 2020. Available payment terms are EFT, e-transfer, cheque or cash.	1	\$-1,125.00	\$-1,125.00

Tax Reference: 13435 9553RT

Subtotal	\$10,125.00
GST (5.0000%)	\$506.25
Total	\$10,631.25

Notes:

Phantom Motorized Screens come with a limited lifetime warranty on all parts excluding mesh and a five year warranty on the motor. Mesh is not guaranteed but is replaceable. Installation is approximately three to four weeks after final measure with a fifty percent deposit or purchase order required at confirmation.

Pricing includes installation within a forty kilometer radius of Calgary with specifications as indicated and includes one hand-held wireless remote control. Custom colours, extra controls, premium mesh options, custom build outs, and travel charges if required are an additional cost.

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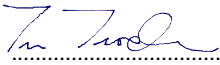
Payment of deposit can be made via cash, cheque, Interac e-transfer, electronic fund transfer.

Notes:

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This quote is subject to adjustment upon final measure and for clerical errors or omissions.

Estimator Signature:

Signed By:  Tim Tischer Date: 05/24/2020 05:08 PM

To accept quotation please sign and date below:

Signed By: Date:







What Makes StruXure Better?

✓ **Built Right**

Fully extruded, thicker gauge aluminum and larger posts are standard with the StruXure adjustable pergola system. We use smaller louver blades, meaning better protection and a higher load capacity. We ensure each system is code compliant and built to pass required building inspections and permitting. Installation can be done year-round by our certified factory trained professionals.

✓ **Patented Design & Innovation**

- Interlocking Louvers – Eliminates dripping between the louvers and can hold up to 50% more water compared to other louver designs.
- Beam Corner Connectors – Eliminates visible cut marks and unsightly screws still used by competitors. The corner connectors add an elegant exterior finish while increasing the system's structural capacity.
- Pass-through Gutter Connector – Eliminates the need to have redundant drainage locations by connecting gutters in multiple zone applications.
- Commercial Applications – Larger beam sizes and gutters are available for increased load capacity and water management.
- Post options – Larger posts increase the structural capacity while also allows for a hidden internal downspout option inside the post. Our "Vanish" post and cavity option also allows for motorized screens to be recessed and disappear.

✓ **Premium Powder Coating Process**

We go above and beyond the industry standard and utilize a high quality, two step powder process for superior bonding. StruXure uses a premium chemical texture which costs more but is worth it.

✓ **Automation and Integration**

StruXure systems can connect to your phone, smart device, and link with home automation to provide ultimate control over your system. Rain, wind and sun sensors can also be integrated for protection in all types of weather conditions.

✓ **Made to Order**

Each StruXure system is custom made in North America and designed for its application. It is cut to size in factory before powder coating eliminating raw exposed edges. Since cuts are not needed on site it also reduces the install and clean up time.

✓ **Accessories**

No two systems are alike. Lighting, heaters, motorized screens and many more options can be incorporated to create a system unique to you.

NAME: _____

STREET: _____

CITY: _____

QUOTE/PO#: _____

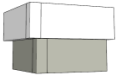






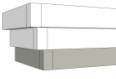
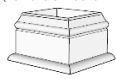
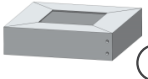

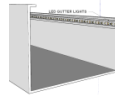

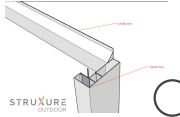
FRAME

- ☐ WHITE ☐
☐ TAN ☐
☐ BRONZE ☐
☐ ADOBE ☐
☐ TEX GREY ☐
☐ TEX BLACK ☐
☐ CUST RAL# _____

LOUVER

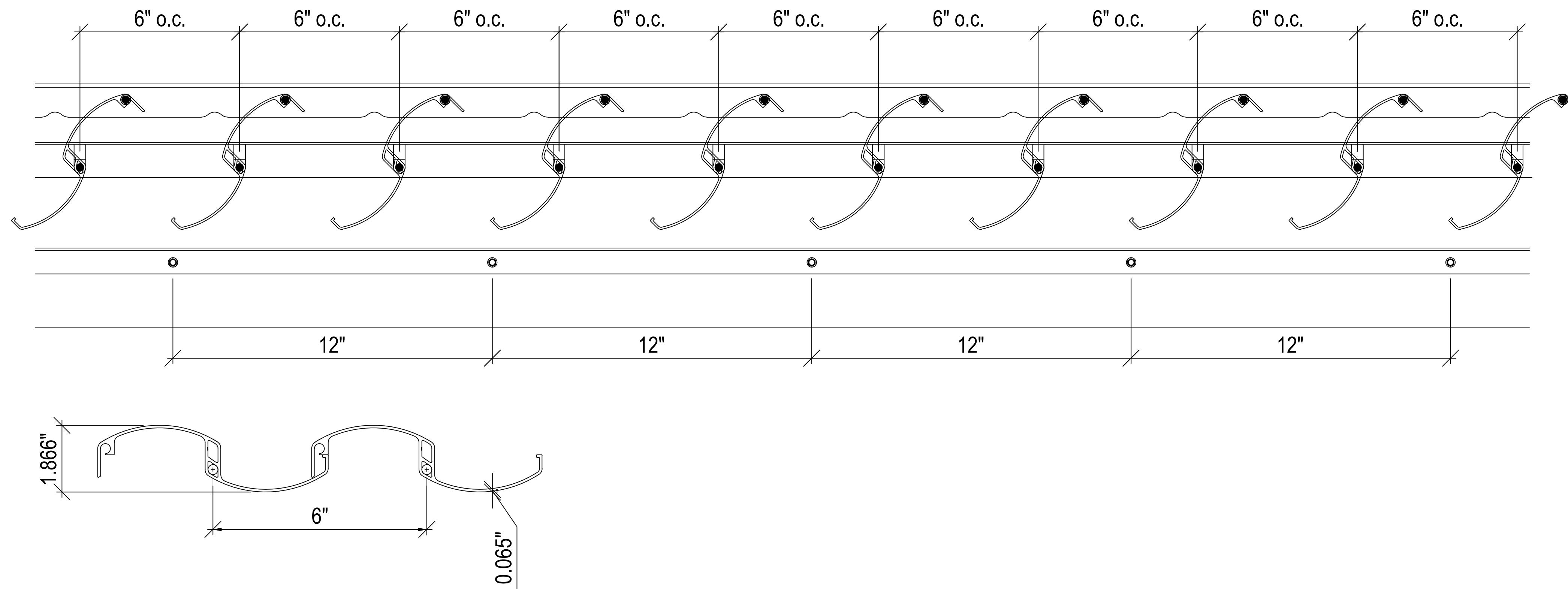
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☐ TAN ☐
☐ BRONZE ☐
☐ ADOBE ☐
☐ TEX GREY ☐
☐ TEX BLACK ☐
☐ CUST RAL# _____

OPTIONS

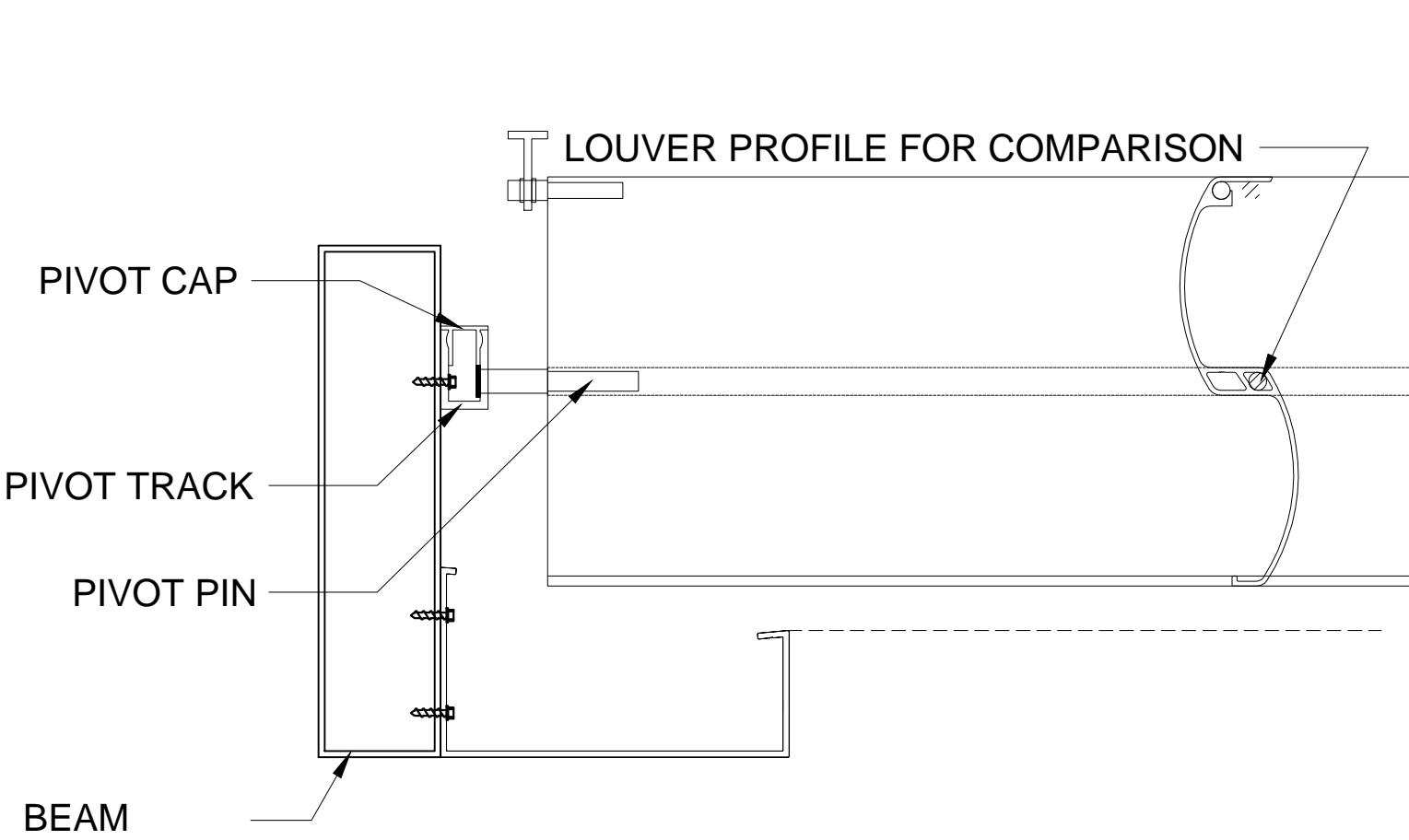
CORNICE-1 STEP  <input type="radio"/>	CHARLESTON CAP (FOR 6" & 8" POSTS ONLY)  <input type="radio"/>	CORBEL / PERGOLA CUT  <input type="radio"/>	LED CAN LIGHTS (Light Track Required)  <input type="radio"/>	WALL SCONCE  <input type="radio"/>	HOME AUTOMATION AND SENSORS  <input type="radio"/>	MOTORIZED SCREENS  <input type="radio"/>
CORNICE-2 STEP  <input type="radio"/>	SAVANNAH BASE (FOR 6" & 8" POSTS)  <input type="radio"/>	2-PIECE BASE (FOR 6" & 8" POSTS ONLY)  <input type="radio"/>	LIGHT TRACK  <input type="radio"/>	LED GUTTER LIGHTS  <input type="radio"/>	HEATERS  <input type="radio"/>	VANISH SYSTEM  <input type="radio"/>

NOTES/OTHER (please describe):

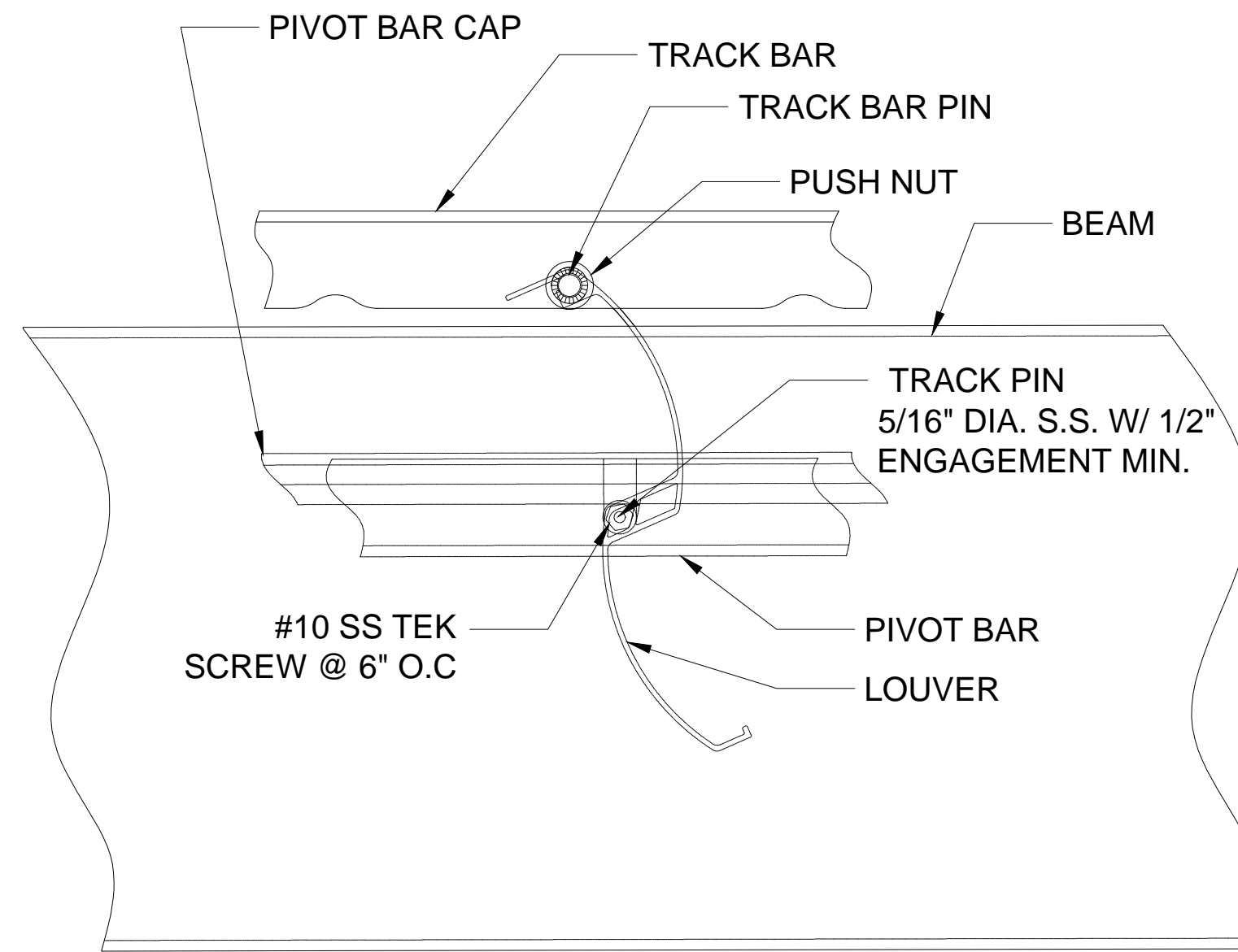
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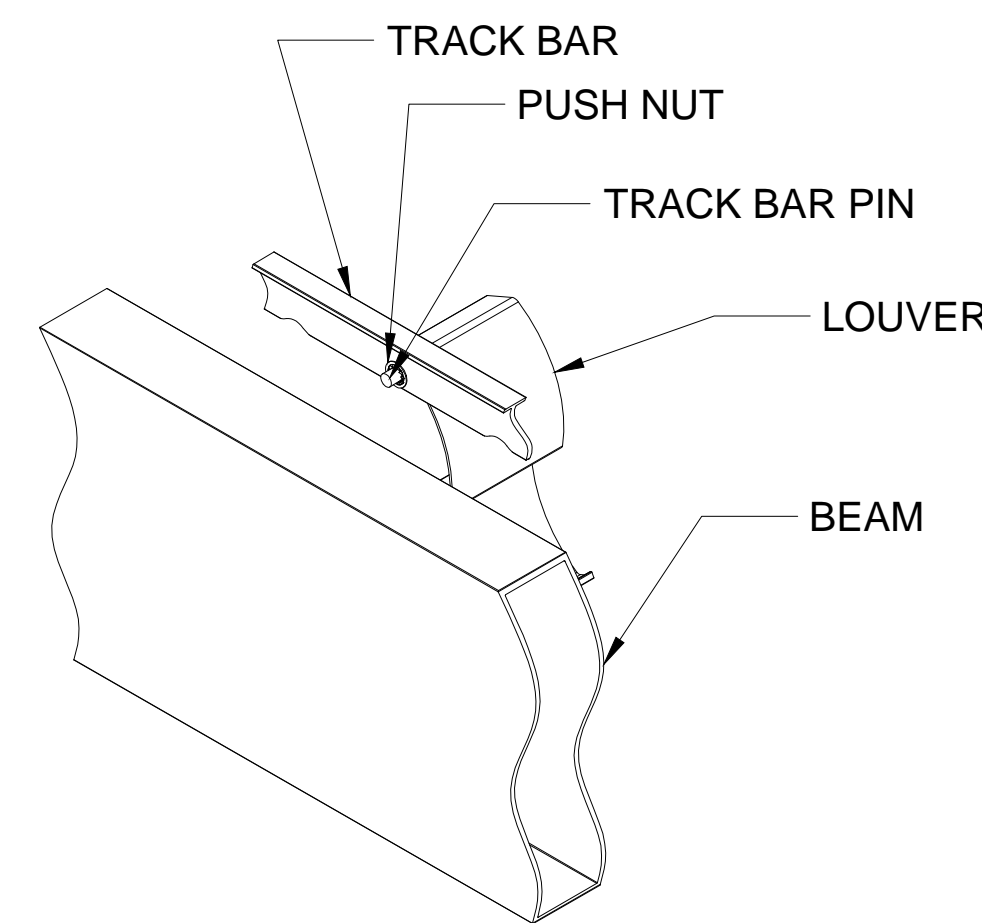
LOUVERS DETAIL



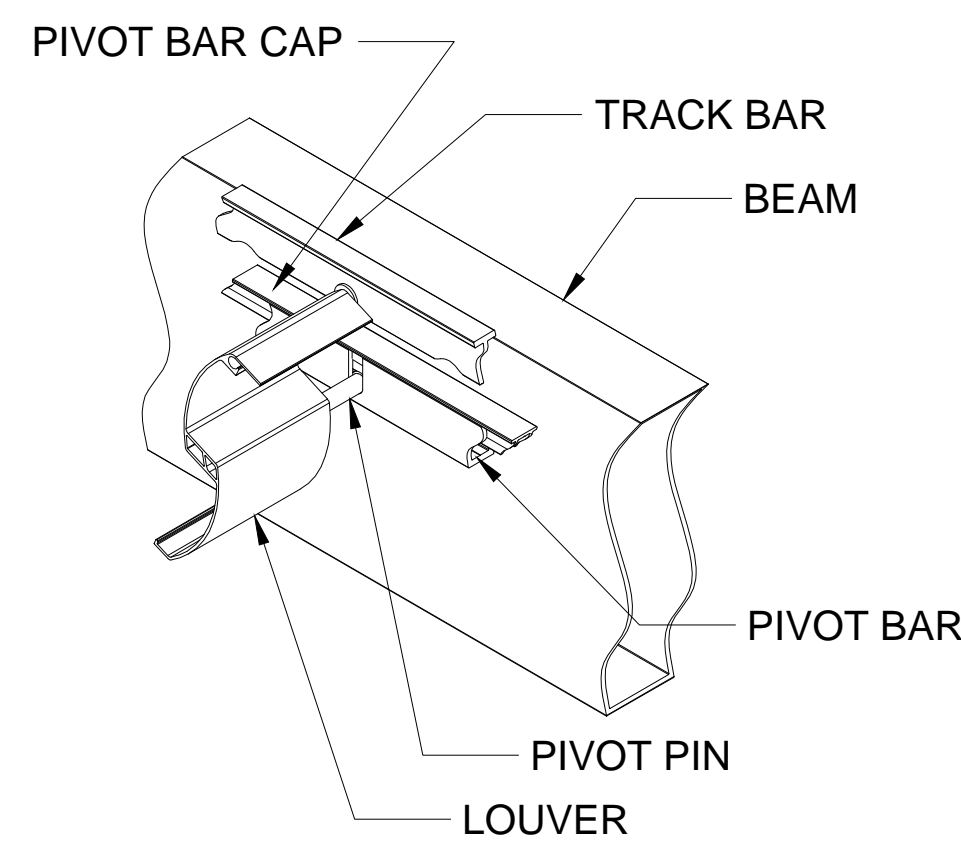
LOUVERS TO BEAM CONNECTION



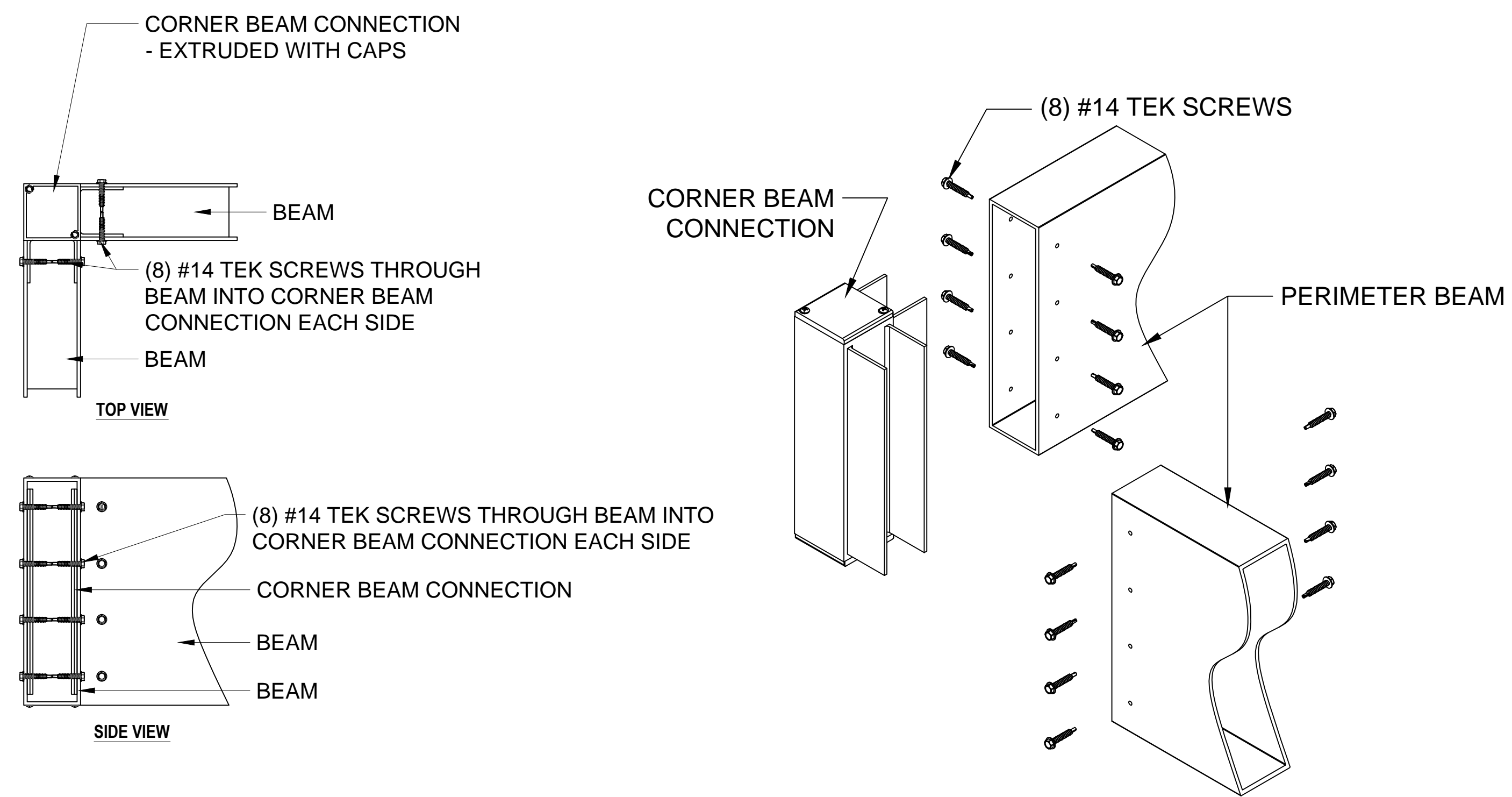
SIDE VIEW



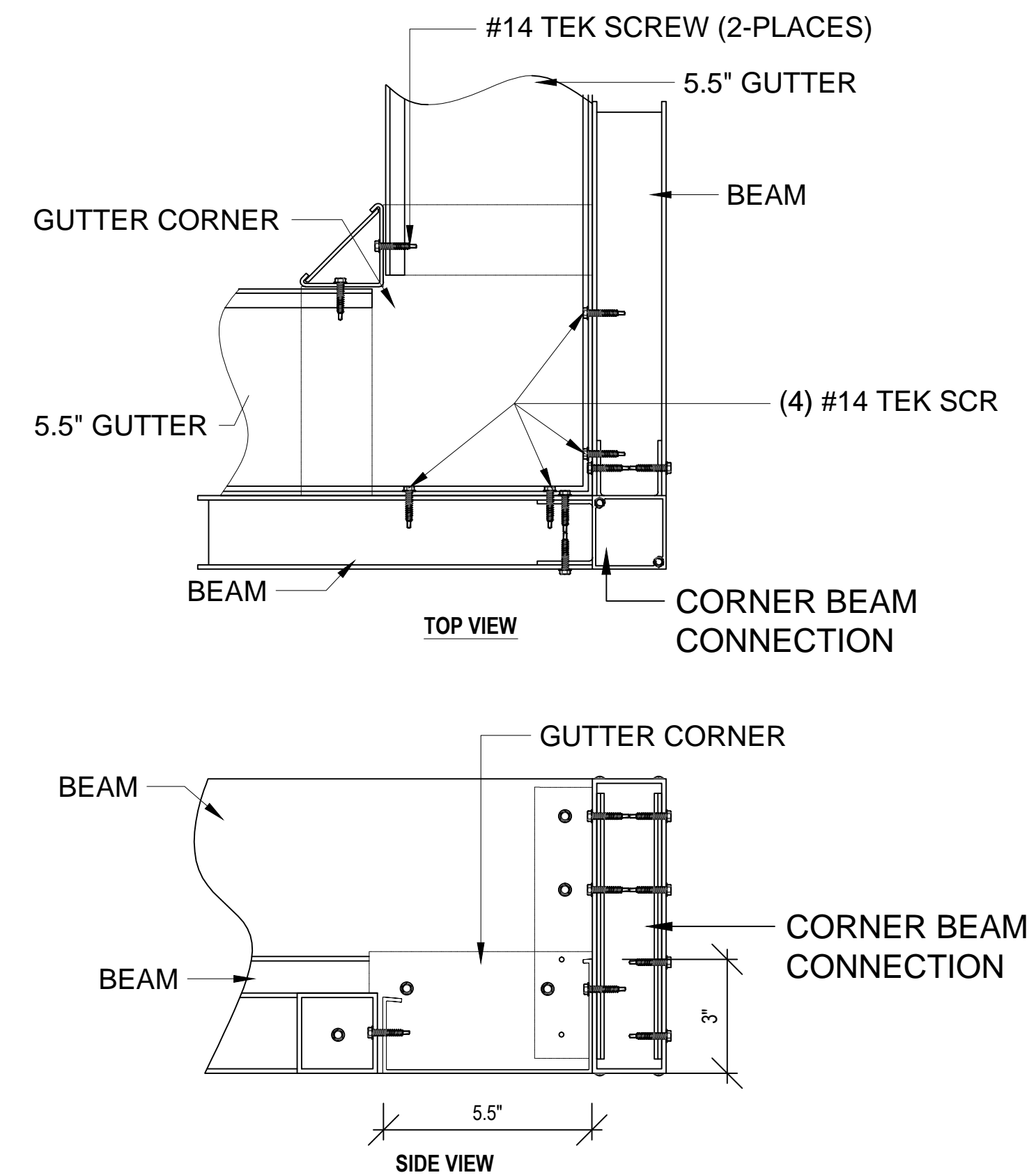
ISOMETRIC OUT-SIDE VIEW



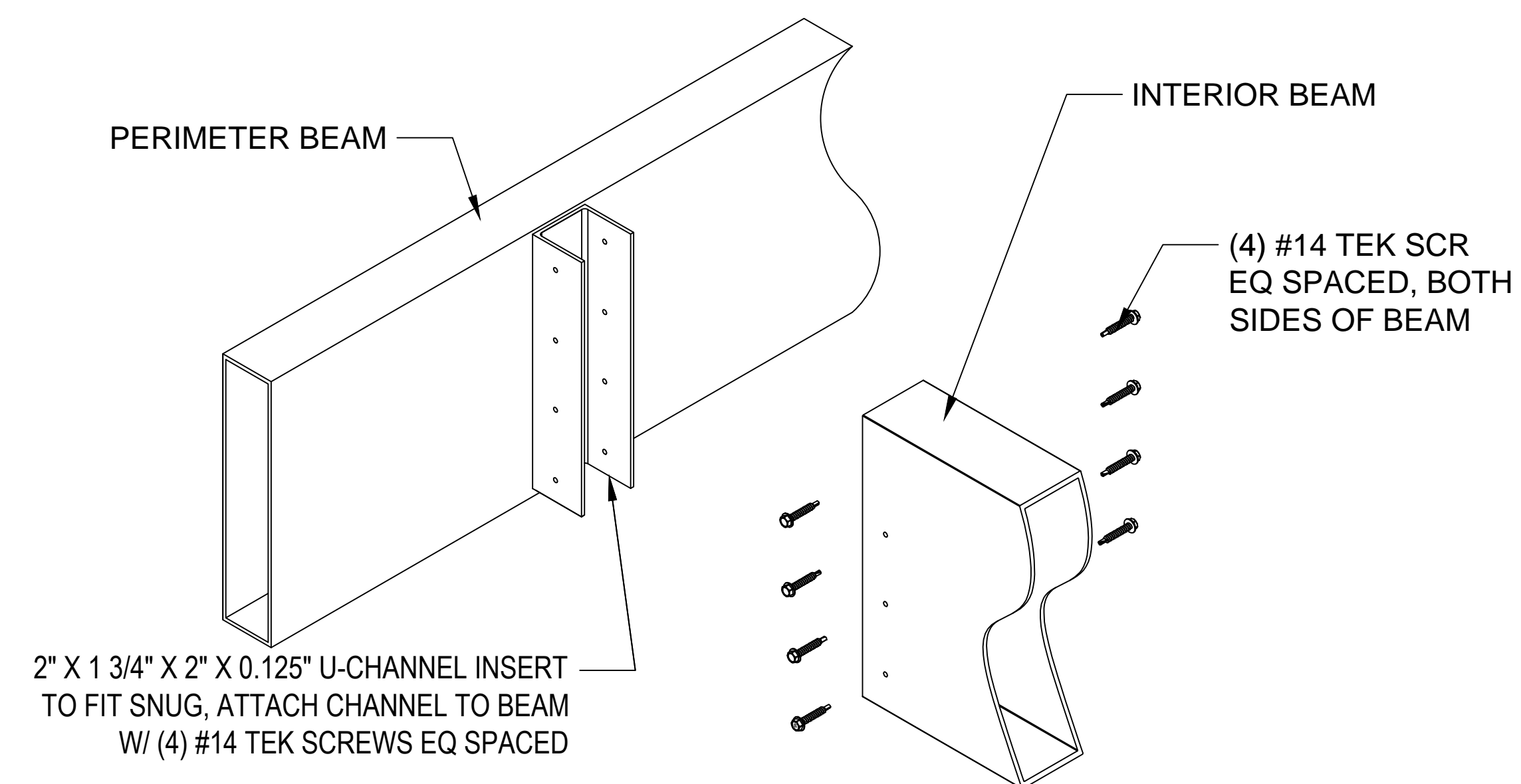
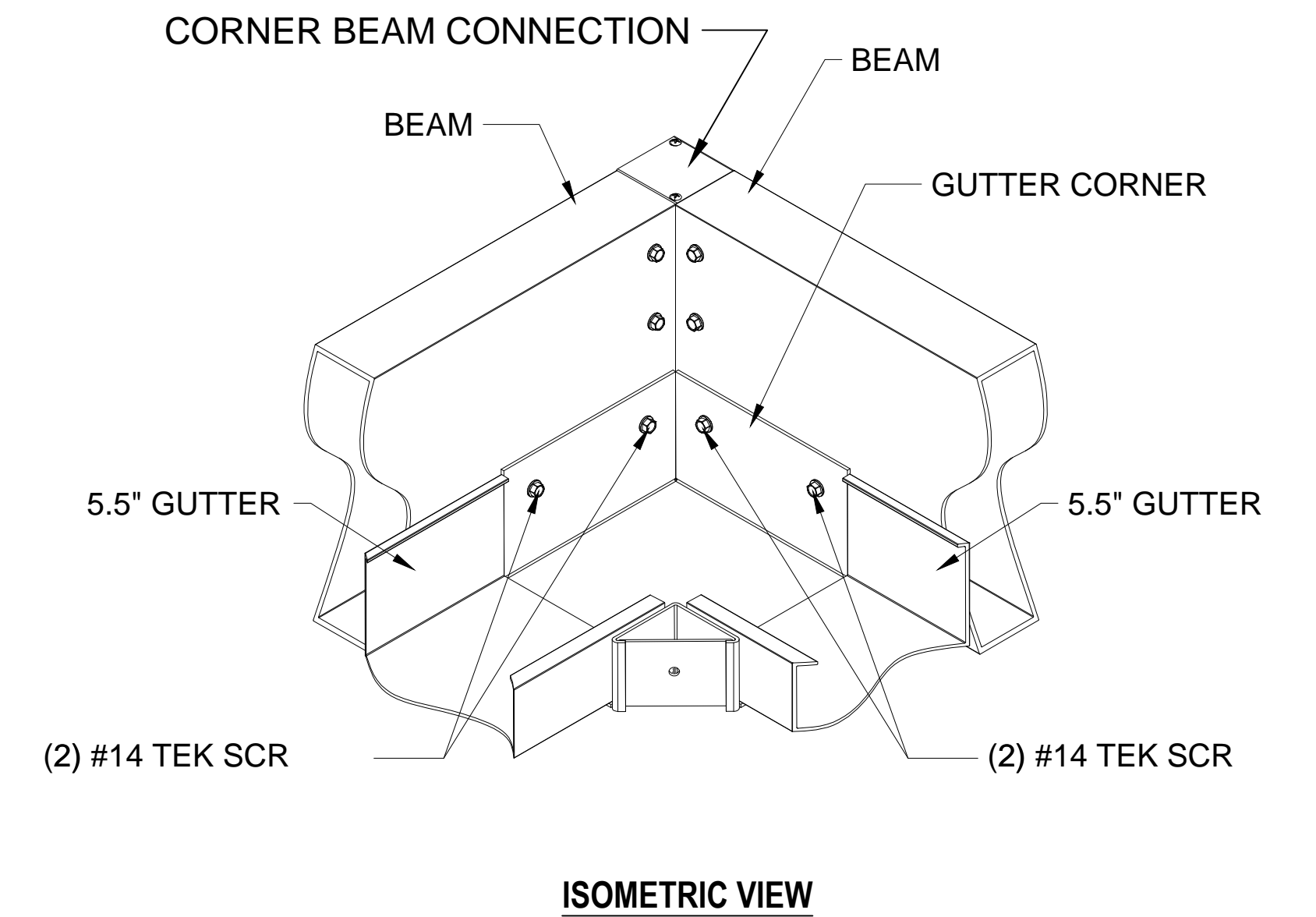
ISOMETRIC IN-SIDE VIEW



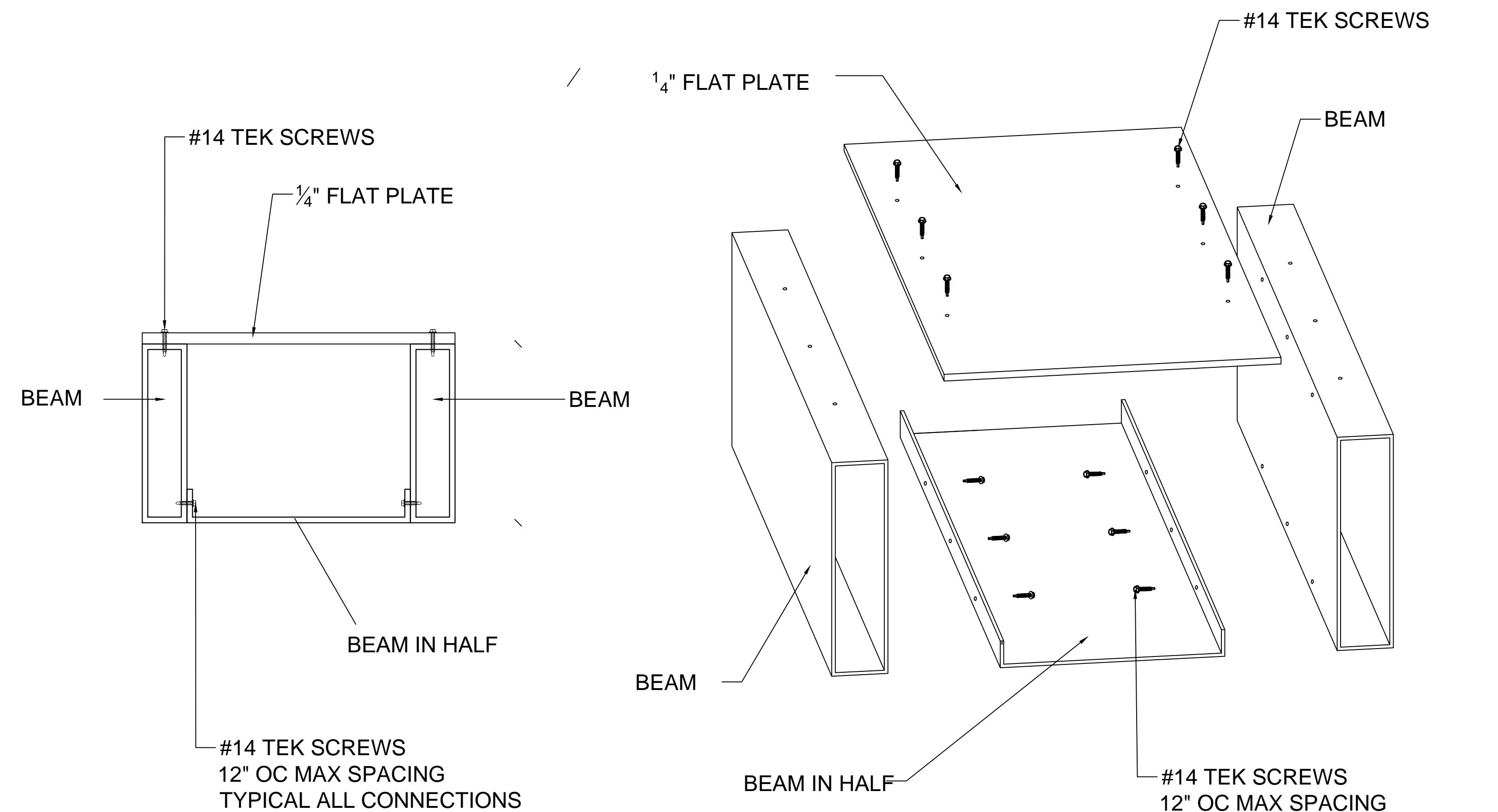
TYPICAL CORNER ASSEMBLY



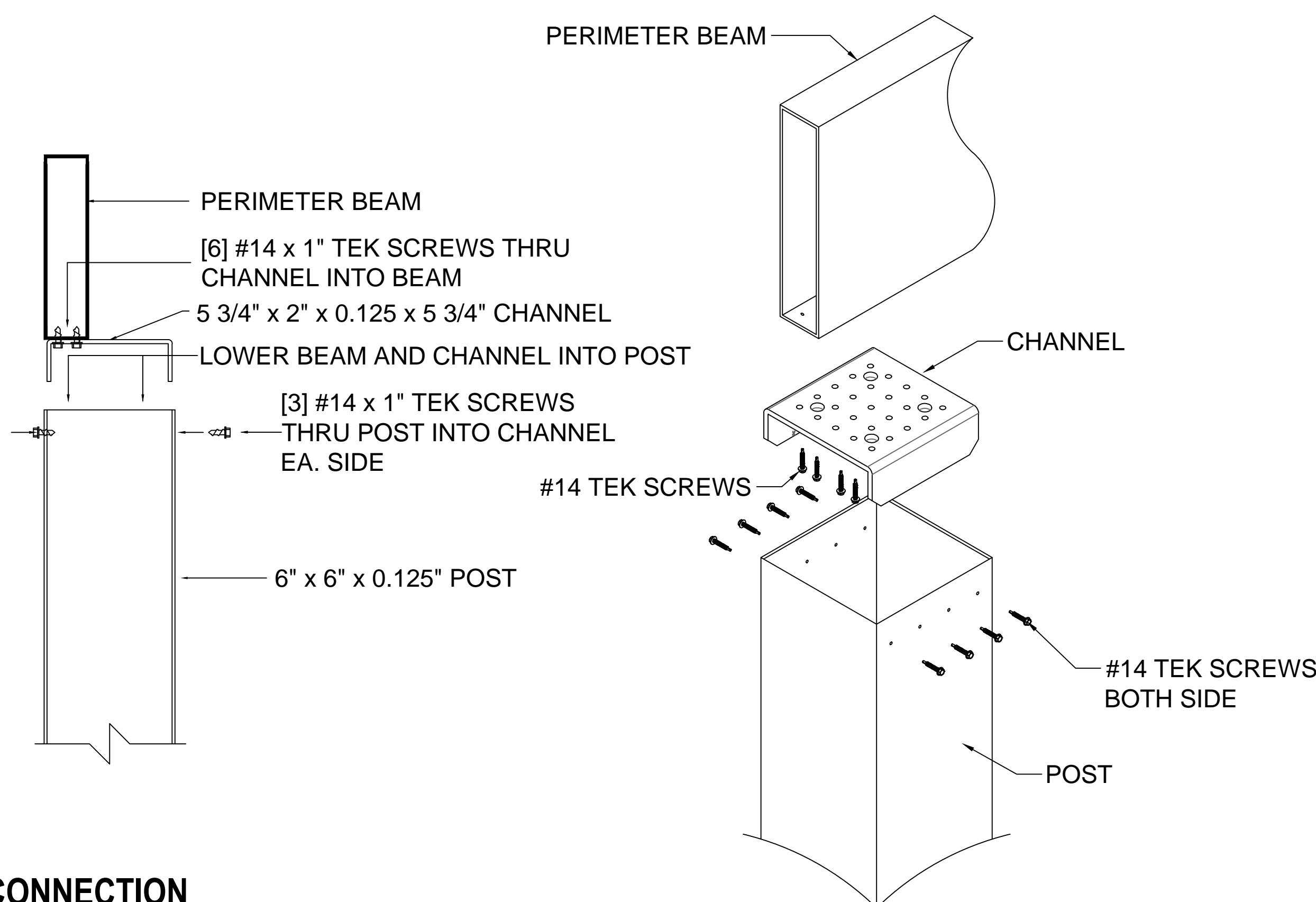
GUTTER ASSEMBLY



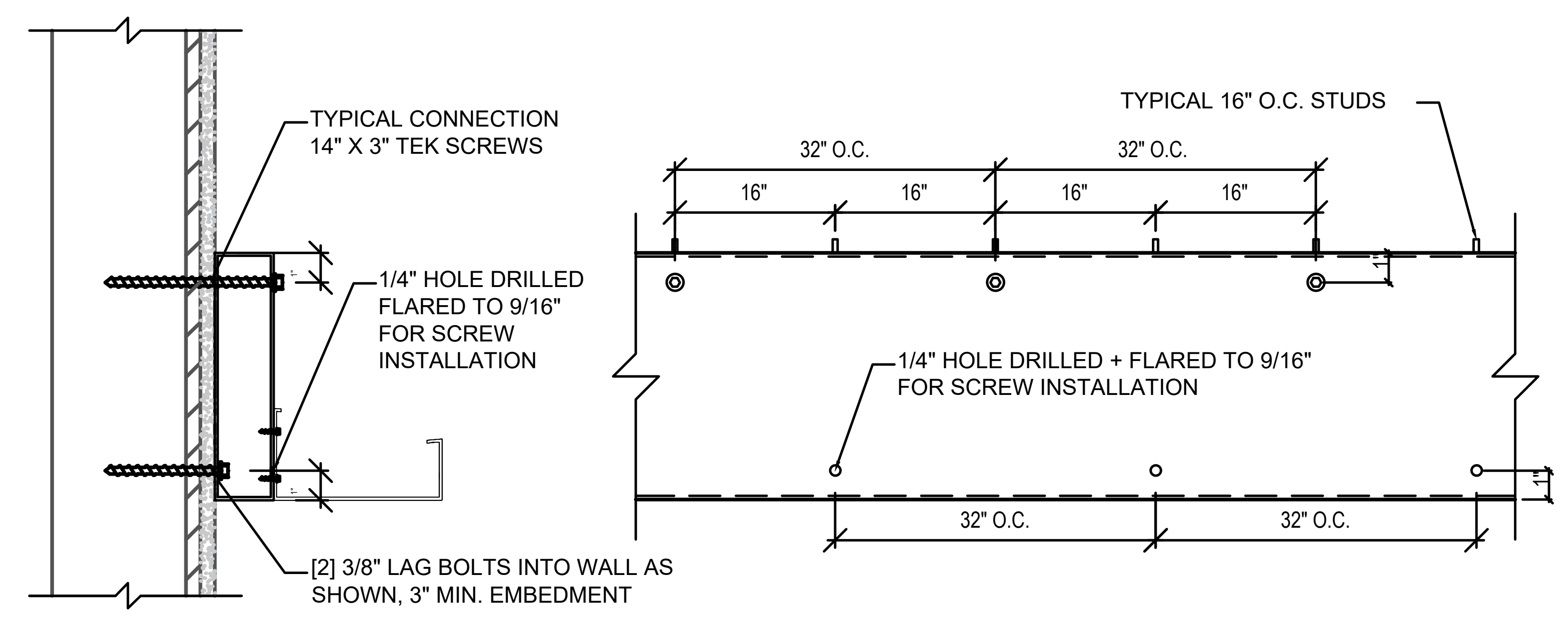
TYPICAL BEAM TO BEAM CONNECTION



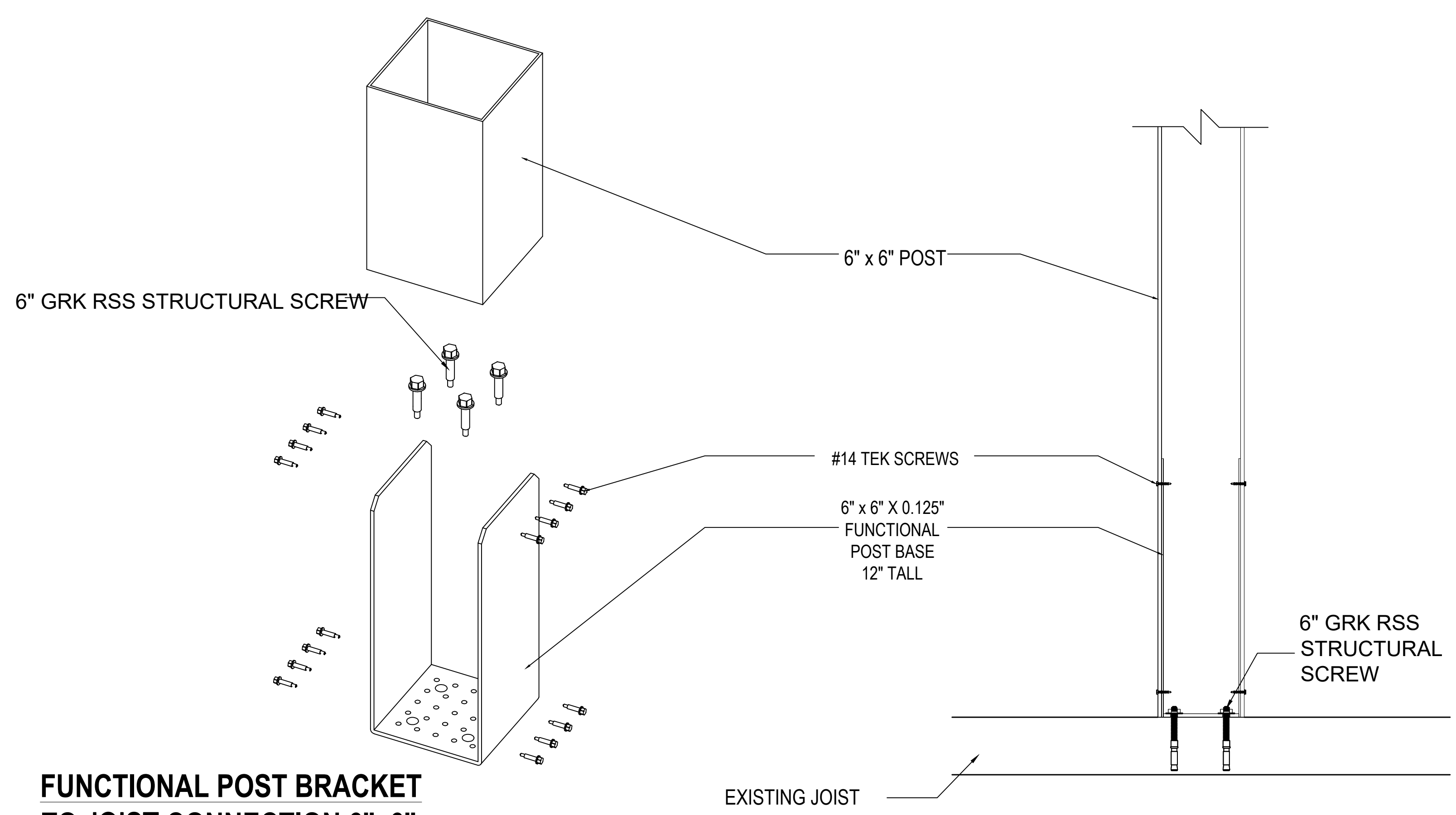
TYPICAL BEAM CHASE



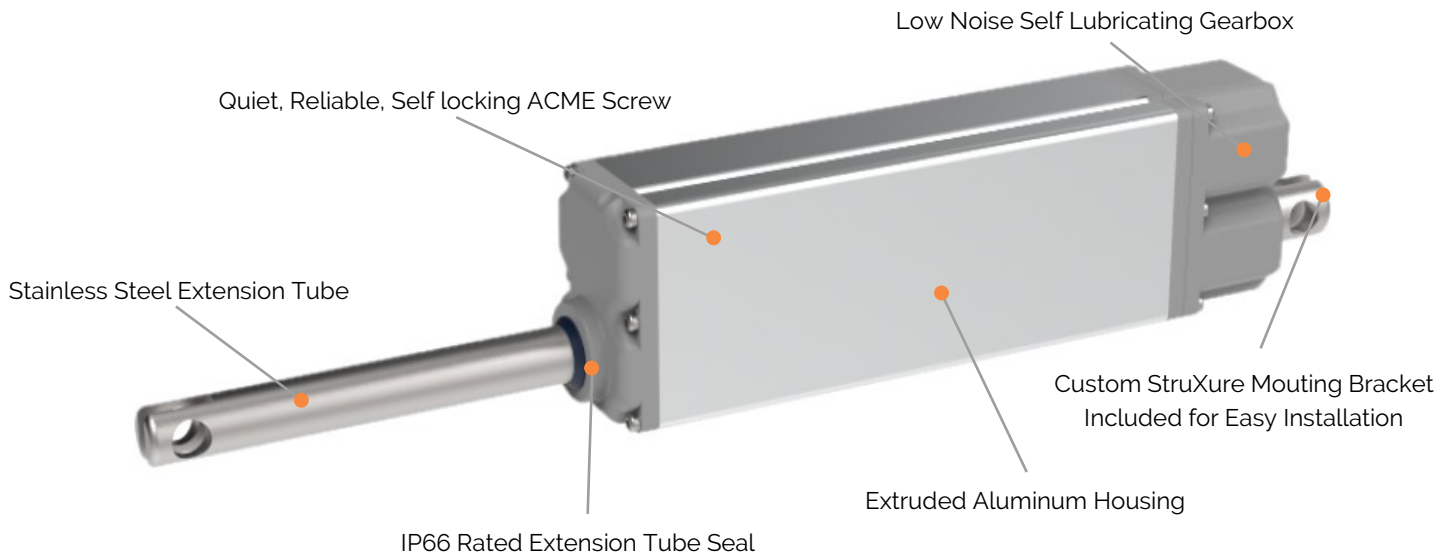
BEAM TO POST CONNECTION



BEAM TO HOST STRUCTURE CONNECTION



FUNCTIONAL POST BRACKET TO JOIST CONNECTION 6"x6"



SOMFY TECHNICAL SPECIFICATIONS

VOLTAGE

Input Voltage	[VDC]	24
---------------	-------	----

LOAD

Static Load (Fx), max.	[N/lbs]	2500 / 562
Dynamic Load (Fx), max.	[N/lbs]	2500 / 562

STROKE

Stroke length, standard	[mm]	140
-------------------------	------	-----

CURRENT

Current consumption, rated load	[A]	1.875
---------------------------------	-----	-------

GENERAL DATA

Speed, no load	[mm/s]	3.4
Speed, rated load	[mm/s]	2.8
Operating temperature limits	[°C]	-10/+60
Service life	[Cycles]	± 10,000
Sound level	[dB(A)]	≤ 70
Lead screw type		ACME
Protection Class		IP66
Certificates		CE (EN60601-1)
Insulation		CLASS III

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2.3 Description and connections

Switch 1	
ON	Drive with coder sensor
OFF	Drive without coder sensor
Switch 2 (only if switch 1 is set to ON)	
ON	Activates synchronisation S1 and S2
OFF	Deactivates synchronisation S1 and S2
Switch 3	
ON	5.5 A max. per output
OFF	3 A max. per output
Switch 4	
ON	Activates the temperature sensor
OFF	Deactivates the temperature sensor
Switch 5	
ON	Closing in the event of wind
OFF	Opening in the event of wind

Power Supply Input	
A	-
B	+
24 Vdc power supply input (SELV)	
Drive output 1	
C	-
D	+
24 Vdc - 3A/5.5A drive: Maximum current according to switch 3	
Drive output 2	
E	-
F	+
24 Vdc - 3A/5.5A drive: Maximum current according to switch 3	
Drive encoder input (Switch 1 = ON)	
G	↑
H	↓
Encoder input (ILS or HALL) drive 1	
I	-
J	+
Power Supply Output: 24 Vdc/- 300 mA	
K	↑
L	↓
Encoder input (ILS or HALL) drive 2	
M	-
N	+
Power Supply Output: 24 Vdc/- 300 mA	
Rain Sensor	
O	Contact
P	Common
Dry contact input	
Q	-
R	+
Power supply output: 24 Vdc/- 300 mA	
External aerial	
S	Signal
T	GND
Conductor	
Shielding braid	

