



THE APOLLO DIFFERENCE

Comparing Superior Engineering & Design by Apollo with Inferior Engineering & Design by Low Cost Manufacturers

HELPING YOU MAKE THE RIGHT CHOICE



The Apollo Sunguard Difference

Comparing superior engineering & design by Apollo Sunguard to inferior engineering & design by low cost manufacturers



Apollo Sunguard has the strongest warranty in the industry



Proudly accredited as a Service-Disabled Veteran Owned Small Business (SDVOSB)



We design and fabricate all our shade structures in the USA.



Approved vendor to the federal government with awarded GSA contracts.



Apollo Sunguard is the oldest privately held shade structure manufacturer in the United States.

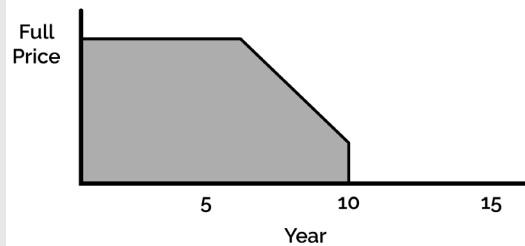
We are proud to have our shades protecting government and military personnel all over the world.

Warranty & Proposal

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LOW COST MANUFACTURER

Prorated Fabric Warranty



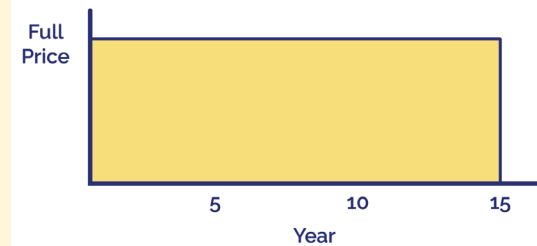
- ✗ Full warranty on fabric for 6 years dramatically reduced for remaining 4 years

- ✗ Often hidden costs
- ✗ Pricing often does *not* include engineered sealed drawings or calculations and installation costs or taxes. Installation costs often do not include permitting charges or permit application fees

WARRANTY



Non-Prorated Fabric Warranty



- ✓ Industry's strongest warranty.
- ✓ Full warranty on fabric for 15 years.



PROPOSAL

- ✓ All costs in 100% transparent, inclusive, turnkey quote—everything needed to successfully complete your shade project!

Sails

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- ✓ Appropriately reinforced & correctly pre-tensioned fabric
- ✓ Quality, marine-grade, polished, stainless steel hardware, custom-built per sail
- ✓ Correctly engineered & sized critical structural columns
- ✓ Aesthetically pleasing, clean line design, factory pre-assembled cabling system



LOW COST MANUFACTURER

- ✗ Fabric failure, wrinkling, and sagging
- ✗ Low cost, off the shelf, weak connecting hardware
- ✗ Slender and inadequately-sized columns
- ✗ Messy, unfinished hanging cable ends with signs of cable failure

Cantilevers

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- ✓ Continuous modular shade
- ✓ Seamless attachment system for a frame-conforming shade pattern (no gaps in fabric panels)
- ✓ Fully engineered structural connections with appropriately sized columns and beams
- ✓ Multiple unique models available in an array of architectural designs



LOW COST MANUFACTURER

- ✗ Non-continuous modular shade
- ✗ Catenary gaps create breaks in shade pattern, resulting in less shade coverage
- ✗ Single bolt non-structural connections with thin bending steel columns and beams
- ✗ Low-cost standard hip roof design

Standard Hip Roof

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- ✓ High peak roof
- ✓ Thick and strong upper structural frame support beams
- ✓ Quick Release System does not lose tension
- ✓ Strong, structural grade steel columns



LOW COST MANUFACTURER

- ✗ Low peak roof
- ✗ Slender and weak upper structure that collapses and fails
- ✗ Mechanical slide release loses tension—eventually rusts, jams and fails
- ✗ Non-structural, low cost, standard pipe grade steel

The Engineering Difference

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LOW COST MANUFACTURER

- ✗ Inadequately engineered foundation, column, and fabric connection



LOW COST MANUFACTURER

- ✗ Catastrophic failure—hazardous to human life



- ✓ At Apollo, safety & quality always come first
- ✓ Engineered and correctly sized structural elements for local and International Building Code requirements

Quality and Craftsmanship

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- ✓ Maintenance free
- ✓ Clean and simple operating Quick Release System
- ✓ Only a standard wrench needed to release cloth
- ✓ Simple and accessible replacement parts



LOW COST MANUFACTURER

- ✗ Routine maintenance required
- ✗ Clumsy sliding release mechanism
- ✗ Power tools often needed to release cloth
- ✗ Frequent jamming and rusting parts are difficult and complex to repair and replace

The Apollo Sunguard Difference



Invest in a Superior Product!

MAKE THE RIGHT CHOICE

- ✓ Industry's strongest warranty.
- ✓ Made in the USA.
- ✓ Oldest privately held shade structure company in the United States (25 years).
- ✓ Service-disabled veteran owned business.
- ✓ Superior engineering and design.
- ✓ Superior quality steel.
- ✓ No hidden costs.
- ✓ Completely customizable to fit your needs.

For more information contact us at 800.319.1010 or visit apollosunguard.com