

## Phantom motorized screens for up 25-40-ft openings

*The following are key updates to assist you in selling this extended product offering.*

**How it works** - To achieve the width while preventing sagging, we supply (in the same box) a supporting “carrier system”. With each carrier, we also include a set of spacers that fill in the grooves in the roller so that it doesn’t clunk as it turns over the roller-bearings in the carrier.

- On units up to 30-ft wide, we use one carrier in the middle only.
- On units 30-ft and wider, we use an additional two carriers (3 carriers total) centered between the middle and each end (dividing the unit into quarters) The carrier is a significant piece of hardware, and along with additional work involved with joining, it does add to the cost.

**NSO** - These units will be entered using the NSO process (manual entry on our end - not web orders) but with posted price lists.

**Pricing** - It is important to note that units greater than 25-ft will see a cost increase due to the additional support systems used (carrier, extra parts, packaging, labor etc). You will once again see an additional cost increase at 30-ft and above (two additional carriers). Appropriate price lists will be sent to each distributor based on their pricing level.

**How it is shipped** - We build both slide bar and roller as two pieces. We assemble and test fit here, but then disassemble for shipping. The installer will then join them at the center, with the supplied hardware and fasteners.

**What’s different on install** - Three people will be needed to support the center while installing. Some additional steps include installing the carriers and re-assembling the slide bar and tube halves, but otherwise installation is very similar to regular sized motorized screens. See install manual, planning, and measuring guide for details [<found here>](#) and [<here>](#).

**Issues/ challenges/ things to be aware of** - Wherever there is a carrier, you will likely get a small-localized ripple in the fabric about a foot or so up from the slide bar. The ripple coincides with the last wrap on the roller - the end of where the fabric contacts the carrier rollers. This will be considered normal and should be discussed with the customer.

**Lead-time expectation is 15 days** - This is due to the extra workload and logistics required.

### *Product details*

**Recessed only** - To use housing, we would require an engineered solution for the end cap, which we do not currently have.

**Bar welded zippers only** - Our hot air welders are only made to go up to 25-ft and sewing would not be secure enough.

### **Max pull height is 11-ft**

- The extended length of this product cannot be accommodated by our welders, and sewing screens at this length introduces unique challenges we have not yet fully resolved. We will only entertain seams on a case-by-case basis, consulting with Production to ensure the particular fabric and size is manageable.
- We do have 11-ft rolls of mesh (Tuffscreen, 18/14 and Tuffscreen-no-see-um), but other fabrics are limited to a max height of 10-ft
- Regardless of seams, max pull is 11-ft as the actual roller being used has a 4 in diameter and 11-ft is the max zipper that will properly roll up.

