

## Fall 2010 Business Profiles

# Shade Pro offers innovative products and excellent customer service

Since opening a new showroom in the spring, Shade Pro at 16693 Hwy. 7, just east of Perth, has been busy bringing energy-saving shutters, awnings, windows and doors to the community.

At a time when energy costs are on the rise in North America, co-owners Clemmens and Stephanie Mols can provide innovative European engineering that delivers savings. Their products offer energy efficiency and conservation technologies that have been perfected in Europe over the last few decades.

The Mols encourage people to consider high-efficiency windows and doors when building new houses. "It may cost 10 to 15 per cent more at the start, but you get your money back in the future with the energy savings," Clemmens says.

The Mols came to Canada from Germany six years ago. Clemmens has a Masters in Energy Savings Solutions and had his own business in Germany. They started Shade Pro two years ago, beginning with exterior-mounted aluminum roll shutters.

Because energy costs are higher, several products are incorporated into the building code in Germany, such as roll shutters. These products also offer security, privacy and noise reduction.

The shutters are mounted on the outside of the window but are controlled from inside, either manually or with a remote control. They come in a variety of colours and are custom built to fit whatever opening the customer desires.

They can be invisible if incorporated into a building design, so they can't be seen when they are raised. They can also be programmed with a timer or a sun sensor to maximize energy efficiency.

Shade Pro prides itself on its workmanship and completes all the interior work for installations, including drywall. They set



The staff at Shade Pro provide excellent service from showroom to installation. Be sure to visit their location at 16693 Hwy. 7, just east of Perth, to see the wide range of products in their showroom.

the bar high for workmanship – from the installation right through to the clean-up.

"I am very picky," Clemmens says. "We try to do a really nice job. We have many testimonials from people about our work. We don't hurry – we take our time for 100 per cent customer satisfaction."

Stephanie explains they train their own employees to do the installations. "We give the best warranty in the business and don't want to be replacing things in a few years."

In addition to the shutters, Shade Pro offers a wide range of innovative products, including custom-built, German-engineered windows and doors.

Shade Pro is always exploring the latest innovations in windows to provide the highest energy efficiencies. They are currently dealing with a rotating window that comes with a heavy glass with a high R-value.

"It's for summer and winter and is absolutely revolutionary," Stephanie says. "You can block the sun in the summer and turn it around to get the heat in the winter."

"If you do it right and spend a little more on installation, then you will have no problems. Everything here is custom-made and we make sure everything is 100 per cent sealed when it is installed. We don't want to get calls after three to five years that it is leaking and the cold is coming through."

Shade Pro has received its Energy Star and American Architectural Manufacturers Association ratings and its products have received high CSA ratings, Clemmens says. He adds people are starting to think about the longer term when it comes to installations.

"People are looking for higher-quality products that will last a long time. They have changed their minds about cheaper windows and are going

with a higher quality, especially as winter approaches," he says. "If you put in these new doors and windows, you are done for the next 25 years."

Shade Pro offers patio doors with an eight-lock system and various styles of doors with specialized openings, including sliders or retractable (invisible) screens that roll up into a box in the frame. There are new styles and safety features on entry doors – all custom-made.

The doors are made with vinyl-containing titanium oxide to prevent them from getting porous and yellowing. They have steel-reinforced frames, lots of insulation and come with a lifetime warranty. Awnings from Stobag, Switzerland are assembled here in Canada. They can be motorized or controlled manually and have a wireless motion sensor to indicate damaging wind speeds, at which point they automatically retract.

Shade Pro has drop-down valances for security, shade and privacy. These can be adjusted to different pitches, and they are very strong – reaching projections of up to 28 feet without support.

There is also a line of screened-in porches that are rain-proofed with screens that can roll up.

Retractable screens, and doors are another highlight at Shade Pro. "The screens are available in a variety of colours and our solar screens can block 90 per cent of the sun," Clemmens says. Shade Pro can install screens for large openings.

With the solar interior screens, occupants can look out, but others cannot see in. The door-roller system features two screens – one is solar that can be seen through, and the other can block everything out, which offers energy efficiencies.

An excellent item for the backyard is the privacy screen. "It's like an awning but it retracts back into a box," Stephanie says, adding it's good for hot tubs – more subtle than putting up a fence, but still allowing for occasional privacy from neighbours. "It goes up to eight feet and you just pull it out when it's needed."

Retractable roofing is another ideal feature for hot tubs, and is available in a variety of designs and in winterized fabric. Waterproof aluminum decking is another new offering, which features an anti-slip

texture. "It doesn't heat up so it's not hot when you walk on it," Stephanie says. "It is good around swimming pools."

Visit Shade Pro's showroom to see what sets them apart from competitors and check their website at [www.shadepro.ca](http://www.shadepro.ca) for more information about their innovative products.



Shade Pro offers products that provide energy efficiency, security and privacy features for doors and windows.



You'll find an array of patio doors at Shade Pro, with eight-lock systems, specialized openings, sliders or retractable screens. These top-quality doors offer outstanding energy efficiency.



**Shade Pro**  
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 Visit us or call in for free estimates  
[www.shadepro.ca](http://www.shadepro.ca)