

REFERENCE TOOLS

Consumer needs

Technical web portal

Sales tools



GARAGA[®]

Every detail guaranteed[™]

WHY DO YOU WANT TO REPLACE YOUR GARAGE DOOR

This is the question you need to ask your client before talking about product features. It is important to understand why your customers want to buy a garage door if you want to provide them with the right advice. The following list will help you to pinpoint the exact need:

1 FIND OUT ABOUT THE PROJECT

- a. New house or renovation?
- b. The garage fits one or two cars?
- c. If it's a garage for two cars, one double door or two single doors?
- d. What budget is allocated for the purchase?

2 ABOUT THE GARAGE

- a. Is it attached to the house?
- b. Is it detached?
- c. Is it heated? Will it be used for activities other than parking a car?
- d. Is it underneath the house? Is there an entry door to or for the garage?
- e. Is there a room above the garage?
- f. Is there a garage door opener? Does it need to be replaced?
- g. Should the door provide added security against theft?

3 IMPORTANCE OF AESTHETICS

- a. Do they want to improve their home's curb appeal?
- b. What style is the home: Colonial, contemporary, modern, etc.?
- c. Are they planning on changing the style of the home?

4 SPECIFIC NEEDS

- a. Door model and color
- b. Windows
- c. Garage door opener
- d. Related work needed (e.g. door framing)?
- e. Installation: specialist or do-it-yourself?

Our internal surveys show there are at least **5 reasons** that initiate the purchase of a garage door:

REASONS	GARAGA SOLUTIONS
Tired of painting it!	Refer to our brochures and/or website to discover our wide range of colors for each door model.
Tired of what it looks!	Garaga doors offer models to compliment different home styles: <ul style="list-style-type: none">- Cambridge: urban design- Eastman Estate, North Hatley or Stratton 138: country charm- Standard+ and Triforce, MIX or XL models: uniqueness- Flush Finish: wooden door appearance- Top Tech: unique finish, slightly textured- California: luminous
Tired of being cold!	Garaga provides insulated garage doors that have superior levels of weatherproofing. With thermal resistance factors from R-12 to R-16, our polyurethane-insulated doors include Interlok™ interlocking joints, Thermablok™ exterior frame weatherstripping, and TPE bottom weather seals. As for our R-10 polystyrene-insulated door, it comes equipped with an Interstop™ joint for a superior weathertightness. All these doors are constructed with wood end blocks to avoid any thermal bridging between the interior and exterior faces.
Tired of fixing it!	Garaga doors are 1 3/4" thick, making them twice as strong as polystyrene doors. Our Dura+ hardware ("14-gauge" tracks, nylon rollers with 11 bearings, anchoring welded to rails, 3 reinforcement struts for double doors) doubles the life span of your garage door.
I don't want to spend a lot!!	Acadia 138, Stratton 138, Triforce, Dualforce and Uniforce can be what your customer is looking for.

FOR QUESTIONS AND TECHNICAL REFERENCES, VISIT:

www.garaga.com/technical/

There you will find information on:

SELECTING A MODEL

- Product comparisons
- Panel designs and colors
- Window choices

NON-STANDARD INSTALLATIONS

- Low headroom hardware (Dura +)
- Sloped roofs
- Arched doorframes
- Access door in the path of the garage door

PREPARING FOR INSTALLATION

- Taking measurements
- Headroom requirements
- Exterior frame and bottom weatherstripping
- Transporting garage door panels

TECHNICAL INFORMATION ON PRODUCTS

- Number of sections based on door height
- Dura+ vs. Value Kit hardware
- Positioning interior steel plates
- Position of reinforcement struts
- Door panel construction

MOST FREQUENTLY ASKED QUESTIONS

- My garage door makes too much noise. What can I do?
- What can be done about condensation?
- How do I repaint a garage door?
- Can I match the color of my doors and windows with that of my Garaga residential garage door? (Color codes)
- What should I do to maintain the door exterior? the opener? the tracks, rollers, hinges and springs?
- What is the product warranty?



MORE PROGRAMS AND MORE TOOLS TO SUPPORT YOU

DESIGN CENTER

DESIGN IT YOUR WAY!

Garaga offers your customers the opportunity to **virtually match their house and their garage door** from an iPad or a computer. This enables them to easily choose the color and style that perfectly suits their home.



DID YOU KNOW?

In only a few minutes, from your GaragaNet, you can offer your customers a **virtual before/after** with each version of quotation that you make, and this, right in your store. How? Using Google Maps and its Street View feature. Ask your representative to show you how easy it is to prepare a before/after.

DISCOVER THE MAGIC OF GARAGANET

- Email or print a clear, inspiring and professional quotation for your customers.
- Follow up on your quotations, without forgetting anything.
- Convert your quotations into orders on the Internet with only a few clicks.
- Track the progress of your orders online.



SUMMARY BROCHURE

The pocket-sized summary brochure is folded accordion-style to allow the viewing of our vast collection of products at just one glance.

There you can also find an overview of the distinctive features of each door, plus a section showing how to take garage door measurements.



FOR VIDEOS AND IMAGE GALLERY, VISIT GARAGA.COM

Watch our videos and discover why Garaga garage doors have been the best in the industry for over 25 years. A great tool for understanding the different characteristics and advantages of Garaga doors.



Visit the Image Gallery to see real projects done using Garaga garage doors. More than a hundred photos to inspire your customers.