

**Dave Russell**

*General Sales Manager, Bridge Autos Toyota*

In February 2000 we contacted Ross Bond of Tri-Tech Shades to design and install shade sails for our new and used car yard. A problem we had was that customers didn't stay very long in the yard due to the hot tropical Darwin sun. The yard was uncomfortable for customers and sales people alike, not conducive to selling.

Due to the comfort of the shade sails our customers spend more time looking at our cars. This gives our sales people greater opportunity to sell and close a sale. Customers can now sit in a car with a cooler interior and check out the features in comfort.

An added bonus is that the shade sails give protection to the exteriors as well as the interior of the cars. The shade sails enhance the appearance of our car yard from the road, drawing attention and creating a welcoming environment.

Customers and sales people are now happy to be out in the yard with the cars, not just having a quick look and either getting back into the office to escape the hot sun and our customers leaving altogether.

The shade sail columns have also given us excellent opportunities for location of lighting, signage and flags.

In 2003 we again contacted Tri-Tech Shades to design and install shade sails for our new showroom.

We are very happy with the design and workmanship of both shade structures and found Ross Bond to be professional and easy to do business with.