GANZ 7X SHADE-SYSTEMS & EDITION-STRUCTURE 2026

GANZ

1. CORE UNDERSTANDING

For the GANZ 7X, the roof system is not an accessory, but part of the design and product identity.

It influences:

- Silhouette & overall appearance
- Ride feel
- Flexibility of use
- Suitability for the cruising area
- Market positioning

> The choice of shade system plays a defining role in shaping the character of the 7X.

2. SYSTEM OVERVIEW

FIXED T-TOP

Character:

Architectural · integrated · assured

Key features:

- firmly integrated into the design
- very stable underway
- clear design lines
- premium overall appearance

Ideal for:

- Design-oriented buyers
- Customers focused on premium quality
- Premium positioning

FOLDABLE T-TOP

Character:

Flexible · technical · solution-oriented

Key features:

- full T-top appearance
- foldable where height restrictions apply
- suitable for storage, bridges and transport

Ideal for:

- Customers with infrastructure requirements
- Cruising areas with height restrictions

ROLL-UP + FOLDABLE BIMINI

Character:

Sporty · light · dynamic

Key features:

- slim silhouette
- flexible folding function
- strong value for money
- easy handling

Ideal for:

- active dayboat users
- Families
- flexible use profiles

FOLDABLE BIMINI STAND-ALONE SOLUTION

> **Character:**
>
> Minimal · functional

Key features:

- lightweight construction
- quick to install
- flexible shading

Suitable for:

- minimalist configurations
- warmer cruising areas focused on openness

CARBON PACK UPGRADE FOR ROLL-UP/T-TOP

> **Character:**
>
> Technical · sporty · visibly refined

Key features:

- reduced weight aloft
- sporty appearance
- premium material finish

Suitable for:

- Performance-oriented customers
- visible differentiation

CUSTOM UMBRELLA

Character:

Lifestyle · flexible · stylish

Key features:

- quick shade when stationary
- design accessory
- branding options available

Note:

supplementary system – not a substitute for the main roof.

3. RECOMMENDED CONVERSATION FLOW

1. Clarify usage profile
2. Show silhouette & overall effect
3. Select edition
4. Then detail refinement

Important:

Do not sell on mechanics, but on use, character and overall effect.

4. OBJECTIVE

Clear structure instead of too many options.

Clear positioning instead of accessory selling.

Each 7X should be perceived as a coherent whole.