

GANZ GB25 SHADE SYSTEMS & EDITION STRUCTURE 2026

Dealer document

1. CORE UNDERSTANDING

On the GANZ GB25, the roof system is not an accessory but part of the design and product identity.

It influences:

- silhouette and 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 GB25.

2. SYSTEM OVERVIEW

FIXED T-TOP

Character: architectural · integrated · assured

Key features:

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

Ideal for: design-oriented buyers · customers focused on premium quality · premium positioning

ROLL BAR WITH FOLDABLE BIMINI

Character: sporty · light · dynamic

Key features:

- slim silhouette
- flexible folding function

- excellent value for money
- easy handling

Ideal for: active dayboat users · families · flexible use profiles

FOLDABLE BIMINI AS STAND-ALONE SOLUTION

Character: minimal · functional

Key features:

- lightweight construction
- quick to install
- flexible shading

Suitable for: minimalist configurations · warm cruising areas with a focus on openness

CARBON PACK – UPGRADE FOR ROLL BAR AND 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 the usage profile
2. Show silhouette and overall effect
3. Select the edition
4. Then detail refinement

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

4. OBJECTIVE

- Clear structure instead of a multitude of options.
- Clean positioning instead of accessory selling.
- Every GB25 should be perceived as a coherent whole.