

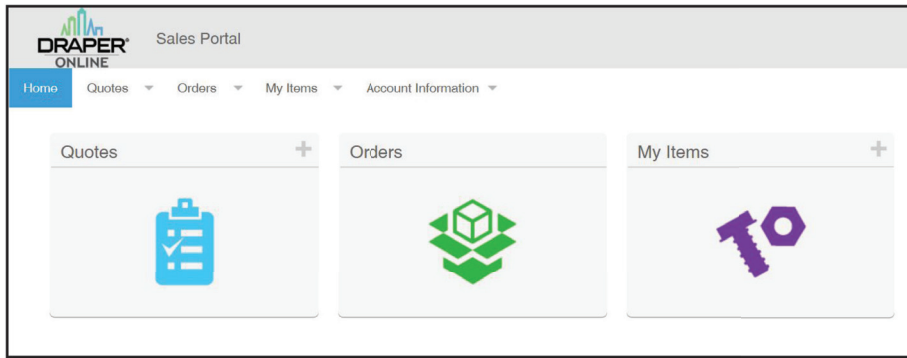


Pictured Above: University of New Mexico Cancer Center,
Architect: RMKM Architecture, P.C., Albuquerque, NM
Photographer: Matt Oberer, Matt O Photo Albuquerque, NM

Window Shade Dealer Guide

DRAPER ONLINE GETTING STARTED WITH DRAPER

REGISTER NOW FOR YOUR MOST POWERFUL TOOL IN GETTING WHAT YOU NEED TO YOUR CUSTOMER



- **Get Connected:** Draper Online is the comprehensive pricing, quote generation and ordering system. Register today.
draperinc.com/draperonline/requestaccess.aspx



QUOTES

Location /Name:

Establish these qualifiers for quotes.
Convert your quotes into orders.

Choose your products:

Select the Items Tab and navigate through components, to list all the items you will need for each window.

Options:

Appropriate drop down options will appear to help refine your exact needs.

Add Items:

Continues with more items on the quote.

Change Options:

Modify your quote at any time.



WHAT IS MY ORDER STATUS?

Submit and Track Your Order:

Place order. Your order status will be continuously updated.



IS MY INFORMATION CURRENT?

Verify Information:

Keep contact and shipping info up to date for each order.



CAN I CHANGE A QUOTE OR ORDER?

Quoted Items:

Quotes can be reconfigured at any time.

Ordered Items:

To change or cancel, contact a Draper sales representative within 24 hours of submitting order.

FABRIC VIEW THROUGH SIMULATOR

draperinc.com/windowshades/viewthroughsimulator.aspx

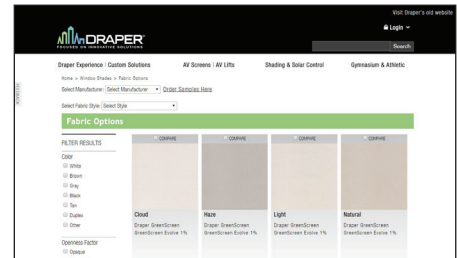
This simulation will help you understand the effect of fabric color and openness on the view through a window.



FOR A GLOSSARY OF SHADE TERMS SEE BACK PANEL

FABRIC SELECTION TOOL

draperinc.com/windowshades/fabricselector.aspx



Select fabrics by style, color options, openness factors, select interior or exterior use and available options will appear. Colors may not display accurately on screen, contact us for fabric samples.

MOTORIZED SHADE CONTROLS AND MOTORS

draperinc.com/windowshades/motorscontrols.aspx

Decide on the correct devices for full control of your shades.

HOW TO MEASURE FOR SHADES

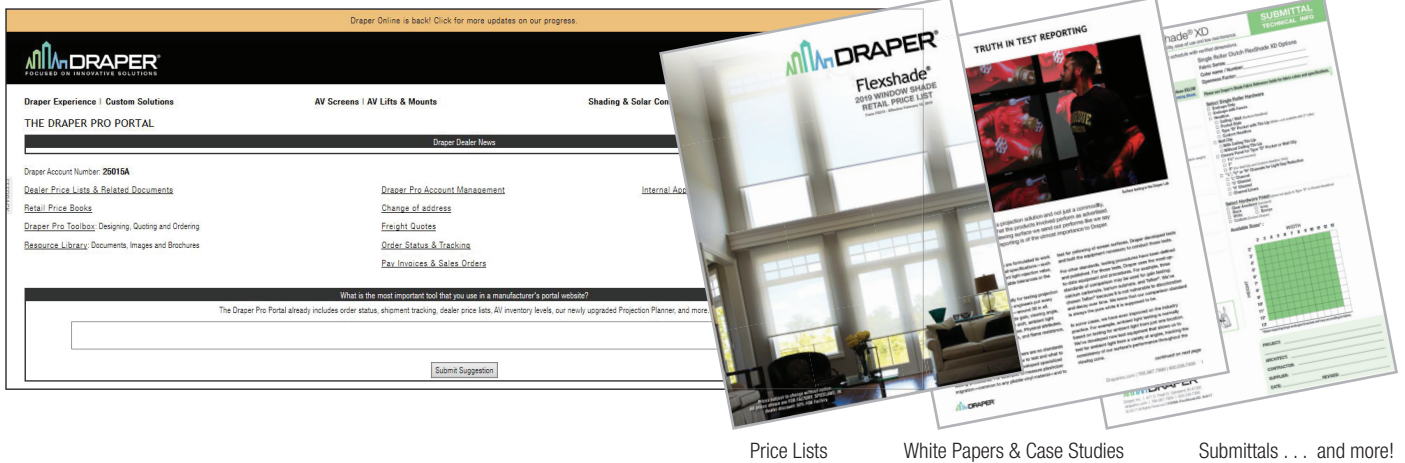
Download instructions

request.draperinc.com/product/measuring-shades-simplified/

PRO PORTAL TOOLS

contact us if you have questions

ALL WEB ADDRESSES START WITH: WWW.DRAPERINC.COM/ UNLESS NOTED.



- **LOG IN:** Make sure you are logged in to the Pro Portal with your **account number** for access to these tools.

WHAT WILL THIS COST?

Dealer Price Lists:

draperpro/dealerdocuments.aspx

Updated on an ongoing basis to stay current. An excellent source for models/size, fabric types. Available in PDF format, some documents also available in Excel format.

WHERE IS MY ORDER?

Order Status & Tracking:

draperpro/orderstatus.aspx

Online listing of your orders placed in the last three months as well as all orders that have not shipped. Updated daily.

PROMOTIONAL MATERIALS AND SAMPLES

Printed copies and physical samples

<http://request.draperinc.com/>

- Brochures
- Flyers
- Catalogs

I WANT MORE INFORMATION ON YOUR PRODUCTS.

Technical Library:

documents.aspx

Full library of electronic documents for each product including:

- BIM Objects
- Care & Maintenance
- CAD Drawing
- Digital Fabric Cards
- Catalog Page
- Instructions
- Submittals
- Warranty

Educational Materials:

whitepapers_casestudies.aspx

Electronic library of white papers and case studies about our products.

CAN I GET FABRIC SAMPLES?

Literature Request site:

<http://request.draperinc.com/>

You can download a pdf or we can ship quantities to you for that meeting or presentation.

- Shade Material samples

HOW DO I PUT THIS TOGETHER?

Demo & Installation Videos:

videos/

In our library, you can follow along with real-time demonstrations on how to measure correctly for a product, or set up and install a product. We're adding new videos regularly.

DO YOU HAVE INSTALLATION OR PRODUCT PHOTOS?

Images:

windowshades/hiresphotos.aspx

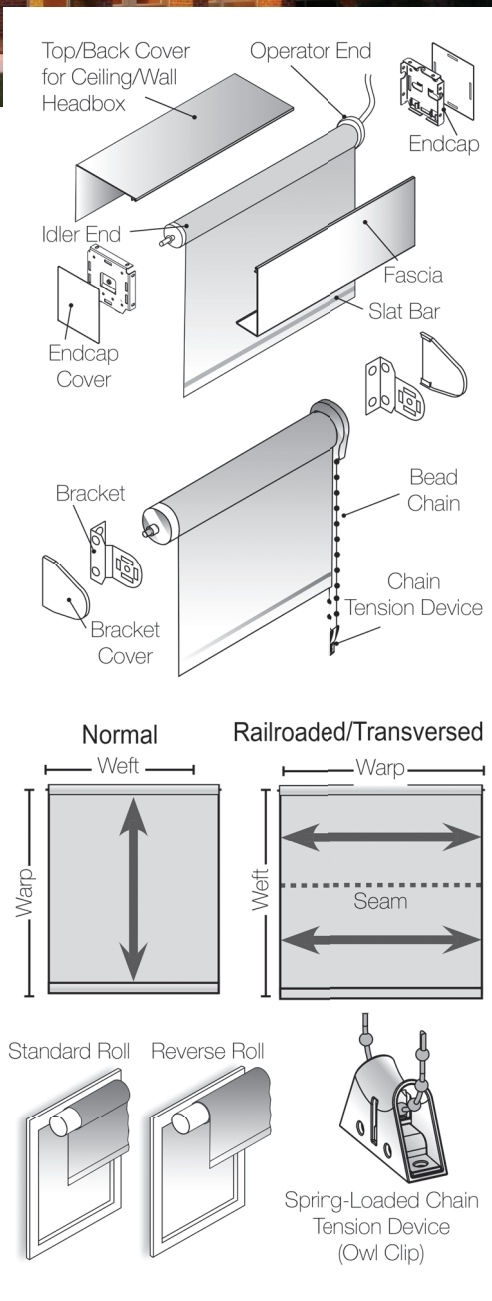
Photo images are subject to copyright and are the intellectual property of Draper, Inc. Authorized Draper dealers may use images posted here for the purpose of promoting Draper products. Many images have required credit lines as noted in the library.

WINDOW SHADE DEALER GUIDE

GLOSSARY OF TERMS



Pictured Above: Michigan State University, Lansing, MI (Well's Hall Addition)
Architect: Integrated Design Solutions, Troy, MI, Photographer: Barry Rustin, Evanston, IL



Ball Stops—Upper and lower stopping limits for bead chain clutch shades.

Batten/Stays— A horizontal stiffener that is inserted into a small pocket in the fabric panel, typically near the vertical center of the shade or at a seam.

Bead Chain—Operating chain for clutch shades (available in stainless steel or ivory, grey, black, white or brown polyester).

Bead Chain Connector—Metal piece to connect ball chain.

Bracket—Mounting point for shade. Use the term "bracket" when ordering shade without fascia or headbox.

Bracket Cover—Decorative cover for brackets.

Ceiling/Wall Headbox—Consists of decorative front fascia panel and top back cover. Shade is accessible by removing front fascia.

Endcap with Fascia or Headbox—Endcaps provide mounting point for shade, and attachment point for fascia/headbox. No brackets are needed when endcaps are used.

Endcap Cover—Decorative cover for endcap.

Fascia—Decorative aluminum shade cover. Available in small square or large square styles.

Pocket Style Headbox—Four sided cover intended for recessed installation. Shade is accessible from the bottom.

Railroad/Transverse—Width of window is greater than width of fabric. Pieces of fabric are rotated, seamed horizontally if necessary to meet height, and trimmed to the correct width. In some cases several pieces may be seamed together to cover unusually tall windows. Not all fabrics are suitable for seaming.

Reverse Roll—Fabric is rolled off front of roller, away from window.

Seams—Two pieces of fabric joined together to make larger piece. All Draper seams are heat sealed.

Slat bar—Bottom shade weight which is enclosed in a heat sealed hem.

Spline Attachment—A method of attaching shade fabric to a roller. Fabric is welded to a plastic spline then inserted securely into a matching channel in the roller. May affect which shade sizes use small/large fascia or headbox.

Spring-Assist—Specialized roller which reduces resistance when raising a manual shade.

Standard Roll—Fabric is rolled off back of roller, close to window.

"U" Channel—2½" x 1" side channel for fabric.

Warp—The lengthwise threads that are help in tension on a shade fabric.

Weft—The yarn that is inserted over-and-under the warp threads.

contact us if you have questions