



kerr's

custom drapery & blinds

SOFT TREATMENT PRICE LIST: WHOLESALE

OCT 2023

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KERR'S DRAPERY IN 2023 AND BEYOND

Kerr's has been a staple of the interior design trade in Western Montana since 1964. But, as many of you know, there have been a number of fresh starts along the way. The last major occurrence being in 2023 when the company was purchased by NEXT Investments.

With this new staff and vision, we have instituted a number of new standards encompassing everything from quality control stations throughout production to communication and order updates. As we continue to see more production flow and a smaller backlog, customers can expect to be getting regular updates and communication from our new administrative assistant, Kathy, who can be reached at frontoffice@kerrsdrapery.com Mondays - Friday 9am-5pm

Joe is now our primary customer service contact and I am certain you will find his knowledge and attention to detail along with his design sensibility to be a great asset to you. Joe can be reached at salesandinstall@kerrsdrapery.com.

At Kerr's our focus is communication and consistency. We will communicate with our clients and partners to ensure projects are done right and on time; and provide you with a consistent quality product.

- Daniel Colson



ORGANIZATION AND MANAGEMENT

Daniel Colson NEXT Investments
Owner

Joe Fuss
Sales and Installations Project Manager

Kelsey Rocheleau
Shop Manager

Kathy Engstrom
Administrative Assistant

TERMS AND POLICIES

GENERAL

- Lead time is approximately 6 weeks and may vary due to workroom capacity
- Lead time begins with receipt of 50% down payment where required, measurement confirmation, and delivery of all fabrics and materials
- Shipping and handling charges are not included in labor prices



DEPOSITS

- A 50% deposit is required on all orders.
- Deposits do not cover partial delivery and balances for line items included in partial deliveries will be invoiced at the time of delivery with associated shipping costs
- Deposits do not include labor required for changes made after production begins

INSTALLS

- Installation of hardware not purchased through Kerrs will require management approval.

TERMS AND POLICIES, CONT'D

REWORK

- Rework on products that are within a .75” tolerance at the time of installation is not included in product pricing
 - Note that products are meticulously tabled and sized as exact as possible with quality control checkpoints along the way to check seams and orientation, but because of the "give" in some drapery fabric this tolerance becomes necessary
- Rework on products over a 120” finished length is not included in product pricing
- Rework on products that are over 4 widths wide is not included in product pricing
- Rework required as a result of job site changes is not included in product pricing
- Changes to finished product dimensions due to construction, design changes, electrical access, etc. must be submitted to Kerr's in writing and confirmed prior to production

STORAGE/HOLDING

- Balances on completed orders that are requested to be held by Kerr's for more than 30 days from the time production is completed will incur a 5% holding fee for every 30 days Kerr's is responsible for storage
- Kerr's will hold customer fabric for up to 60 days without final purchase orders at no charge
- Fabric stored at Kerr's for more than 60 days without final purchase orders will incur a storage fee that is equal to 7.5% of the estimated retail value of the fabric for every additional 30 days of storage
- Kerr's will hold customer hardware with no scheduled install for up to 30 days from the time treatments are completed at no charge
- Hardware stored at Kerr's for more than 30 days after treatments are completed will incur a 5% holding fee for every additional 30 days of storage



DRAPERY PRICING - LABOR TO FABRICATE

PLEATED DRAPERY

| Pleated Drapery (Line/Drop Top Header) | Up to 100" | 100"-115" | 115"-130" | Over 130" |
|--|------------|-----------|-----------|-----------|
| Drapery Fabric: Unlined | 49.5 | 55 | 71.5 | 137 |
| Drapery Fabric: Lined - Standard | 53 | 58 | 75 | 168 |
| Drapery Fabric: Lined - Blackout | 57 | 62 | 78.5 | 172 |
| Drapery Fabric: Interlined | 61.5 | 66 | 76.5 | 230 |
| Sheers: Unlined | 52 | 57 | 69.4 | 132.5 |
| Sheers: Lined | 60 | 65.5 | 76.5 | 183 |

NON-PLEATED DRAPERY

| Available Styles | Up to 100" | 100"-115" | 115"-130" | Over 130" |
|---------------------------------|------------|-----------|-----------|-----------|
| Ripplefold | 44 | 49.5 | 66 | 126 |
| Accordiafold | 53 | 58.5 | 75 | 168 |
| Shirring Top or Gathered Header | 58 | 63 | 80 | 152 |
| Rod Pocket Top (RTO) | 44 | 49.5 | 66 | 126 |
| Tab Top | 70.5 | 75 | 92.5 | 176 |
| Grommet Top | 70.5 | 75 | 92.5 | 176 |

OTHER

| Item | Price | UOM |
|------------------------|-------|------|
| Hand-Sewn Rings | 5.5 | EACH |
| Stationary Door Panels | 100 | EACH |
| Labor to Add Trim | 22 | YARD |
| Tiebacks | 27.5 | EACH |
| Shower Curtains | 160 | EACH |
| Workroom Labor | 95 | HOUR |

ROMAN SHADES - LABOR TO FABRICATE

ROMAN SHADE PANEL FABRICATION

| Shade Style | Up to 48" | 48"-103" | UOM |
|------------------------------------|-----------|----------|---------|
| Flat, No Rib Pockets | 22.5 | 26 | SQ. FT. |
| Flat, Rib Pockets to Front or Back | 30 | 53 | SQ. FT. |
| Hobbled, Soft Fold | 40 | 41 | SQ. FT. |
| Blackout Lining Adder | 1.8 | 2.7 | SQ. FT. |
| Interlining Adder | 3.6 | 5.4 | SQ. FT. |
| Trim/Banding Adder | 20 | 20 | YARD |

ROMAN SHADE OPERATING SYSTEMS

*DUE TO EVOLVING CHILD SAFETY LAWS KERR'S WILL NO LONGER SELL CORD LOCK MECHANISMS - EYELET AND CORD STOPS WILL STILL BE AVAILABLE FOR \$25/SHADE

**ALL OTHER OPERATING SYSTEMS WILL NOW BE SUPPLIED BY A U.S. BASED DISTRIBUTOR FOR VAKO BLIND/CURTAIN COMPONENTS - SEE ADDENDUMS A & B FOR MORE INFORMATION

| 20/04 Operating System Headrail | First 3' | Additional Width/Ft > 3" |
|---------------------------------|----------|--------------------------|
| Standard Clutch (Cord Loop) | Quote | Quote |
| Top Down Bottom Up | Quote | Quote |
| Cordless - Up to 1.5lb | Quote | Quote |
| Cordless - Up to 3.0lb | Quote | Quote |
| Cordless - Up to 4.5lb | Quote | Quote |
| Cordless - Up to 6.0lb | Quote | Quote |
| Motorized | Quote | Quote |
| Crank Rod | Quote | Quote |

ROMAN SHADE OPERATING SYSTEMS, CONT'D

| 20/12 XL Operating System Headrail | First 3' | Over 3' |
|------------------------------------|----------|---------|
| Crank Rod | Quote | Quote |
| Standard Clutch (Cord Loop) | Quote | Quote |
| Motorized | Quote | Quote |

DRAPERY LINING - PRICE PER YARD

| | |
|--|-----|
| Standard Light Filtering Sateen- Available in White, Ivory, and Khaki | 6.5 |
| Wide Width Light Filtering Sateen- Available in White and Ivory | 7.5 |
| Silky Blackout- Available in White, Ivory, and Biscuit (Khaki) | 7.5 |
| Interlining - 5oz. | 8 |

TOP TREATMENTS- LABOR TO FABRICATE

| VALANCES | PRICE | UOM |
|-----------------------------|--------------|------------|
| Rod Pocket (RTO) | 45 | WIDTH |
| Gathered | 32.5 | FT |
| Box Pleat | 38.5 | FT |
| Box Pleat w/ Contrast Liner | 42 | FT |
| Mock Roman | 33 | FT |
| Arched Gathered or Pleated | 45 | FT |
| Adder for Valances > 100" W | 10 | FT |

| CORNICES | PRICE/FT |
|--------------------------|-----------------|
| 24" - 60" | 42 |
| 60" - 96" | 49.5 |
| 96"-144" | 58 |
| Adder for Faces > 24" FL | 20 |

*CORNICE PRICING
INCLUDES LUMBER
AND DOUBLE
WELT CORD ON
BOTTOM EDGE

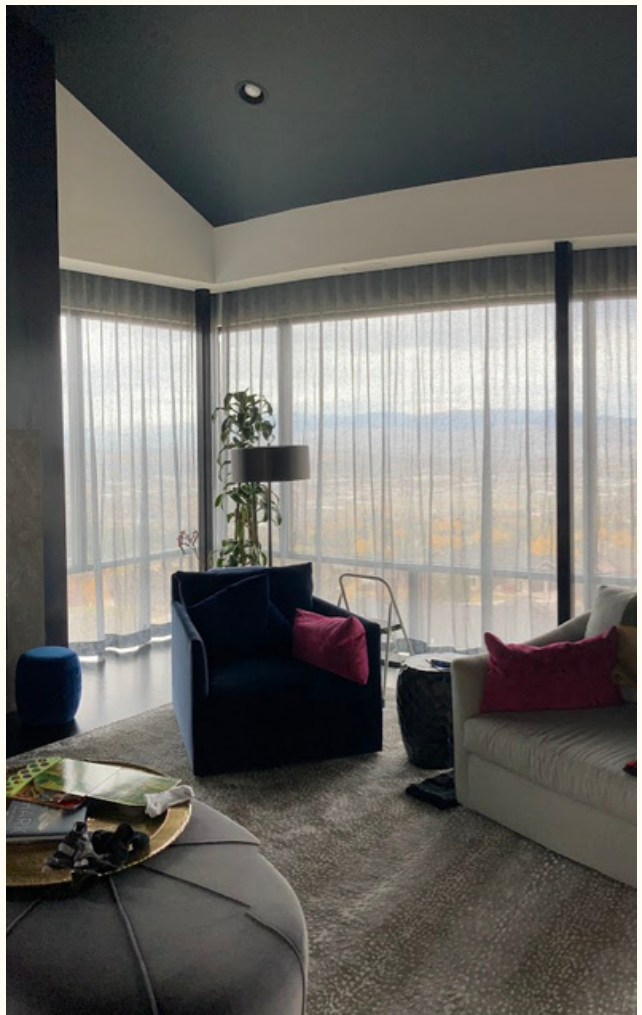
BEDDING AND PILLOWS- LABOR TO FABRICATE

| DUVET COVERS/COVERLETS | TWIN 39" X 75" | FULL 54" X 75" | QUEEN 60" X 80" | KING 78" X 80" | CA. KING/ EURO 72" X 84" |
|---|-------------------------------|-------------------------------|-------------------------------|-------------------------------|--|
| Duvet Cover - Zipper Closure | 170 | 184 | 210 | 250 | 250 |
| Duvet Cover - flap over button closure | 197 | 223 | 263 | 303 | 303 |
| BEDSKIRTS - PRICING REFLECTS UNLINED/LINED | 39" X 75" | 54" X 75" | 60" X 80" | 78" X 80" | 72" X 84" |
| Tailored | 202 | 228 | 272 | 297 | 297 |
| Tailored w/ Center Pleat | 209 | 234 | 292 | 303 | 303 |
| Gathered | 221 | 260 | 297 | 322 | 322 |
| Box Pleat | 240 | 260 | 297 | 322 | 322 |
| Shirred | 266 | 278 | 317 | 342 | 342 |
| PILLOW SHAMS | 18" X 18" | 20" X 20" | 22" X 22" | 24" X 24" | 26" X 26" |
| Flanged | 108 | 108 | 113 | 119 | 119 |
| Knife Edge | 49 | 49 | 55 | 60 | 60 |
| Ruffled | 108 | 108 | 113 | 119 | 119 |
| PILLOWS | 18" X 18" | 20" X 20" | 22" X 22" | 24" X 24" | 26" X 26" |
| Knife Edge | 53 | 53 | 63 | 75 | 75 |
| Self-Welt or Trim | 75 | 75 | 95 | 101 | 101 |
| Ruffled | 102 | 130 | 130 | 178 | 178 |
| Flanged | 75 | 75 | 95 | 101 | 101 |

INSTALLATION

| DRAPERY | < OR = 8' | >8' AND < OR = 12' | >12' |
|---------------------|--------------|--------------------------|-------------|
| Decorative Hardware | 100 | 150 | 250 |
| Basic Hardware | 75 | 100 | 200 |
| ROMAN SHADES | Qty 1-5 | Qty 6-10 | Qty > 10 |
| Non-Motorized | 35 | 30 | 25 |
| Motorized | 45 | 40 | 35 |

*PRICES FOR ALL OTHER INSTALLATION SERVICES INCLUDING TOP TREATMENTS AND OTHER VERTICAL PRODUCTS CAN BE FOUND IN THE HD INSTALLATION SERVICE PRICE GUIDE LOCATED IN ADDENDUM D





ADDENDUMS



- A Drapery Measuring Instructions
- B Roman Shade Measuring and Yardage (use for drapery) Calculations
- C Measuring and Yardage for Bedding
- D HDIS 2022 Montana Installer Pricing
- E Roman Shade Operating Systems

* ADDENDUM A * DRAPERY * ADDENDUM A *

MEASURING INSTRUCTIONS

BASIC DRAPERY TERMS

The **AREA TO COVER** is the width to be covered by a drapery panel or valance.

The **ROD WIDTH** is the same as the area to cover when used for traverse draperies. However, when side accent panels are hung on a decorative rod, the rod is sometimes wider than the panels.

A **PANEL**, or **ONE-WAY DRAW**, is a single fabric panel, of any finished width, that opens in one direction only.

A **PAIR**, or **SPLIT DRAW**, is two fabric panels, of any finished width, that open from the middle.

A **TWO-LAYER** drapery is a drapery window treatment with two layers of drapery, one behind the other.

An **OVERDRAPE** is the front layer in a two-layer drapery treatment.

An **UNDERDRAPE** is the rear layer in a two-layer drapery treatment.

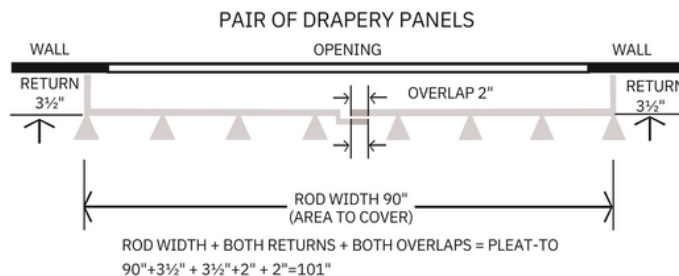
The **RETURN** is the distance a traverse drapery must "return" to the wall to cover the gap at the end of the drapery created by the projection of the brackets.

- The standard return for a single-layer drapery is 3½".
- The standard return for the overdrap in a two-layer drapery is 5½". You must specify return depth when ordering.
- The underdrap in a two-layer drapery does not require returns.

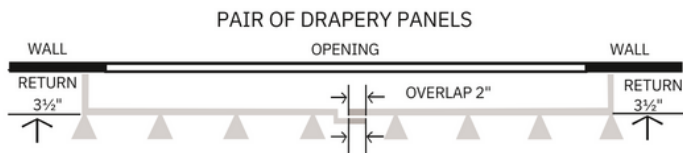
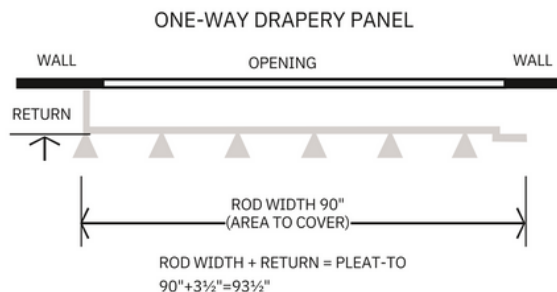
The **OVERLAP** is the amount of additional width required so that the left and right panels in a pair of traverse drapery panels can overlap each other in the center. The overlap, which is 2" for each panel, ensures privacy and light control. One-way panels do not overlap.

The **PLEAT-TO** is the finished width of a drapery, or the total width a drapery is "pleated to" including its returns and overlaps.

- For a pair of drapery panels, the "pleat-to" is the sum of the rod width plus the returns and the overlaps.



- For a one-way drapery panel, the "pleat-to" is the total of the rod width and the return.



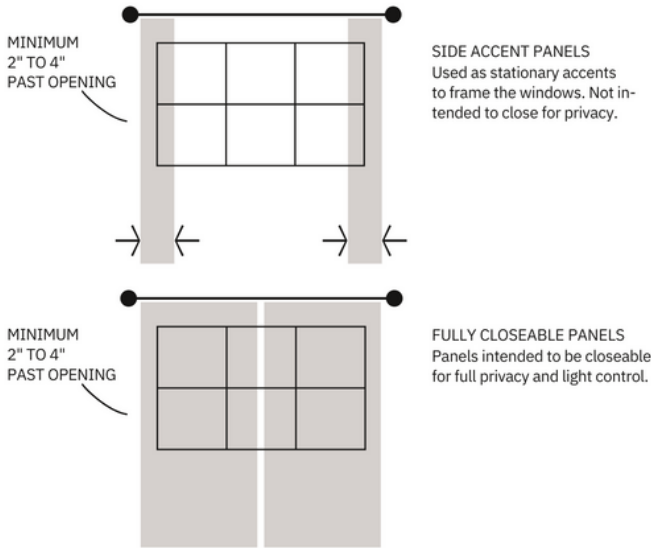
* ADDENDUM A *

DRAPERY PANEL MEASURING INSTRUCTIONS

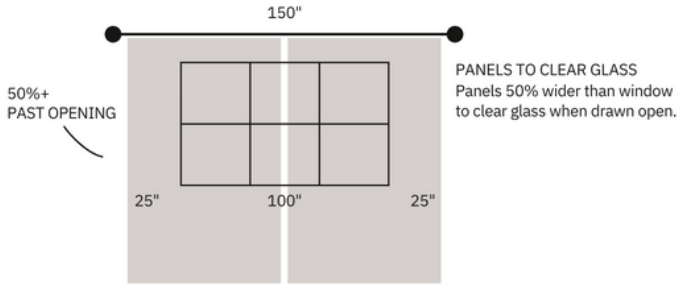
Measure the width and height of a drapery panel as follows:

STEP 1 Determine the rod width and area to cover

Decide how far past the opening the drapery should go. The minimum is typically 2" to 4" on each side, unless there is an obstruction. Where possible, however, draperies are often made enough wider than the glass width to allow room for the fabric to stack off the glass when they are open.



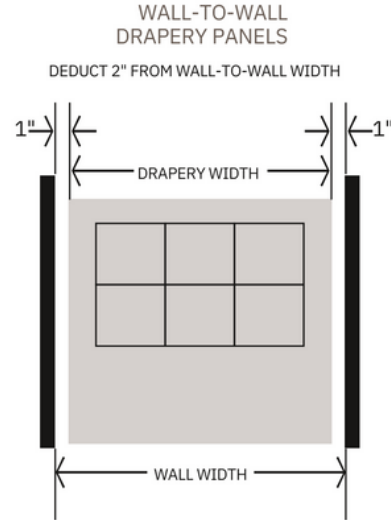
As a rule of thumb, draperies stack in approximately $\frac{1}{3}$ of their width (a little more for heavy fabric, a little less for sheers and lightweight fabric). Therefore, in order to allow sufficient stacking space to clear the glass area, add approximately 50% to the width of the opening.



| Take-Up Allowance For Panels | DECORATIVE ROD DIAMETER | | | |
|--|-------------------------|------------------|------------------|----------------|
| | $\frac{3}{4}$ " | $1\frac{1}{4}$ " | $1\frac{1}{2}$ " | 2" |
| (POCKET SIZE) | 1½ | 2¼ | 3 | 4 |
| (Height of a given panel will be reduced by the amount shown below.) | | | | |
| PANEL STYLE | | | | |
| Rod Pocket Panel | $\frac{1}{2}$ | $\frac{7}{8}$ | 1 | $1\frac{1}{8}$ |
| Tab Top Panel | $\frac{1}{2}$ | $\frac{5}{8}$ | $\frac{5}{8}$ | 1 |
| Camisole Panel | $\frac{1}{2}$ | $\frac{5}{8}$ | $\frac{5}{8}$ | 1 |

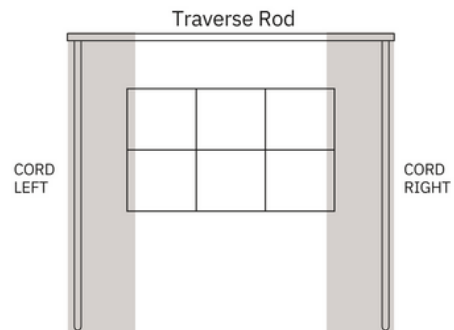
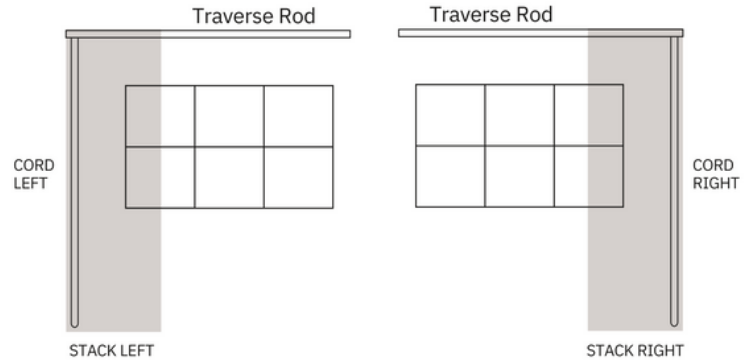
* ADDENDUM A *

If the drapery is intended to cover a wall-to-wall area, measure the area to be covered at the height where the rod will be located (not the floor). Deduct 2" from this measurement to determine the width of the rod.



STEP 2 Determine direction of draw, and stack location

Looking at the opening to be covered, decide whether the drapery should open from the middle (split draw) and stack on both sides of the opening, or whether it should draw toward, and stack, on one side or the other (left or right, facing the opening).



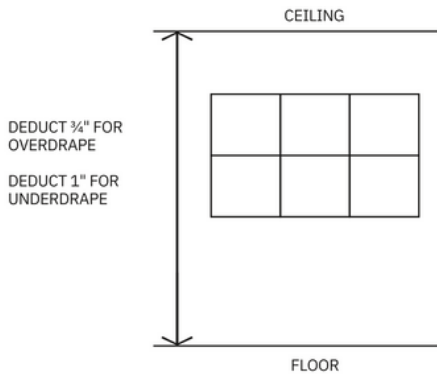
STACK LEFT AND RIGHT (SPLIT DRAW)
WITH CORD ON RIGHT OR LEFT OR BOTH
(Two cords, left and right, are usually used only on very large pairs of drapery panels that are too heavy to pull with one cord.)

* ADDENDUM A *

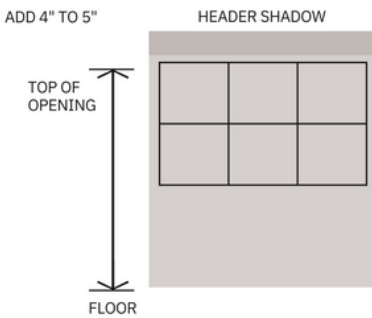
STEP 3

Determine the height of the drapery panel

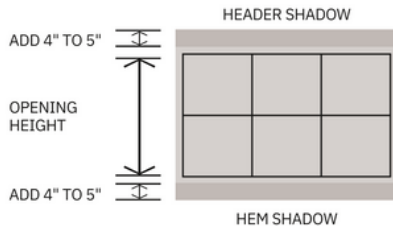
Floor to Ceiling: Measure the distance from floor to ceiling at the tightest (shortest) point. (Allow for acoustic ceiling unevenness, carpet pile, or other unevenness.) For an overdrap, deduct $\frac{3}{4}$ " for operating clearance. For an underdrap, deduct 1".



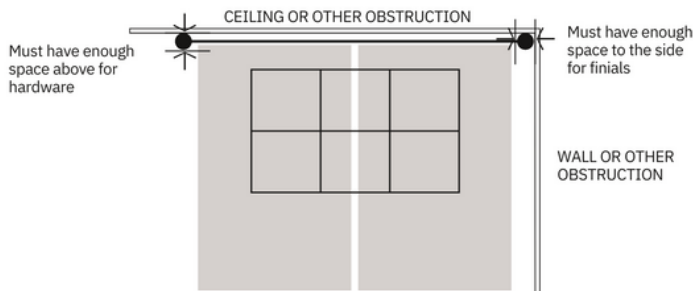
Top of Opening to Floor: Measure the distance from the top of the opening to the floor. Add 4" to 5" in order to avoid a shadow line created by the header, and to allow sufficient wall space above the opening for the rod brackets.



Above and Below Opening: Measure the opening height and add 8" to 10" in order to avoid shadow lines created by the header and the bottom hem. (The bottom of the header should be above the opening and the top of the bottom hem should be below the opening.)



Decorative Hardware: If decorative drapery hardware is being used, the drapery will hang below the rod and rings. Be sure there is enough wall space above the top of the drapery for the decorative hardware, and enough wall space to the sides to allow for the finials.



* ADDENDUM A *

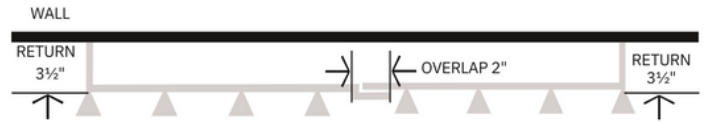
STEP 4

Determine return size

Returns: Traverse draperies often require returns. The return is the distance the drapery panel must "return" to the wall.

- The standard return size for a single-layer drapery is $3\frac{1}{2}$ " on each side.

SPLIT-DRAW DRAPERY



- The standard return size for an "overdrap" (front layer) in a two-layer drapery treatment is $5\frac{1}{2}$ ". The underdrap (rear layer) in a two-layer drapery, when the overdrap has returns, does not require a return.

TWO-LAYER DRAPERY



STEP 5 Determine the "pleat-to"

The finished width of pleated traverse drapery panels is always wider than the rod width. The additional width is caused by the "returns", explained above, and the "overlap", which must be added to the rod width in order to determine the finished width, or "pleat-to" (i.e. the width the panels will be "pleated to").

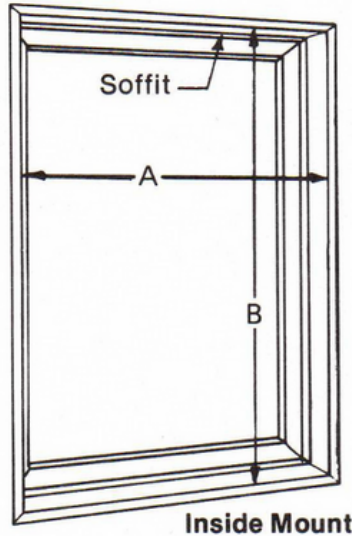
Remember:

- The pleat-to for a one-way drapery panel is the rod width plus the return.
- The pleat-to for a two-way drapery (a pair or split draw) is the rod width plus both returns and both overlaps (the overlap is always 2" per panel).

FABRIC SHADES

Fabric shade styles include Roman shades, Austrian shades, balloon shades and variations of these three basic styles. They may be installed in the window opening or on the wall outside the window opening. Shades may be raised and lowered to control light and privacy.

MEASURING FOR FABRIC SHADES



INSIDE MOUNT

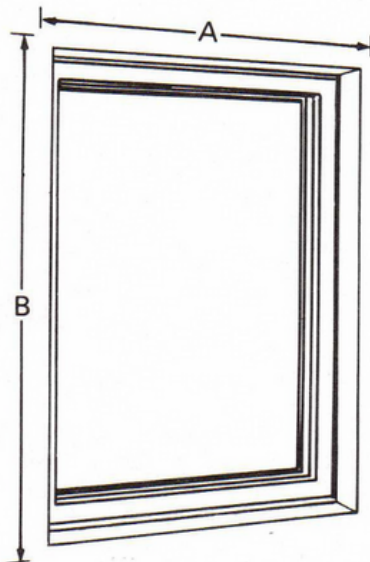
WIDTH

1. Measure the inside width of the window opening at the top, middle and bottom. From the narrowest measurement, deduct 1/4" for clearance. Use this measurement for shade width.

LENGTH

1. Measure the length of the window opening from top to bottom on the left side, center and right side of the window. Use the longest measurement for the short point of the shade.

Outside Mount



OUTSIDE MOUNT

WIDTH

1. Measure the width of the window from outside edge of frame to outside edge of frame. If no frame, measure width of opening.

2. Extend the shade a minimum of 1" on each side to determine the face width.

LENGTH

1. Measure the length of the window from top edge of window frame to bottom edge of window frame. If no trim, measure length of opening.

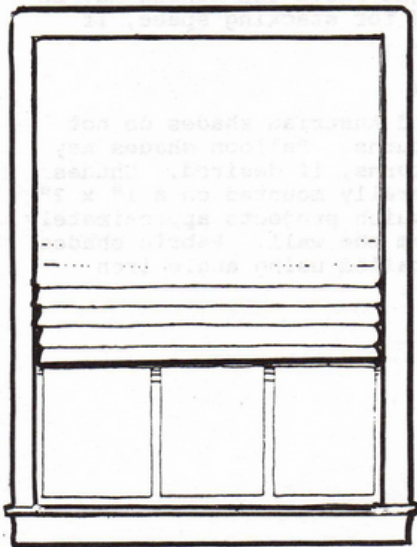
2. Extend the top of the shade a minimum of 2" above the window trim.

3. Extend the short point of the bottom of the shade a minimum of 2" below the window apron or bottom trim.

4. Height above the window may be adjusted for stacking space, if desired.

ROMAN SHADE

A standard Roman shade is constructed from a flat width of fabric. When closed, the fabric is displayed at the window. When raised, the shade falls into overlapping horizontal folds.



Standard Specifications

- 1 1/2" double side hem
- 2" double bottom hem
- Lining recommended
- Mount on board
- metal bar*

MEASURING

Follow the measuring guidelines for fabric shades on page 58.

ADDITIONAL SUPPLIES

- Patterns/How-to books
- Thread
- Lining
- Rings
- Cord
- Mounting board
- Hardware
- Installation brackets
- Cord drops
- Cord cleat

CALCULATING YARDAGE - ROMAN SHADES

Shade size is _____ wide x _____ long.

DETERMINE CUT LENGTH

Shade length
+ 10" allowance
= cut length

ADJUSTED CUT LENGTH

Cut length _____ / _____ pattern repeat = _____
Round up to whole number

Whole number _____ x _____ pattern repeat = _____

TOTAL WIDTH

Face width of shade
+ allowance for side hems
Total width of shade

_____ + 6"

Total width _____ / _____ fabric width
Round up to whole number

YARDAGE

Number of widths _____ x _____ adjusted cut length
= total inches of fabric required.

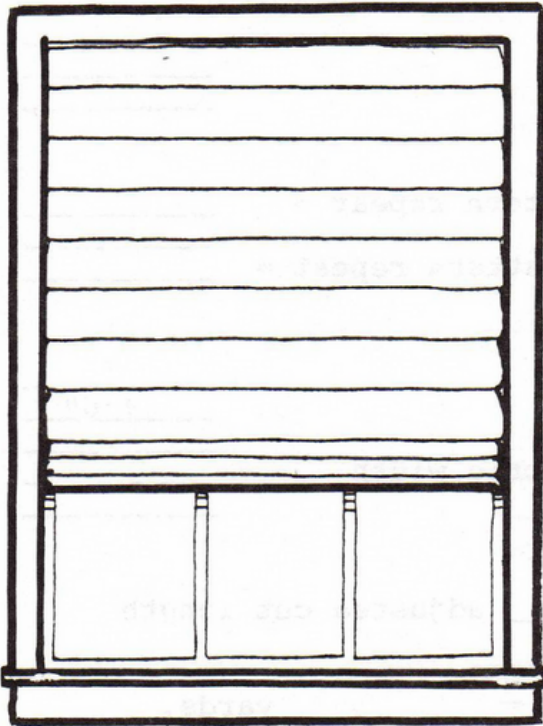
Total inches of fabric _____ / 36 = _____ yards.
Round yards up to whole number _____

NOTE: Add 1/4 to 1/2 yard additional for tacking strip and to cover board.

***** USE THE SAME
FORMULA FOR
CALCULATING
DRAPERY
YARDAGE *****

HOBbled ROMAN SHADE

A variation of the standard Roman shade is the Hobbled Roman shade which, when extended the full length, has soft folds creating fullness.



Standard Specifications

- 1 1/2" double side hems
- 2" double bottom hem
- 2 to 1 Vertical fullness
- Lining recommended
- Mount on board

MEASURING

Follow the measuring guidelines for fabric shades on page 58.

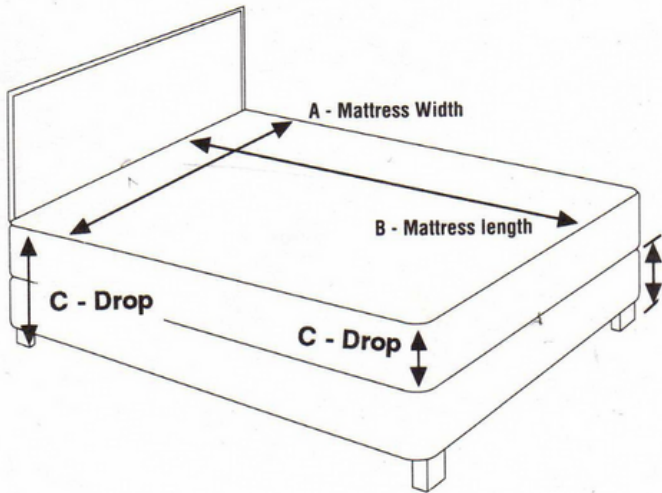
CALCULATING YARDAGE

Complete the worksheet on page 61 and double the yardage required.

BEDDING

The bedroom has many opportunities for decorating. The bed and the windows can become a focal point in the room. With luxurious window coverings, elaborate bed coverings and accessories such as pillows, table skirts and other appointments, the bedroom presents many opportunities for decoration.

MEASURING FOR BEDDING



WIDTH

Measure the mattress top from left to right sides.

LENGTH

Measure the mattress top from the head of the bed to the foot of the bed.

DROP

Measure from the top edge of the mattress to the desired length.

For dust ruffles, measure drop from top of box springs to the floor.

STANDARD SIZES

Standard bedding sizes are listed below:

| | |
|-----------|-----------|
| Twin | 39" x 75" |
| Full | 54" x 75" |
| Queen | 60" x 80" |
| King | 78" x 80" |
| Cal. King | 72" x 84" |

76 x 53 1/2
74

| | |
|-----------------------------------|----------|
| Standard Bedsread drop: | 21" |
| Bedsread pillow tuck: | 18 - 20" |
| Standard coverlet/comforter drop: | 12" |
| Standard duvet drop: | 12" |

YARDAGE REQUIREMENTS - BEDSPREADS AND COVERLETS

Bedspread size:

width _____ x _____ length x _____ drop

Overall size: width _____ x _____ length

CUT LENGTH

Length of top _____

+ 1 drop _____

+ pillow tuck _____

+ 18"

= finished length _____

+ 14" take up and allowance _____

+ 14"

= total cut length _____

ADJUSTED CUT LENGTH

Cut length _____ / _____ pattern repeat = _____

Round up to whole number _____

Whole number _____ x _____ pattern repeat = _____

WIDTH

Width of top _____

+ drop _____ x 2 drops = _____

+ 4" hem allowance _____

+ 10% quilting take-up _____

= total width _____

YARDAGE

Total width _____ / _____ fabric width = _____

Round up to whole number _____

Whole number _____ x _____ adjusted cut length

= _____ total inches of fabric required.

Total inches of fabric _____ / 36 = _____ yards.

Round up yards to whole number _____

OPTIONS

- 1/4" cording at hem 1 - 1 1/2 yards
- 1/4" cording at hem & mattress edge 2 - 3 yards
- Jumbo cording at hem 2 yards
- Jumbo cording at hem & mattress edge 4 yards
- Shirred jumbo cording at hem 4 yards
- Shirred jumbo cording at hem & mattress edge 6 yards
- Shaped bottom hem 2 yards
- Reverse shams 2 1/2 - 4 1/2 yards
- Fitted with split corners 1 yard

CALCULATING YARDAGE - COMFORTERS AND DUVET COVERS

Comforters may be reversible, with a decorative fabric on the face and back sides. They do not have a pillow tuck, therefore, pillow shams are used to cover the pillows which set on the bed.

Comforter size:

width _____ x _____ length x _____ drop

Overall size: width _____ x _____ length

CUT LENGTH

Length of top _____

+ 1 drop _____

+ 14" take-up and allowance _____

= total cut length _____

+ 14"

ADJUSTED CUT LENGTH

Cut length _____ / _____ pattern repeat = _____

Round up to whole number _____

Whole number _____ x _____ pattern repeat = _____

WIDTH

Width of top _____

+ drop _____ x 2 drops = _____

+ 9" hem and seam allowance _____

+ 10% quilting take-up _____

= total width _____

YARDAGE

Total width _____ / _____ fabric width = _____

Round up to whole number _____

Whole number _____ x _____ adjusted cut length

= _____ total number of inches of fabric required.

Total inches of fabric _____ / 36 = _____ yards.

Round yards up to whole number _____

Yardage is for one side of comforter or duvet only. Same amount of yardage is necessary for reverse side.

CALCULATING YARDAGE - DUST RUFFLES

Standard dust ruffles are three-sided. Most are lined. Gathered dust ruffles are usually unlined and gathered to 2 1/2 times fullness.

Refer to the charts below to determine number of strips of fabric and complete the worksheet below for yardage.

DUST RUFFLES

| | 48" fabric | 54" fabric |
|--------------------|-------------------|-------------------|
| Tailored | | |
| Twin | 7 strips | 6 strips |
| Full | 7 strips | 6 strips |
| Queen | 7 strips | 6 strips |
| King | 8 strips | 7 strips |
| Gathered | | |
| Twin | 12 strips | 10 strips |
| Full | 13 strips | 11 strips |
| Queen | 14 strips | 12 strips |
| King | 15 strips | 13 strips |
| Box Pleated | | |
| Twin | 14 strips | 12 strips |
| Full | 15 strips | 13 strips |
| Queen | 17 strips | 14 strips |
| King | 18 strips | 15 strips |

DETERMINE CUT LENGTH

Drop size _____
+ 6" hem and cutting allowance _____
= cut length _____

_____ + 6" _____

ADJUSTED CUT LENGTH

Cut length _____ / _____ pattern repeat = _____
Round up to whole number _____
Whole number _____ x _____ pattern repeat = _____

YARDAGE

Adjusted cut length _____ x _____ number of strips of fabric = total inches of fabric required.

Total inches of fabric _____ / 36 = _____ yards.
Round yards up to whole number _____

CALCULATING YARDAGE - PILLOW SHAMS

There are five basic styles of pillow shams - ruffled, welted, knife-edge, flanged and envelope style. Refer to the yardage charts below.

STANDARD SIZES

| | |
|----------|-----------|
| Standard | 19" x 24" |
| Queen | 19" x 28" |
| King | 19" x 37" |
| European | 24" x 24" |

YARDAGE REQUIREMENTS

| | | |
|-------------------------------|---------------------|-----------|
| Ruffled, knife-edge or welted | Std., Queen or King | 1.2 yards |
| | European | 1.5 yards |
| Flanged | Standard | 1.5 yards |
| | Queen or King | 1.9 yards |
| | European | 1.7 yards |
| Envelope | Std., Queen or King | 3.0 yards |
| | European | 3.6 yards |



HunterDouglas
Installation Services

Dealer Cost Sheet

Montana

Visit the [Installer Locator](#) in DirectConnect™ or The Link to determine HDIS installer availability within a service area. Select the document name for further details regarding our [In-Home Service Assurance](#) and [Surcharges Defined](#).

Base Rates

Dealer Cost Unit

Measure fee

| | | |
|-----------------------|----------|------------------------|
| • 1 to 15 openings | \$105.00 | One-time fee |
| • 16 or more openings | \$7.00 | Per additional opening |

Installation fee

| | | |
|--|---------|-----------------|
| • Blinds and Shades | \$23.00 | Per unit |
| –Oversized width fee (over 96") | \$11.50 | Per unit |
| • Vertical Products | \$10.00 | Per linear foot |
| • Shutters | \$6.00 | Per square foot |
| • Skylift™ | \$10.00 | Per square foot |
| • Stand-alone Valances, Cornices or Decorative Window Fashion Supports | \$10.00 | Per linear foot |

Design Studio™ Drapery Rates

Dealer Cost Unit

| | | |
|--|---------|-----------------|
| Install Draw Drapery with Hunter Douglas Hardware | \$20.00 | Per linear foot |
| Install Stationary Panels with Hunter Douglas Hardware | \$15.00 | Per linear foot |
| Install with Hardware other than Hunter Douglas | \$25.00 | Per linear foot |
| Draw Drapery Height (8'+) | \$32.00 | Per unit |
| Draw Drapery Height (12'+) | \$53.50 | Per unit |
| Draw Drapery Height (16'+) | \$75.00 | Per unit |
| Stationary Panel Height (8'+) | \$16.00 | Per panel |
| Stationary Panel Height (12'+) | \$27.00 | Per panel |
| Stationary Panel Height (16'+) | \$40.00 | Per panel |

Minimum Rates

Dealer Cost Unit

| | | |
|--------------|----------|-----------|
| Installation | \$105.00 | Per visit |
| Service call | \$105.00 | Per visit |

Minimums apply to each order. If multiple orders are submitted for the same client, each order is subject to a minimum fee.

Charged service calls follow standard base rates when changing product (different brackets or frame). When replacing an existing product (same brackets or frame) the charge is 50% of install fees. Minimums apply.

See page 2 for additional surcharges.

Updated May 3, 2022 • Effective January 1, 2022

ADDENDUM D

Dealer Cost Sheet Continued

ADDENDUM D

Surcharges (In addition to fees previously listed)

Dealer Cost Unit

| | | |
|--|-----------|------------------------|
| Mileage over 50 miles round trip | \$ 1.80 | Per mile |
| Tall window 12 ft. + (if top of opening is between 12' and 16' from the floor) | \$ 22.00 | Per opening |
| –Additional tall window 12 ft. + | \$ 16.00 | Per opening |
| Tall window 16 ft. + (if top of opening is over 16' from the floor) | \$ 37.50 | Per opening |
| –Additional tall window 16 ft. + | \$ 32.00 | Per opening |
| Take down shades ¹ | \$ 13.50 | Per unit |
| Take down shutters ¹ | \$ 3.00 | Per square foot |
| Install hold down brackets (excludes UCTs) | \$ 4.50 | Per pair |
| Install into hard surface (steel, tile, concrete, granite, etc.) | \$ 20.00 | Per opening |
| PowerView® Gen 3 Automation shade set-up | \$ 20.00 | Per programmed motor |
| PowerView® Gen 3 Automation Gateway set-up | \$ 20.00 | Per programmed gateway |
| Legacy PowerView® Automation shade set-up (includes remote) | \$ 11.00 | Per programmed motor |
| Legacy Powerview® Automation Hub set-up (includes two scenes) ² | \$ 16.00 | Per programmed motor |
| –Additional Scene set-up | \$ 16.00 | Per scene |
| Large DC Power Supply | | |
| –Installation | | |
| –Connections | \$ 100.00 | Per box |
| External Home Automation set-up (Alexa, Google Home, etc.) | \$ 20.00 | Per unit |
| SoftTouch™ Motorization | \$ 54.00 | Per visit |
| LightLock™ Installation | \$ 5.50 | Per unit |
| Template Construction | \$ 54.00 | Per unit |
| Special Access charge | \$ 48.00 | Per template |
| –Measure | | |
| –Install | \$ 43.00 | Per visit |
| Shutter Measure charge | \$ 80.00 | Per visit |
| Caulking of shutter frames | \$ 5.00 | Per unit |
| Specialty shutters (arches/angles/double-hung/track systems) | \$ 17.50 | Per opening |
| Specialty shades (arches/angles/2 on 1 headrails) | \$ 1.75 | Per square foot |
| Side rail shades | \$ 10.00 | Per unit |
| Product consultation | \$ 22.00 | Per unit |
| Administrative charge ³ | \$ 105.00 | Per hour |
| | \$ 15.00 | Per order |

¹ Does not include haul away

² Does not include external home automation devices, i.e. Alexa, Google Home, etc.

³ Administrative charge is waived if DirectConnect™ is used to request HDIS measure and/or install.

Other Surcharges (Quoted in Advance)

Dealer Cost

| | |
|-----------------------------------|---------------------|
| Scaffolding/scissor lift required | Quoted charge + 20% |
| Hardwired motorization | Quoted charge + 20% |
| Helper | Quoted charge + 20% |
| Miscellaneous charges | Quoted charge + 20% |

END