

# Getting to know the detail page

**Unique catalog number for each treatment**

**Personalized version has your name here**

**Suggested retail prices**

**Category name here**

**Index page number**

**Sub-group name here**

**Treatment names**

**Allowances for width & length to figure yardages**

**Top row is used for finding the number of widths**

**Lower row is used for finding cut length**

**Industry standard features**

**Order information needed for the workroom**

**Available add-ons for the treatment selected**

**Printed Tabs**

**Price grid for Unlined, Lined, Interlined**

**General rules or notes**

**Work orders are in back of book and match each category**

**Index page number**

If you are familiar with calculating yardages, *The Ultimate Designer's Workbook* will be easy for you to figure the yardage and the cost to make the treatment. If you have difficulties calculating yardages and labor costs, we recommend you also purchase *The Study Guide for The Ultimate Designer's Workbook*.

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“Drapery” is defined as a panel, or panels, of fabric that covers the entire window, or is set up as non-operable stationary panel(s). The latter usually have some kind of pleated top. The top part of the drapery is called the heading, and drapery panels are manufactured to accommodate many types of headings. The headings may consist of a pleated effect, 2-finger, 3-finger, 4-finger, or 5-finger pleats, which usually have buckram or “crinoline” in them to give the top a crisp and formal look. When the top is made without buckram it becomes soft and more casual looking. Pleated draperies have hooks placed in the back of the pleats which are then hooked on a drapery rod. The drapery heading may also consist of tabs of many different styles or other unusual headings, some of which are made with shirring tapes or grommets. Drapery hem lengths will usually clear the floor if they are operable, but stationary draperies can “puddle”, which means they sit on the floor anywhere from 2” to 15”. They can also “break on the floor” which means they just sit on the floor approx 1” or less. The drapery can be hung on rods which are: cord operated, pulled with a baton, motorized, standard curtain rods, or decorative rods. Draperies can be unlined, lined, or interlined.

Traditionally draperies have been used for a more sophisticated décor, but today, casual draperies have become more popular, featuring open weave fabrics, tab tops, and other more informal styles.

Draperies are divided up into sub-categories which consist of:

**Pleated Tops**

The drapery heading is manufactured so the top has a pleated affect.

**Soft Tops**

The heading of the drapery is manufactured without buckram.

**Tab Tops**

The top is made with a tab of some sort attached.

**Unusual Headings**

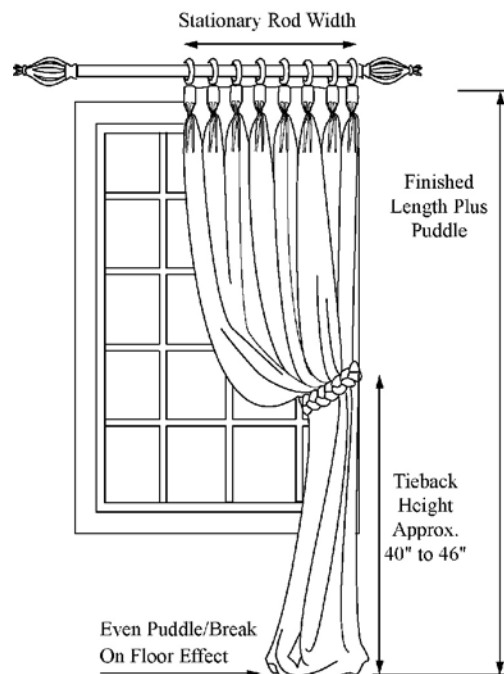
Unusual headings are a group that requires a shirring tape, snap tape or grommets.

**Special Set-ups**

This is where there is a build up of Add-ons to create a special effect.

**Custom Products**

Used when a quote is needed for an unusual design that is not in the catalog.



**Introduction to Draperies****General Information**

- FULLWORKING means they will open and close by means of a traversing rod or hand baton
- STATIONARY (Side Hangs): means they do not operate; they are set-up for decoration only
- State if draperies are to be LINED, UNLINED or INTERLINED
- Pattern repeats are matched from the top of the drapery down (check with your workroom)
- On some prints and plaids, pattern repeats do not run true and the pattern will match at the top along the vertical seam, then closer to the bottom of the seam the pattern will “grow” and will not match.

**Pricing**

- Draperies are priced PER WIDTH of fabric, sometimes called “Width of Measure” or WOM.
- Railroaded fabric will need to be converted into widths in order to find the cost.
- Depending on your workroom, they may have a maximum width of fabric to determine the per width charge. For example if your fabric is 132” wide and the maximum width of fabric is 54”, (i.e take  $132 \div 54 = 2.444$  round up = 3 widths) The billable widths are 3.

**Recommended Fabric**

- Most fabric types are suitable for drapery, medium or “drapery” weight usually looks best.
- Bulky or Upholstery weight fabric is usually not recommended (check with your workroom)
- Fabrics with weight or body will drape into nicer folds than lighter weight fabrics.
- Lining gives light weight fabrics more body
- Interlining gives the fabrics a more luxury look
- Voile sheer will not form a continuous pattern of the folds at the bottom hem
- Batiste sheers or heavier sheers will have a more definite pattern of the folds at the bottom hem
- Fullness is indicated on every treatment page to help determine yards

**Fullness Recommendations**

- |                             |      |
|-----------------------------|------|
| • Sheers                    | 3x   |
| • Light weight fabrics      | 3x   |
| • Laces                     | 3x   |
| • Medium weight fabrics     | 2.5x |
| • Bulky fabrics             | 2x   |
| • Upholstery weight fabrics | 2x   |

If using a patterned fabric keep in mind that the more fullness used will hide the pattern.

Example, if using a lace you may want to reduce the fullness to better show the lace pattern.

Fullness is indicated on every treatment page to help determine yardage

Here is a sample taken from the Drapery category from the Ultimate Designer's Workbook.

The start of each category is the Index page. The index associates a code to the treatment name, i.e. D-012 is the 3 Finger Top Tack.

<b>The Ultimate Designer's Workbook</b>		<b>Draperies Index</b>
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<p><b>Style #    Pleated Tops</b></p> <p><b>D-001</b>    Boxed Pleat</p> <p><b>D-002</b>    Boxed Pleat Inverted</p> <p><b>D-003</b>    Cartridge Pleat</p> <p><b>D-004</b>    Five Finger Pleat</p> <p><b>D-005</b>    Five Finger Pleat Tack Top</p> <p><b>D-006</b>    Four Finger Pleat</p> <p><b>D-007</b>    Four Finger Pleat Top Tack</p> <p><b>D-008</b>    Goblet Pleat</p> <p><b>D-009</b>    Tack Roll Pleat</p> <p><b>D-010</b>    Tack Roll Pleat Tack Top</p> <p><b>D-011</b>    Three Finger Pleat</p> <p><b>D-012</b>    Three Finger Pleat Top Tack</p> <p><b>D-014</b>    Two Finger 6" Space</p> <p><b>D-013</b>    Two Finger 8" Space</p> <p><b>D-015</b>    Two Finger Pleat</p> <p><b>D-016</b>    Two Finger Pleat Tack Top</p> <p><b>D-017</b>    Windsor Pleat</p> <p><b>Style #    Soft Tops</b></p> <p><b>D-019</b>    Five Finger Top Tack</p> <p><b>D-018</b>    Four Finger Top Tack</p> <p><b>D-020</b>    Slouch on Medallions</p> <p><b>D-021</b>    Slouch with Rings</p> <p><b>D-022</b>    Three Finger Top Tack</p> <p><b>D-023</b>    Two Finger Top Tack</p> <p><b>D-024</b>    Two Finger Top Tack 12" Space / Cuff</p> <p><b>D-025</b>    Two Finger Top Tack 8" Space / Cuff</p> <p><b>D-026</b>    V-Droop - 12" Spaces</p> <p><b>D-027</b>    V-Droop - 8" Spaces</p> <p><b>D-028</b>    V-Droop with Small Pleat &amp; Cuff - 12" Space</p> <p><b>D-029</b>    V-Droop with Small Pleat -12" Space</p> <p><b>Style #    Tab Tops</b></p> <p><b>D-030</b>    Scalloped Top</p> <p><b>D-031</b>    Tab Panel Droop on Medallions</p> <p><b>D-032</b>    Tab Panel with Base Tab Gathered</p> <p><b>D-033</b>    Tab Straight Top</p> <p><b>D-036</b>    Tab with Curved Tabs</p> <p><b>D-034</b>    Tab with Long Shirt Tail Ties</p> <p><b>D-035</b>    Tab with Pointed Tip Tab</p>	<p><b>Style #    Unusual Headings</b></p> <p><b>D-038</b>    Accordion Pleat Butt Masters (10" Snaps)</p> <p><b>D-040</b>    Accordion Pleat Butt Masters (7.5" Snaps)</p> <p><b>D-042</b>    Accordion Pleat Butt Masters (8.5" Snaps)</p> <p><b>D-037</b>    Accordion Pleat Overlap Masters (10" Snaps)</p> <p><b>D-039</b>    Accordion Pleat Overlap Masters (7.5" Snaps)</p> <p><b>D-041</b>    Accordion Pleat Overlap Masters (8.5" Snaps)</p> <p><b>D-043</b>    Diamond Pleat Tape Single</p> <p><b>D-044</b>    Gathered Shirr Tape 2-Cord</p> <p><b>D-045</b>    Gathered Shirr Tape 4-Cord</p> <p><b>D-047</b>    Grommited Top (Rod Thru)</p> <p><b>D-046</b>    Pencil Pleat Tape 4-Cord</p> <p><b>D-048</b>    Ripplefold® Butt Master</p> <p><b>D-049</b>    Ripplefold® Overlap Master</p> <p><b>D-050</b>    Shower Curtian - Grommet</p> <p><b>Style #    Special Set-ups</b></p> <p><b>D-051</b>    Curtain on Rings (Flat) with Petticoat Square</p> <p><b>D-052</b>    Flat Curtain with Petticoat Straight</p> <p><b>D-053</b>    Pinch Pleat 5-Finger with Petticoat</p> <p><b>D-054</b>    Two Finger with Petticoat</p> <p><b>Style #    Custom Products</b></p> <p><b>D-055</b>    Custom Draperies</p> <p><b>D-056</b>    Re-Work Draperies</p> <p><b>D-057</b>    Sample Mock-Up</p>
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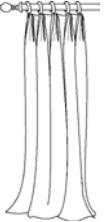




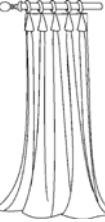





The next section of each treatment category is the quick reference page, here you can see a thumbnail drawing of what the treatment looks like.

**The Ultimate Designer's Workbook**

**Draperies Quick Reference**

**Pleated Tops**

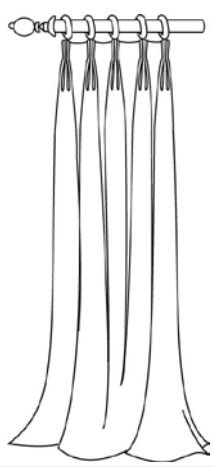
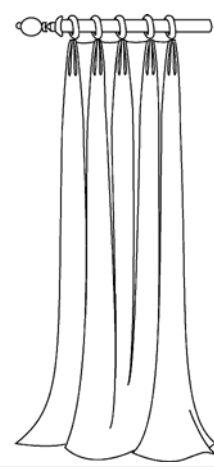
**Draperies**

 <p><b>D-001</b> Boxed Pleat</p>	 <p><b>D-002</b> Boxed Pleat Inverted</p>	 <p><b>D-003</b> Cartridge Pleat</p>
 <p><b>D-004</b> Five Finger Pleat</p>	 <p><b>D-005</b> Five Finger Pleat Tack Top</p>	 <p><b>D-006</b> Four Finger Pleat</p>
 <p><b>D-007</b> Four Finger Pleat Top Tack</p>	 <p><b>D-008</b> Goblet Pleat</p>	 <p><b>D-009</b> Tack Roll Pleat</p>
 <p><b>D-010</b> Tack Roll Pleat Tack Top</p>	 <p><b>D-011</b> Three Finger Pleat</p>	 <p><b>D-012</b> Three Finger Pleat Top Tack</p>
 <p><b>D-013</b> Two Finger 8" Space</p>	 <p><b>D-014</b> Two Finger 6" Space</p>	 <p><b>D-015</b> Two Finger Pleat</p>

After the quick reference comes the treatment category section. Let's see what some of the treatment pages look like. Here are three treatment pages from the drapery category. D-011, D-020, D-033 and D-043.

**Pleated Tops**

D-011

<p>Three Finger Pleat  <b>D-011UL Unlined</b>  <b>D-011L Lined</b>  <b>D-011I Interlined</b></p> 	<p>Three Finger Pleat  Top Tack  <b>D-012UL Unlined</b>  <b>D-012L Lined</b>  <b>D-012I Interlined</b></p> 
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**Suggested Retail (Labor Only)**

**Price per Width**

Minimum 1 Width  
(up to 54 in. wide fabric)

Lining & Interlining NOT included

Length	Unlined	Lined	Interlined
1 to 96	\$	\$	\$
97 to 108	\$	\$	\$
109 to 120	\$	\$	\$

*See Workroom Detail for surcharges*

**Draperies**

Fullness	Allowance Description to add					General Rules
$\frac{2.50 X}{\text{Width}}$	$\frac{3.5 \text{ in}}{\text{Overlaps}}$	$\frac{6.0 \text{ in}}{\text{Side Hem}}$	$\frac{5.0 \text{ in}}{\text{Relax Factor}}$	$\frac{2.0 \text{ in}}{\text{Add to Width}}$		Don't forget to add in returns when estimating the number of widths
$\frac{1.00 X}{\text{Length}}$	$\frac{8.0 \text{ in}}{\text{Top Hem}}$	$\frac{8.0 \text{ in}}{\text{Bottom Hem}}$	$\frac{2.0 \text{ in}}{\text{Add to Length}}$	=	$\frac{18.0 \text{ in}}{\text{Add to Length Total}}$	

**Standard Features**

- Bottom hem 4" double with hand stitched corners
- Heading: 4" heavy duty nonwoven crinoline
- Laminated 1 oz. weights are used.
- Tolerance is 1/2" in width
- Monofilament thread used
- Fanfold & wrapped
- Side hems 1-1/2" double-turned - blind stitched

**Order Information Needed**

- Style number
- Return sizes
- Fullness (if different)
- Special instructions
- Lining name/color
- Quantity
- Finished length
- Pair or Panel - Stack Direction
- Add-ons (if any)
- Stationary or Full working
- Rod width
- Overlaps (if different)
- Hook settings
- Fabric: Vendor, Pattern, Color, Width, Repeat

**Add-ons Available**

- Banding
- Pre-cording
- Swags - For Draperies
- Buttons/Similar Items
- Pre-trims
- Tiebacks
- Fringe
- Rosettes/Knots/Bows
- Petticoats
- Ruffles

D-011

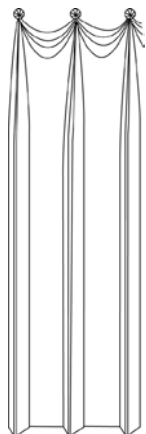
The price section is left blank so you can add your own prices.

**Draperies**

D-020

**Soft Tops**

Slouch on Medallions  
**D-020UL Unlined**  
**D-020L Lined**  
**D-020I Interlined**



Stem from medallion goes through a loop which is created by the swag at top. NO tab needed.

**Suggested Retail (Labor Only)  
 Price per Width**

Minimum 1 Width  
 (up to 54 in. wide fabric)

Lining & Interlining NOT included

Length	Unlined	Lined	Interlined
1 to 96	\$	\$	\$
97 to 108	\$	\$	\$
109 to 120	\$	\$	\$

*See Workroom Detail for surcharges*

Fullness	Allowance Description to add				General Rules
$\frac{2.00 \times}{\text{Width}}$	$\frac{0.0 \text{ in}}{\text{Overlaps}}$	$\frac{6.0 \text{ in}}{\text{Side Hem}}$	$\frac{0.0 \text{ in}}{\text{Relax Factor}}$	$\frac{2.0 \text{ in}}{\text{Add to Width}}$	
$\frac{1.00 \times}{\text{Length}}$	$\frac{1.0 \text{ in}}{\text{Top Hem}}$	$\frac{8.0 \text{ in}}{\text{Bottom Hem}}$	$\frac{25.0 \text{ in}}{\text{Add to Length}}$	= $\frac{34.0 \text{ in}}{\text{Add to Length Total}}$	

**Standard Features**

- Bottom hem 4" double with hand stitched corners
- Laminated 1 oz. weights are used.
- Flat fold & wrapped
- Monofilament thread used
- Side hems 1-1/2" double-turned - blind stitched
- Top is shaped to create swag effect

**Order Information Needed**

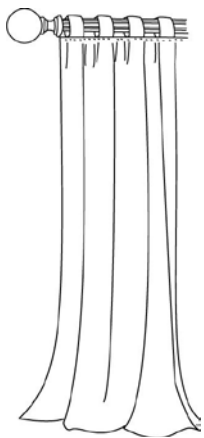
- Style number
- Return sizes
- Pair or Panel - Stack Direction
- Fabric: Vendor, Pattern, Color, Width, Repeat
- Quantity
- Finished length
- Special instructions
- Lining name/color
- Rod width
- Fullness (if different)
- Add-ons (if any)
- Stationary or Full working

**Add-ons Available**

- Banding
- Pre-trims
- Buttons/Similar Items
- Rosettes/Knots/Bows
- Fringe
- Ruffles
- Pre-cording
- Tiebacks

**Tab Tops**

Tab Straight Top      **D-033UL Unlined**  
                                  **D-033L Lined**  
                                  **D-033I Interlined**



**Required Extras**  
 Tabs \*

**Suggested Retail (Labor Only)**

**Price per Width**

Minimum 1 Width  
 (up to 54 in. wide fabric)

Lining & Interlining NOT included

Length	Unlined	Lined	Interlined
1 to 96	\$	\$	\$
97 to 108	\$	\$	\$
109 to 120	\$	\$	\$

*See Workroom Detail for surcharges*

Draperies

Fullness	Allowance Description to add				General Rules
$\frac{2.00 \text{ X}}{\text{Width}}$	$\frac{0.0 \text{ in}}{\text{Overlaps}}$	$\frac{6.0 \text{ in}}{\text{Side Hem}}$	$\frac{0.0 \text{ in}}{\text{Relax Factor}}$	$\frac{2.0 \text{ in}}{\text{Add to Width}}$	
$\frac{1.00 \text{ X}}{\text{Length}}$	$\frac{6.0 \text{ in}}{\text{Top Hem}}$	$\frac{8.0 \text{ in}}{\text{Bottom Hem}}$	$\frac{2.0 \text{ in}}{\text{Add to Length}}$	= $\frac{16.0 \text{ in}}{\text{Add to Length Total}}$	

**Standard Features**

- Bottom hem 4" double with hand stitched corners
- Laminated 1 oz. weights are used.
- Top is made straight
- Flat fold & wrapped
- Monofilament thread used
- Side hems 1-1/2" double-turned - blind stitched
- Tabs: approx. 12" apart
- Tabs: 1.5" wide x 3" long (unless specified)

**Order Information Needed**

- Style number
- Return sizes
- Fullness (if different)
- Add-ons (if any)
- Stationary or Full working
- Quantity
- Finished length
- Pair or Panel - Stack Direction
- Fabric: Vendor, Pattern, Color, Width, Repeat
- Tabs: Qty, Width, Length (if different)
- Rod width
- Overlaps (if different)
- Special instructions
- Lining name/color

**Add-ons Available**

- Banding
- Pre-trims
- Tiebacks
- Buttons/Similar Items
- Rosettes/Knots/Bows
- Fringe
- Ruffles
- Pre-cording
- Tabs \*

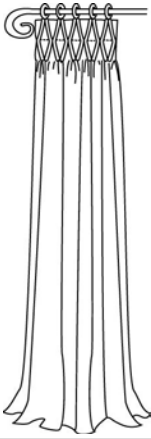
\* required item and must be added to the cost above

**Unusual Headings**

D-043

Diamond Pleat Tape Single

D-043UL Unlined  
D-043L Lined  
D-043I Interlined



**Suggested Retail (Labor Only)  
Price per Width**

Minimum 1 Width  
(up to 54 in. wide fabric)

Lining & Interlining NOT included

Length	Unlined	Lined	Interlined
1 to 96	\$	\$	\$
97 to 108	\$	\$	\$
109 to 120	\$	\$	\$

*See Workroom Detail for surcharges*

Fullness	Allowance Description to add				General Rules
$\frac{3.00 \times}{\text{Width}}$	$\frac{0.0 \text{ in}}{\text{Overlaps}}$	$\frac{6.0 \text{ in}}{\text{Side Hem}}$	$\frac{10.0 \text{ in}}{\text{Relax Factor}}$	$\frac{2.0 \text{ in}}{\text{Add to Width}}$	
$\frac{1.00 \times}{\text{Length}}$	$\frac{8.0 \text{ in}}{\text{Top Hem}}$	$\frac{8.0 \text{ in}}{\text{Bottom Hem}}$	$\frac{2.0 \text{ in}}{\text{Add to Length}}$	= $\frac{18.0 \text{ in}}{\text{Add to Length Total}}$	

**Standard Features**

- Bottom hem 4" double with hand stitched corners
- Laminated 1 oz. weights are used.
- Flat fold & wrapped
- Monofilament thread used
- Side hems 1-1/2" double-turned - blind stitched
- Drapery hooks are placed in back to hang on rod

**Order Information Needed**

- Style number
- Return sizes
- Pair or Panel - Stack Direction
- Fabric: Vendor, Pattern, Color, Width, Repeat
- Quantity
- Finished length
- Special instructions
- Lining name/color
- Rod width
- Fullness (if different)
- Add-ons (if any)
- Stationary or Full working

**Add-ons Available**

- Banding
- Pre-trims
- Buttons/Similar Items
- Rosettes/Knots/Bows
- Fringe
- Ruffles
- Pre-cording
- Tiebacks

Each category has a section of workroom detail information.

The Ultimate Designer's Workbook		Draperies Workroom Details	
Catalog Num	Details	Retail	
<b>5HEAD</b>	5" Heading - Specify with / without Crenoline	\$	Per Width
<b>6HEAD</b>	6" Heading - Specify with / without Crenoline	\$	Per Width
<b>8HEAD</b>	8" Heading - Specify with / without Crenoline	\$	Per Width
<b>ANGB-F</b>	Angled Bottom	\$	Lin Ft
<b>ANGT</b>	Angled Top (Rod Pocket & Tabs Only)	\$	Per Width
<b>AWF</b>	Arch Wood Frame	\$	Sq. Ft
<b>CAD</b>	AutoCad - Computer Aided Drafting Service	\$	Per Hour
<b>BDW</b>	Beaded Weight	\$	Lin Ft
<b>BOL</b>	Blackout Lining Sur-Charge	\$	Sq. Ft
<b>BH1</b>	Button Hole (Vertical 1") First hole \$ _____, Then \$ _____ Ea.	\$	Each
<b>CPH</b>	Consultation per Hour	\$	Per Hour
<b>CT</b>	Cotton Tread	\$	Percent
<b>COBL</b>	Cut Out @ Bottom - Lined	\$	Each
<b>COBUL</b>	Cut Out @ Bottom - Unlined	\$	Each
<b>COTL</b>	Cut Out @ Top - Lined	\$	Each
<b>COTUL</b>	Cut Out @ Top - Unlined	\$	Each
<b>DFS10</b>	Difficult Fabric Sur-Charge - Level 1	\$	Percent
<b>DFS20</b>	Difficult Fabric Sur-Charge - Level 2	\$	Percent
<b>DFS30</b>	Difficult Fabric Sur-Charge - Level 3	\$	Percent
<b>EHLWTB</b>	Even Hem Line When Tie Back (requires CAD or Template extra)	\$	Per Width
<b>EPU</b>	Even Puddle	\$	Per Width
<b>EPU</b>	Even Puddle (requires CAD or Template extra)	\$	Per Width
<b>FFD</b>	Flat Fold	\$	Percent
<b>FSE</b>	French Seams	\$	Each
<b>GR8/T</b>	Grommets 1-1/8" Inside Dia. Matt Nickel, Nickel, Blk Oxide, Brass, Ant. Brass (12 pkg)	\$	Pkg
<b>GR10/K</b>	Grommets 1-7/16" Inside Dia. Matt Nickel, Nickel, Blk Oxide, Brass, Ant. Brass (12 pkg)	\$	Pkg
<b>GR6/A</b>	Grommets 3/4" Inside Dia. Matt Nickel, Nickel, Blk Oxide, Brass, Ant. Brass (12 pkg)	\$	Pkg
<b>GRST</b>	Grommets Set-Up (\$ _____ Up To 14 Then \$ _____ Ea.)	\$	Each
<b>HDSH</b>	Hand Stitching hems, trim, etc.	\$	Lin Ft
<b>HMO</b>	Hem any size other than standard (4")	\$	Lin Ft
<b>INTT</b>	Interlining Per Layer	\$	Per Width
<b>INT120</b>	Interlining over 120" long Per Layer	\$	Per Width
<b>INT32</b>	Interlining over 132" long Per Layer	\$	Per Width
<b>MSB</b>	Memory Stitch Bottom	\$	Per Width
<b>MST</b>	Memory Stitch Top	\$	Per Width
<b>PPBT</b>	Pattern Placement (Buttons)	\$	Each

Each category has its own work order.

Order Date \_\_\_\_\_

### Draperies Workorder

Order # \_\_\_\_\_ Quote # \_\_\_\_\_

Estimated Price \$ \_\_\_\_\_

<b>Fabric Information</b>					
Customer Name	_____				
P.O. #	_____	Vendor	_____	Yds Shipped	_____
Designer's Name	_____	Pattern/Color	_____	Width/Repeat	_____
Address	_____	Location	_____	Catalog #	_____
City	_____		_____		_____
State	_____ Zip _____		_____		_____
Phone	_____		_____		_____
Fax	_____		_____		_____
Mobile	_____	Lining Description	_____		
Email	_____				

**Special Instructions /Drawing (attach pages if needed)**

<p>Style number _____</p> <p>Quantity _____</p> <p>Rod width _____</p> <p>Return sizes _____</p> <p>Finished length _____</p> <p>Overlaps (if different) _____</p> <p>Fullness (if different) _____</p> <p>Pair or Panel - Stack _____</p> <p>Direction _____</p> <p>Hook settings _____</p> <p>Rings: Number of rings _____</p> <p>Tab/Ties: Quantity _____</p> <p>Tab/Ties: Width _____</p> <p>Tab/Ties: Length _____</p> <p>Tieback: Width &amp; Length _____</p> <p>Tieback: Style Number _____</p> <p>Special instructions _____</p> <p>1) Add-ons (if any) _____</p> <p>2) Add-ons (if any) _____</p> <p>3) Add-ons (if any) _____</p> <p>4) Add-ons (if any) _____</p> <p>5) Add-ons (if any) _____</p>	
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