**Draper Announces New AV Shade Pricing, Partnership with Herman**

**(Spiceland, Ind.)–**Draper has released an updated window shade price list for commercial and residential AV dealers.

In addition to updated pricing, the price list includes information on the award-winning FlexShade® Recharge, Draper’s rechargeable battery-operated shade that debuted earlier this year. The Recharge, which received a CI Best InfoComm award from Commercial Integrator Magazine, features simple installation, similar to a manual window shade. The batteries last longer and are more powerful than those in other systems. With long-lasting charges, the FlexShade Recharge battery is hidden safely inside the roller tube and can be recharged from a 110V outlet or an optional solar panel. FlexShade Recharge is quiet and provides a reliable, versatile motorized shade without additional wiring.

To download an updated price list, Draper dealers can sign in to Draper’s Pro Portal at **draperinc.com/draperpro/portal.aspx**. Dealers who have yet to register for an account can click the “Need to register for access” link and set up an account.

Draper has also announced a new partnership to provide additional after-sale support to dealers who sell shades.

Draper is joining forces with Herman Integration Services to provide project management, field measuring and verification for every shade, installation services, and programming and integration experience.

Dealers will still contact Draper for a quote and get basic sales training from the company. Once a dealer has the quote, they can contact Herman for pricing on everything from field verification to installation and programming.

For more information on how to benefit from this partnership, contact Chris Bianchet, president of Herman Integration Services, at sales@herman-is.com or (844) 441-1669.

To speak with Draper, contact residential market manager Amy Madden, CTS, LEED®AP, ISF, at amadden@draperinc.com or (765) 856-1212.

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