**Draper® Unveils New Shade Sales Kit**

**(Spiceland, Ind.) –** More and more homeowners are including motorized window shades in smart home upgrades and refits. While most integrators are comfortable with the motorization and automation side of selling shades, they may be less so talking about fabric choices.

Draper® is here to help with a new shade fabric sales kit, which was introduced at CEDIA 2021.

The stylish but durable kit includes hundreds of Draper@Home interior and exterior fabric samples from domestic weavers Phifer and Mermet USA.

“We very much designed this new kit with the custom integrator in mind,” said Penny Sitler, LEED AP, director of marketing for Draper. “We took dealer feedback to heart and designed the kit to be comprehensive but also well-organized and very easy to use. We believe our dealers will find the kit an invaluable sales and reference tool.”

The sales kit comes in a single box for better portability. Fabrics are grouped by type in protective color-coded packets so you can find what you need without thumbing through stacks of swatches. Choosing a shade fabric is about more than just color, so solar performance data is also included with each fabric.

Each kit also includes a hardware color card to allow for comparison and choice without adding extra weight, and a handy “in-the-window” openness tool to demonstrate the impact of openness on view-through.

To get a shade sales kit built just for you, along with coupons that will cover the kit’s cost, visit [www.draperinc.com/contactus](http://www.draperinc.com/contactus) to contact your Draper representative.

**About Draper**Draper, Inc. creates core, advanced, and tailored solutions for the residential marketplace, including motorized indoor and outdoor window shades, projection screens, custom AV mounts, structures, enclosures, and lifts. Established in 1902, Draper markets through a network of dealers and distributors to the residential, commercial, architectural, and education markets. To learn more, visit [www.draperinc.com](http://www.draperinc.com).

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