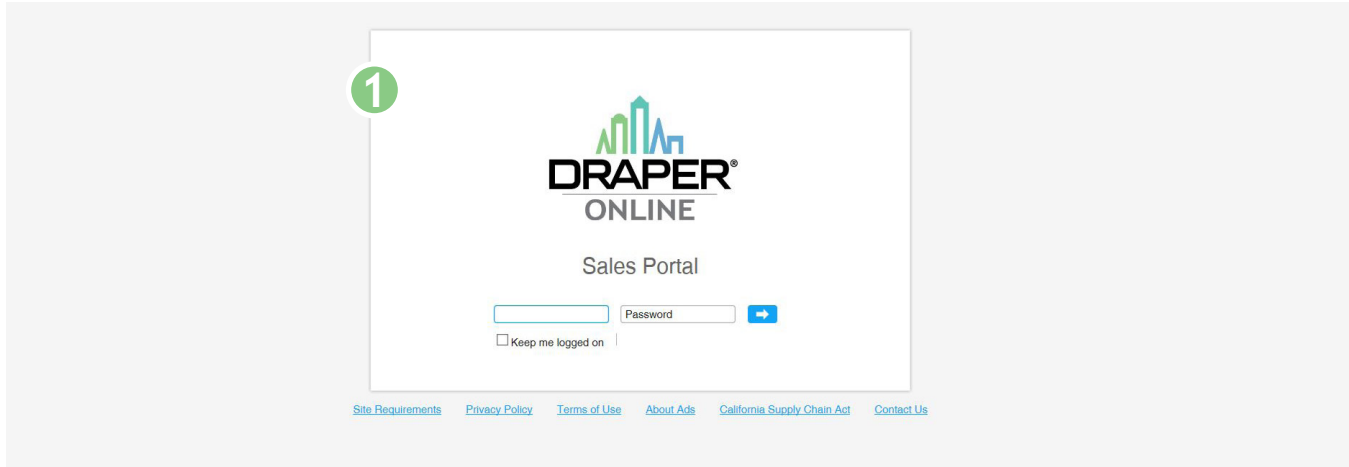


INSTRUCTIONS AND OVERVIEW



LOGIN WINDOW

- *Introducing Draper Online. You now have access to the Draper quoting and ordering system at draperonline.com.*

- 1 Request access from your Draper sales representative here:

www.draperinc.com/draperonline/requestaccess.aspx

Once you receive your user name and password, you can start quoting and ordering Draper shades on your own. Benefits include instant pricing and faster lead times.

Please note that once an order is placed, there can be no changes. Special comments cannot be made on the order. The order would need to be cancelled and a new order submitted with the changes.

DRAPERONLINE

INSTRUCTIONS AND OVERVIEW

Navigating the Dashboard & Starting a Quote

The screenshot shows the Draper Online Sales Portal dashboard. A green box highlights the top navigation area with callout 1. A 'New Quote' button is highlighted with callout 2. A table of quotes is shown with callout 3 pointing to a specific row.

Customer	Name	PO#	ID	Last Modified by	Modified on	Status
	Testing	Quote only	SQDWVA000423-1	Turner, Dan	8/30/2019	Open
	test		SQDWVA000410-1	Turner, Dan	8/30/2019	Open
			SQDWVA000427-1	Turner, Dan	8/30/2019	Open
	TEST		SQDWVA000391-1	Turner, Dan	8/30/2019	Open
		na	SQDWVA000406-1	Turner, Dan	8/30/2019	Open
			SQDWVA000409-1	Turner, Dan	8/30/2019	Open
			SQDWVA000411-1	Turner, Dan	8/30/2019	Open
			SQDWVA000418-1	Turner, Dan	8/30/2019	Open
			SQDWVA000426-1	Rhoades, Ross	8/19/2019	Open
	Intelliflex Test		SQDWVA000403-1	Cain, Kevin	6/4/2019	Open
	Blinds Side 2		SQDWVA000422-1	Starow, Chris	5/21/2019	Open
	The Blinds Side 1		SQDWVA000421-1	Starow, Chris	5/21/2019	Open
			SQDWVA000419-1	Feaster, Shari	5/20/2019	Open
			SQDWVA000405-1	User, DRAPER TEST DEALER	2/19/2019	Open
	Test control		SQDWVA000404-1	Cain, Kevin	2/19/2019	Open

DASHBOARD and QUOTE WINDOW

■ When you first log in, you will see the “Dashboard”.

- 1 There will be no quotes the first time you log on. As you create multiple quotes over time, you can use the dashboard filters to search for a quote you’ve already created.
- 2 Click on the **NEW QUOTE** button to get started!
- 3 If there are multiple users on your account, all their quotes will be visible as well.

Header Tab-Quote Information and Address Information

The screenshot displays the 'Sales Portal' interface for a quote. At the top, there are navigation tabs: Home, Quotes (selected), Orders, My Items, and Account Information. Below this is a toolbar with various actions like Print, Place Order, Rapid Change, Copy, Import, Export, Delete, Proofing Report, Attachments, Expiry Date, and Price Break. The main content area is divided into two tabs: 'Header' (selected) and 'Comments'. Under the 'Header' tab, there are two sub-sections: 'Quote Information' and 'Address Information'. The 'Quote Information' section includes fields for P.O. Number, Quote Status (set to 'Open'), and creation/modification details. The 'Address Information' section is split into 'Bill-to' and 'Ship-to' fields. A 'Version' dropdown is in the top right. Three callouts are present: #1 points to the 'Location' field, #2 points to the 'P.O. Number' field, and #3 points to the 'Ship-to' dropdown menu.

NEW QUOTE WINDOW

- The address will autofill with the info in our Draper system. Make sure all fields needed (#1 and #2) are complete on the header tab. Drop-ship requires extra steps for delivery to a different address.

1 The **QUOTE NAME** field is required. Please fill in with the name of the project you are quoting.

Use the **VERSION** drop down to create multiple quotes for the same Job Name.

2 The **P.O. NUMBER** field is the second required field. Please fill in with whatever you wish to use for your reference.

3 If you are drop shipping the order, click on the **SHIP-TO** drop down and select **ONE-TIME-SHIP-TO** and fill in the address where you want to ship the order. Contact name and number at the delivery location will need to be added before order is placed. If this field is not changed, the order will be shipped to your **BILL-TO** address.

INSTRUCTIONS AND OVERVIEW

The screenshot shows the Draper Online Sales Portal interface. At the top, there's a navigation menu with 'Home', 'Quotes', 'Orders', 'My Items', and 'Account Information'. Below this is a quote header for 'Quote SQDWVA000395-1'. A toolbar contains various actions like 'Print', 'Place Order', 'Rapid Change', 'Copy', 'Import', 'Export', 'Delete', 'Proofing Report', 'Attachments', 'Expiry Date', and 'Price Break'. The main area is divided into 'Header' (Items, Comments) and 'Item Selection'.

In the 'Item Selection' section, there are several fields and options:

- Item:** A dropdown menu with 'CLN' selected (indicated by a red circle 1).
- Description:** 'Clutch F'.
- Quantity:** A text input field with 'FLEXSHADE OLN (Clutch Flexshade)' below it.
- Price:** 'On Col'.
- Room/Location:** A text input field (indicated by a red circle 2).
- Configuration Options:** A list of options including 'Shade Width', 'Operator Location', 'Large Hardware', and 'Requested'.
- Measurement Type:** A dropdown menu.
- Fabric Series:** A dropdown menu.
- Fabric Color:** A dropdown menu with 'N/A' selected.
- Hardware Color:** A dropdown menu with 'White' selected.
- Hardware Type:** A dropdown menu.
- End Cap Color:** A dropdown menu.
- Chain Length Request:** A text input field with '0'.
- Chain Tension Device:** A dropdown menu with 'Standard Hold Down' selected.
- Reverse Roll:** A dropdown menu with 'No' selected.

ITEM SELECTION WINDOW

- There are several products currently available to quote and order. See page fourteen for a listing of products and their corresponding Product Name Codes.

- 1 Use the dropdown menu to find the product or type the Product Name Code in the box. **SHORTCUT:** Entering a few select letters of the product name code will bring up the product. EX. Type CLN for our Clutch FlexShade.
- 2 Use the **ROOM/LOCATION** area to label each line of your quote with room numbers, tag numbers, or names. This allows for easier unpacking of your order at the job site, as we will display this information on our package label.

INSTRUCTIONS AND OVERVIEW

Item Selection

Item: Description: Clutch Flexshade
 Quantity: PC Price: On Configuration Room/Location:

Configuration Options

Shade Width*	<input type="text"/>	Shade Height*	<input type="text"/>	Measurement Type*	<input type="text"/>	Fabric Series:	<input type="text" value="Infinity 2 1%"/>
Fabric Color*	<input type="text"/>	Operator Location*	<input type="text" value="Right"/>	Clutch Color*	<input type="text" value="White"/>	Hardware Type*	<input type="text"/>
Hardware Color*	<input type="text"/>	End Cap Color	<input type="text"/>	Large Hardware Requested*	<input type="text" value="No"/>	Chain Type*	<input type="text" value="Stainless Steel"/>
Chain Length Request	<input type="text" value="0"/>	Chain Tension Device*	<input type="text" value="Standard Hold Down"/>	Side Channel Options*	<input type="text" value="None"/>	Reverse Roll*	<input type="text" value="No"/>
Railroad Fabric Requested*	<input type="text" value="No"/>	Color Faces Window*	<input type="text" value="No"/>	Slat*	<input elli"="" type="text" value="Closed Pocket - 1"/>	Leveling Bracket Requested*	<input type="text" value="No"/>

Click "SELECT OPTIONS to see if new Spring-assist will reduce chain pull force.

3

ADDING DETAILS TO THE ITEMS WINDOW

Fill in all details relating to your selected product.

1 Fill in the details of the shade you want to add. Once all the details are filled in, click the **ADD** button.

OR

2 Click the **LOCK** icon on any features you wish to apply to future line items. This allows rapid entry of multiple line items that may share features such as fabric or hardware choice.

3 Clicking the **SELECT OPTIONS** button will allow you to explore more in depth the product you have selected.

If you are satisfied with the details you have provided, clicking the **ADD** button at the bottom of the window will add the line item to your quote.

Any boxes that are already selected are the Draper standard options for that product.

The **tab** key will advance you to the next required field.

On many of the fields, typing in the **first letter** will provide a drop down box. For example: for measurements, type "1" and the three choices will appear.

Fabrics are listed either **numerically or alphabetically**, e.g. Typing "2" will show the fabric list starting with 2000.

INSTRUCTIONS AND OVERVIEW

1. Click the **Expand All** button to see the details for each line item listed so far on the quote.

2. When new items are added, the details for those new items will not be in view. Keep adding new items the same way. Continue to click **Expand All** to view details if needed.

3. Use the blue **COPY** button to create a duplicate of a specific line. This allows for quick data entry when only one feature needs to be changed from one line to the next.

ITEM SELECTION WINDOW, EXPAND FOR DETAILS

- When the items are added onto your quote, there are no details displayed in standard view.

- 1 Click the **EXPAND ALL** tab to see the details for each line item listed so far on the quote.
- 2 When new items are added, the details for those new items will not be in view. Keep adding new items the same way. Continue to click **EXPAND ALL** to view details if needed.
- 3 Use the blue **COPY** button to create a duplicate of a specific line. This allows for quick data entry when only one feature needs to be changed from one line to the next.

INSTRUCTIONS AND OVERVIEW

The screenshot shows the Draper Online Sales Portal interface. At the top, there's a navigation bar with 'Home', 'Quotes', 'Orders', 'My Items', and 'Account Information'. Below this is a quote header for 'Quote: SQDWVA000001-1'. A toolbar contains various actions: Print, Rapid Change (highlighted with a red circle and '1'), Copy, Import, Export, Delete, Proofing Report, Attachments, Expiry Date, and Price Break. The 'Location' is set to 'D. TEST DEALER (9005)' and 'Quote Name' is 'TEST'. The 'Item Selection' section shows 'Item: FLEXSHADE CLN (Clutch Flexshade)' with a quantity of '1 PC'. The 'Configuration Options' section includes fields for Shade Width, Operator Location, Large Hardware Requested, Railroad Fabric Requested, Shade Height, Clutch Color, Chain Type, Color Faces Window, Measurement Type, Hardware Type, Chain Length Request, Slat, Fabric Series, Include Plastic Endcap Cover, Chain Tension Device, Reverse Roll, Leveling Bracket Requested, and Fabric Color. A 'Rapid Change' button is visible in the top toolbar. At the bottom right, the 'Total Price: 166.00' is displayed.

TO MAKE CHANGES

- Making changes to multiple line items at once is quick and easy.

1 Click on the **RAPID CHANGE** button.

2 NOTE: this option is only available on certain products at this time.

If the **RAPID CHANGE** button is greyed out, then click on the **CHANGE OPTIONS** for that line item. Locate the drop down that needs changes to select that change, then click **CONTINUE** in the upper left corner. (You may need to click this button several times.)

Rapid Change
✕

Exit Rapid Change 3

Rapid Change

1 Filter By:

Rapid Change Items

Select All Lines Unselect All Lines

Line	Room/Location	Item	Qty	UOM	Price	Total
1		FLEXSHADE CLN (Clutch Flexshade)	1	PC	69.39	69.39
		Clutch Flexshade				
<input checked="" type="checkbox"/> Apply Options						
4		FLEXSHADE MO (Motorized Flexshade)	1	PC	420.52	420.52
		Motorized Flexshade				
<input checked="" type="checkbox"/> Apply Options						
6		FLEXSHADE XDN (Clutch Flexshade XD)	1	PC	137.06	137.06
		Clutch Flexshade XD				
<input checked="" type="checkbox"/> Apply Options						

2 Apply Options

ITEM SELECTION WINDOW, EXPAND FOR DETAILS

■ *Applying changes is easy, then return to your quote.*

- 1 Click on the **FILTER BY** drop down menu to select the product you want to change. As you make a change, only options with a checkmark will change.
- 2 When ready, click the **APPLY OPTIONS** button and all selected products will change.
- 3 Click on **EXIT RAPID CHANGE** to return to the dashboard.

INSTRUCTIONS AND OVERVIEW

The screenshot shows the Draper Online interface. On the left, a sidebar contains navigation options like Home, Quotes, and Item Selection. The main area is divided into two panes. The left pane, titled 'Print', contains a 'Print Options' dialog with radio buttons for 'Selling', 'Selling (No Totals)', and 'Selling (MSRP)'. It also has 'Sort By' options for 'Line Number' and 'Label', and 'Order' options for 'Ascending' and 'Descending'. The right pane, titled 'QUOTATION', displays the following information:

Quote ID	SQDWVA000391-1	Quote Name	TEST
Quoted for	9005 Jeffrey Frownfelter 1353 Estuary Dr Indianapolis, IN 46217 United States	Contact: Fax Email	
Quoted by		Quoted on	1/31/2019
		Quote expires	1/31/2020
		Currency	U.S. Dollars

At the bottom of the interface, there are various configuration options like 'Shade Width', 'Operator Location', and 'Leveling Bracket'. A 'Total Price: 166.00' is displayed at the bottom right.

PRINT OPTIONS WINDOW

■ Easy steps to keep a record of your quote.

- 1 Once your quote is complete, you can create a PDF version by clicking the **PRINT** button at the top. A second window will appear.
- 2 Click **PRINT** again to create a PDF for saving or printing.
- 3 PDF result for saving or printing.

INSTRUCTIONS AND OVERVIEW

The screenshot shows the DRAPERONLINE Sales Portal interface. At the top, there is a navigation menu with 'Home', 'Orders', 'My Items', and 'Account Information'. Below the menu are three main sections: 'Quotes', 'Orders', and 'My Items'. A green box highlights the 'Home' button (1) and the 'Quotes' section. Below this is a 'Quote Search' section with a table of quotes. A green box highlights the 'New Quote' button (2) and the context menu options (3) for a selected quote. The context menu includes 'Open', 'Open New Page', 'Print', 'Copy', 'Delete', and 'Export'. The table below shows a list of quotes with columns for Customer, Name, PO#, ID, Last Modified by, Modified on, and Status.

Customer	Name	PO#	ID	Last Modified by	Modified on	Status
	Testing	Quote only	SQDWA000423-1	Turner, Dan	8/30/2019	Open
	test		SQDWA000410-1	Turner, Dan	8/30/2019	Open
			SQDWA000427-1	Turner, Dan	8/30/2019	Open
			SQDWA000391-1	Turner, Dan	8/30/2019	Open
	TEST	na	SQDWA000406-1	Turner, Dan	8/30/2019	Open
			SQDWA000409-1	Turner, Dan	8/30/2019	Open
			SQDWA000411-1	Turner, Dan	8/30/2019	Open
			SQDWA000419-1	Turner, Dan	8/30/2019	Open
			SQDWA000426-1	Rhoades, Ross	8/19/2019	Open
	Intelliflex Test		SQDWA000403-1	Cain, Kevin	6/4/2019	Open
	Blinds Side 2		SQDWA000422-1	Sitarov, Chris	5/21/2019	Open
	The Blinds Side 1		SQDWA000421-1	Sitarov, Chris	5/21/2019	Open
			SQDWA000419-1	Feaster, Sheri	5/20/2019	Open
			SQDWA000405-1	User, DRAPER TEST DEALER	2/19/2019	Open
	Test control		SQDWA000404-1	Cain, Kevin	2/19/2019	Open

QUOTES WINDOW AND NAVIGATION

■ Navigate back to Dashboard and find quotes using Quote Search.

- 1 Click on the **HOME** button at the top of the menu. To return to your quote Dashboard, click on Quotes.
- 2 Select a quote by double clicking on a quote, OR . . .
- 3 Click on the folder icon at left of the quote for more options. You can open, open in a new page, print, copy, or delete the quote. *Please ignore the Export option. If you delete the quote it can not be retrieved.*

INSTRUCTIONS AND OVERVIEW

The screenshot shows the Draper Online Sales Portal interface. At the top, there's a navigation menu with 'Home', 'Quotes', 'Orders', 'My Items', and 'Account Information'. Below this is a 'Quote Search' section with a 'New Quote' button and a search bar. A 'Quote' window is open, showing details for quote SQDWVA000393-1. The quote window includes a 'Place Order' button, 'Rapid Change', 'Copy', and 'Import' options. Below the quote window, there are sections for 'Shipping Information', 'Payment Information', and 'Contact Information'. Three numbered callouts are present: 1. A green circle with the number 1 points to the 'Quote Search' section. 2. A green circle with the number 2 points to the 'Place Order' button. 3. A green circle with the number 3 points to the 'Payment Information' and 'Contact Information' sections.

USE ORDER COMMENTS FOR CONTACT INFORMATION

- *Before placing order please enter the desired contact information in the Place Order area to ensure proper delivery.*

1 Select a quote by double clicking on a quote, OR . . . Click on the icons at left of the quote you wish to order and select Open.

2 Click on the **PLACE ORDER** button at the top to open the window you will need to enter your contact information.

3 Scroll down to the **PAYMENT INFORMATION** and **CONTACT INFORMATION** sections.

Enter the desired contact name and phone number (required).

Your order is ready to be placed.

Please request permission to order through your Draper representative if Order button is not active.

INSTRUCTIONS AND OVERVIEW

TURN QUOTES INTO ORDERS

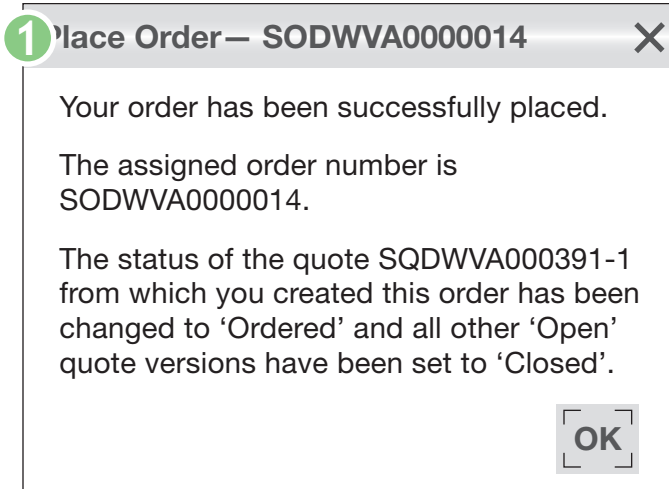
- Now that you have had experience doing your own quotes online, you can convert your quotes directly into orders. This skips the normal order entry time. Quotes must be converted exactly as they are entered.

- 1 Click on the **PLACE ORDER** tab at the top of the Place Order window.

Your order will go directly into the Draper system exactly as you entered the quote. A window with your order confirmation number will show up on your screen.

- Special comments not are allowed on online orders.
- No change orders can be made and no custom details are possible once quote is ordered.
- To change orders, the original order needs to be cancelled and a new order submitted.
- Orders can be cancelled by contacting your Draper Sales Consultant in writing with the P.O. used for the order. **Cancellations must be done within 24 hours.**

Your Order is Now Complete



INDICATES COMPLETION OF ORDER

- Your order, **exactly as you entered the quote**, is complete with a confirmation number. Any changes can only be done by cancelling this order within 24 hours and starting a new order.

- 3 Click on OK and you will return to your dashboard.

At this point, the order can't be changed, except for the ship-to address. If the details of any of the shades need to be changed, the order must be cancelled and re-submitted.

This needs to be done within 24 hours.

A window with your order confirmation number will show up on your screen.

If you need assistance please call 765.987.7999 or 800.238.7999 and ask for a Shade Sales Consultant.

INSTRUCTIONS AND OVERVIEW

Manual Products		
PRODUCT NAME CODE:	PRODUCT DESCRIPTION:	SPECIAL NOTES ABOUT QUOTING THIS PRODUCT:
CRANK WITH ZIP	Lightbloc Zipper Crank	Crank operated Lightbloc shade with ZIP channels
EXT FLEX CRN	Exterior Crank FlexShade	
EXTERIORFLEX CL	Clutch Exterior FlexShade	
FIXED PANEL REC	Fixed Panel Rectangle	
FIXED PANEL SQ	Fixed Panel Square	
FLEXBOTMUP NEXD	Bottom Up FlexShade NEXD	
FLEXSHADE CLN	Clutch FlexShade	
FLEXSHADE DFCL	Dual Fascia Clutch Shade	Manual dual shade using standard clutch and variety of hardware options
FLEX DF NEXD	Dual Fascia NEXD Clutch	Manual dual shade using NEXD clutch and variety of hardware options
FLEXSHADE NEXD	Clutch FlexShade NEXD	Endcaps with or without Chain
LIGHTBLOC CL	Clutch Lightbloc	
SHADE SP	Spring Roller Shade	
SHADE SPLINE PN	Shade Panel Mounting Channel	
SKYLIGHT CR	Crank Skylight	
TECHMATIC CL	Techmatic Shade	

Motorized Products		
PRODUCT NAME CODE:	PRODUCT DESCRIPTION:	SPECIAL NOTES ABOUT QUOTING THIS PRODUCT:
EXT FLEX MON	Exterior Motorized FlexShade	
EXT FLEX XL MON	Exterior Motorized XL FlexShade	
FLEX RECHARGE	Flex Recharge (Battery Motor)	
FLEX ZIP 127	FlexShade ZIP 127	
FLEX ZIP 92	FlexShade ZIP 92	
FLEXBOTTOMUP MO	Bottom Up FlexShade Motorized	
FLEXBOTTOMUP DM	Dual Fascia Bottom Up Motorized	Dual roller Motorized Bottom Up FlexShade with Rollers on Bottom
FLEXSHADE C2MO	2-Panel Motor FlexShade	Coupled Motorized FlexShade with 2 panels
FLEXSHADE C3MO	3-Panel Motor FlexShade	Coupled Motorized FlexShade with 3 panels
FLEXSHADE 2	FlexShade 2 Motorized Shade	FlexShade 2 using surface mounted hardware
FLEXSHADE 2 PKT	FlexShade 2 Pocket	FlexShade 2 using pocket headbox for recessed mounting
FLEXSHADE 24V	24V Low Voltage FlexShade	Using ST30 24V Motors

continued on next page

Motorized Products (continued)		
PRODUCT NAME CODE:	PRODUCT DESCRIPTION:	SPECIAL NOTES ABOUT QUOTING THIS PRODUCT:
FLEXSHADE BA	Battery FlexShade	Motorized FlexShade Standard Battery Motor
FLEXSHADE C4MO	4-Panel Motor FlexShade	Coupled Motorized FlexShade with 4 Panels
FLEXSHADE C5MO	5-Panel Motor FlexShade	Coupled Motorized FlexShade with 5 Panels
FLEXSHADE COL	FlexShade Colossal	
FLEXSHADE D2MO	2-Panel Motor FlexShade	Large dual coupled 2 panel motorized shade with ceiling brackets and large dual headbox
FLEXSHADE D3MO	Dual Headbox 3-Panel Motor	Large dual coupled 3 panel motorized shade with ceiling brackets and large dual headbox
FLEXSHADE D4MO	Dual Headbox 4-Panel Motor	Large dual coupled 4 panel motorized shade with ceiling brackets and large dual headbox
FLEXSHADE D5MO	Dual Headbox 5-Panel Motor	Large dual coupled 5 panel motorized shade with ceiling brackets and large dual headbox
FLEXSHADE D6MO	Dual Headbox 6-Panel Motor	Large dual coupled 6 panel motorized shade with ceiling brackets and large dual headbox
FLEXSHADE D7MO	Dual Headbox 7-Panel Motor	Large dual coupled 7 panel motorized shade with ceiling brackets and large dual headbox
FLEXSHADE DF24	Dual Fascia 24V FlexShade	Dual FlexShade ST30 24V Motors-All Hardware Options Available for Quoting
FLEXSHADE DFBA	Dual Fascia Battery Shade	Dual FlexShade with Standard Battery Motors and variety of hardware options
FLEXSHADE DFMO	Dual Fascia Motor Shade	Standard dual motorized shade with variety of hardware options
FLEXSHADE DHMO	Dual Headbox Motor FlexShade	Large dual motorized shade with ceiling brackets and large dual headbox
FLEXSHADE F2MO	Dual Headbox 2-Panel Motor	Dual coupled 2 panel motorized shade with variety of hardware options
FLEXSHADE F3MO	Dual Fascia 3-Panel Motor	Dual coupled 3 panel motorized shade with variety of hardware options
FLEXSHADE F4MO	Dual Headbox 4-Panel Motor	Dual coupled 4 panel motorized shade with variety of hardware options
FLEXSHADE F5MO	Dual Fascia 5-Panel Motor	Dual coupled 5 panel motorized shade with variety of hardware options
FLEXSHADE F6MO	Dual Fascia 6-Panel Motor	Dual coupled 6 panel motorized shade with variety of hardware options
FLEXSHADE F7MO	Dual Fascia 7-Panel Motor	Dual coupled 7 panel motorized shade with variety of hardware options
FLEXSHADE MO	Motorized FlexShade	Motorized FlexShade Using Line Voltage Standard, RTS, 485, IntelliFlex I/O, or Low Voltage DC50 Motors
INTELLIFLEX IO	Parts kit	IntelliFlex I/O System Components and Controls
LIGHTBLOC MO	Motorized Lightbloc	
LTBLOC ZIP MON	Lightbloc Zip MON	
RECHARGE DF	Recharge DF (Dual Flex Recharge)	Dual Roller FlexShade Recharge - Rechargeable Battery Motors
SKYLIGHT 2	Skylight 2	
SKYLIGHT MO	Motorized Skylight	

continued on next page

Hardware & Fabric Replacement Only		
PRODUCT NAME CODE:	PRODUCT DESCRIPTION:	SPECIAL NOTES ABOUT QUOTING THIS PRODUCT:
COUPLED FABRIC	Coupled Shade Fabric Replacement	
CRANK HANDLE	Crank Handle	
FASCIA	Fascia Only	
H CHANNEL	H Channel	Side and Sill Channels
HEADBOX	Headbox Only	Single Roller Pocket or Surface Headbox, All Models (Headbox Only)
L ANGLE	L Angle	Side and Sill Angle
POCKET D	Pocket D Headbox	Single Roller Pocket D Headbox, All Models (Headbox Only)
SHADE FABRICS	Shade Fabric Replacement	
U CHANNEL	U Channel	Side and Sill Channels
W C CLOSURE	Long or Short Closure Panel	Closure for Wall Clip (Wall Clip Quoted Separately)
WALL CLIP	Wall Clip	Closure Quoted Separately
NEXD CLUTCH	NEXD Clutch Only	Endcaps with or without Chain