



CACO, INC.
WINDOW FASHIONS

Retail Price Guide 2022

Designer Natural Woven Wood Shades

Version 6
6/30/2023

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How to place an order

For your convenience, CACO provides you with the option of placing orders by either telephone, email, online or fax (if placed by fax, CACO will provide order forms at no additional cost; customers must request forms). Orders placed after 3:00 pm EST will be forwarded to the next business day.

Telephone orders

CACO Customer Service Representatives are available between the hours of 8:30 am and 5:00 pm Eastern Standard time at 1-800-552-5278. Any order placed by phone requires a signed order confirmation returned to customer service by fax or email before proceeding with order. Keep in mind, when phoning in your order, it is important to have the following information available:

- Account number (if known)
- Individuals name that is calling
- P.O. number and/or side mark
- Color or colors
- Type of product ordered
- Measurements (width-first, length-second)
- Inside or outside mount (i.m./i.b or o.m./o.b)
- Control instructions
- Ship to address if different than sold-to
- Special instructions for shipping
- Valance instructions
- Any other special instructions
- Quote number, if order is placed from a previous quote

Fax and Email Orders

Fax orders can be placed any time of day or night including holidays at 1-866-926-5836 or email to customerservice@cacoinc.com. To ensure order accuracy for faxed orders, it is advisable to use the order forms CACO supplies or a comparable form. It is important to note the number of pages of your order, including the cover sheet to ensure that no pages will be missing. For fax or email orders please include all of the same information required for telephone orders. Any omission of pertinent information will only delay your orders manufacturing time.

Online Orders

Orders can be placed online at <https://88043.picbusiness.com/>. If you your account has not been set up to access our online portal, please contact support@cacoinc.com to sign up. This access allows you to quote, order as well as make payments online. Please note roller shades, aluminum blinds and shutters are not available online to quote or place as orders, you will need to contact customer service to for information about these products. Additionally, orders are released from internet hold and reviewed for credit at the daily 3:00 PM EST cutoff. Any orders submitted online after this time will be reviewed the following business day.

How to expedite an order

We can often provide a faster ship date for emergency situations, only if this is noted at the time the order is placed. Requested next day and second day shipping will move freight prepaid and will be added to your account at the time of invoicing.

Expedite cost

48-hour rush: \$7.50 per blind 72-hour rush: \$5.00 per blind

NOTE: Rush only applies to discounted orders, not on contract quotes and may not be available during high volume periods. The clock starts running after your order clears credit and enters production.

How to add on or make changes to an order

In the event that you wish to add to your original order, it is possible, as long as the order is still in production. You will be required to submit changes in writing and must be signed by a person of authority indicating the items you wish to add or change. No verbal requests can be made. You will need to refer to the original P.O. number and indicate clearly the additions or changes you're requesting. Note: because add-ons may affect production time, check with customer service for any possible delays.

How to cancel an order

Cancellations or changes require an immediate response and can only take place up until the start of fabrication. You must first identify your P.O. number or side mark and then state the cancellation or change. Cancellations must be faxed or emailed in writing only, phone calls are not permitted. If an order has already been cut, a minimum charge of 50% will apply.

Should you order for the same room at different times?

This is a frequently asked question and should be addressed and explained at the point of sale. Under normal circumstances blinds, shades and verticals should be ordered for the same room at one time to prevent color deviations, as a result of dye and paint color variations from original lot to the other. If additional blinds, shades or verticals are ordered at a later time for the same room there can be a distinct color difference from the existing product to the new product. Also, window coverings that have been previously installed can have shade differentiations from newer products due to the progress of aging.

Questions concerning an order

Once you contact customer service you must have your P.O. number and/or side mark available.

Shipping and Handling Charges

- A \$15 minimum order charge will be added to any order with only one item.
- A \$8 per blind handling fee (except verticals) will be added for all delivery orders.
- A \$10 per blind handling fee (except verticals) will be added to drop ship orders in lieu of the \$8 per blind fee.
- For Vertical Blinds, a \$14 per blind handling fee will be added for all delivery orders.
- For Vertical Blinds, a \$16 per blind handling fee will be added to drop ship orders in lieu of the \$14 per blind fee.
- Any orders with a product over 90" width (width or length for verticals) will have an oversized fee of \$85 per blind up to \$170 added to the per blind fee.
- Any orders with a product over 104" (including width or length for verticals or valances that are not ordered spliced) will ship by LTL carrier F.O.B Johnson City, TN.
- Any order to be delivered by LTL truck to an area considered residential or restricted delivery areas by freight carriers will have an additional fee of \$125. The residential fee can be avoided if you opt to pick up shipment at the freight terminal in lieu of delivery. If you opt for terminal pick up, customer service will need to be informed at the time your order is placed.
- Accessorial LTL Truck delivery charges such as liftgate, inside delivery, re-consignment, re-delivery, etc. will be the responsibility of the receiving party.

Credit and additional charges

Open accounts are established by submitting a CACO credit application. You will be required to list trade and bank references as well as a current sales tax id number. C.O.D. accounts are also obligated to submit a credit application. Invoices are due within 30 days of the date posted. After 30 days accounts will be charged 1.5% interest per month. CACO reserves the right not to ship to accounts with past due balances.

Payment Policy

Current payment methods accepted are check, emailed or faxed checks for ACH processing, credit cards (Mastercard, Visa, Discover) and online payments by credit card or bank draft. Due to additional credit card fees, effective March 8th, a 2% processing fee will be added to all credit card payments. This fee can be avoided by either mailing checks to our PO Box or to expedite payments send a copy of your check along with our Check by Fax form by email to customerservice@cacoinc.com or fax to (866) 552-5278. Please note CACO will not automatically charge any credit card or process ACH transaction without approval at the time of each transaction.

If you receive product that has been visibly damaged while in transit

Before accepting any shipments, please examine each carton carefully. If shipment shows any signs of mistreatment or damage, i.e., wheel marks, crushed or bent cartons note this on the bill of lading and have the driver sign it and note damage. Should a replacement be necessary, CACO will bill you. Your replacement invoice will enable you to file a claim with the responsible carrier. It is imperative that you count all cartons prior to signing the bill of lading; any shortages must be noted on the bill of lading with the driver's signature.

Shipping discrepancies

If the product received does not agree with your packing slip, contact a CACO customer service representative within 24 hours. Your representative will verify any action needed for a resolution and expedite any necessary replacements.

If you should receive a defective product

Your warranty protects you against defective products (please read your warranty for all information, disclaimers and liabilities). Should you receive a defective product, contact CACO customer service and provide detailed information including your P.O. number. If the product is not sent back for repair, you will be invoiced for a replacement and required to return back the original product to CACO for inspection. Any issue arising past 30 days from receipt of original order will be required to return product for repair.

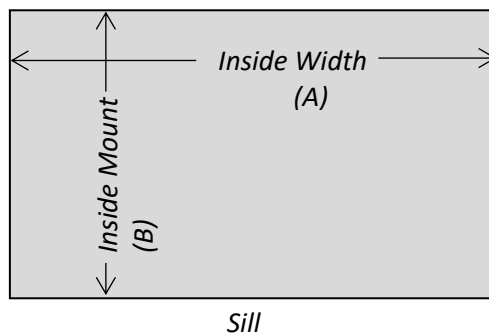
How to Measure

Inside mount

A. Measure the window opening at three different places and use the narrowest dimension when ordering. Be exact! The factory will make the blind slightly narrower, so it won't rub against the window casing. (See A inside mount).

B. Measure the height of the window from the top (soffit) down to the sill. NOTE: The finished blind length may have a tolerance of based on product.

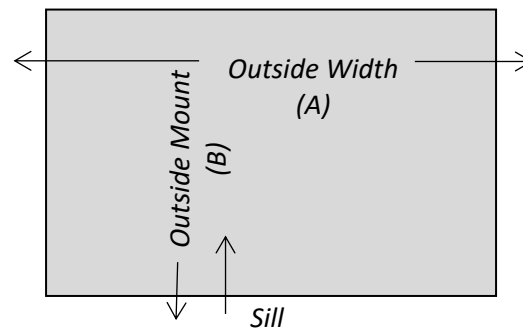
Based on product, CACO will automatically make a deduction on width for measurements submitted as inside mount.



Outside mount

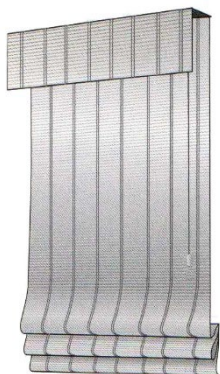
Measure exact width and height of the area to be covered. It is recommended that blinds overlap the window opening by at least 1 1/2" on each side to insure privacy and control sunlight. (See A outside mount). When installation is designed for "no sill," allow the blind to overlap the bottom of the window casing by at least 1 1/2". Blinds will be made to exact measurements given. NOTE: The finished blind length may have a tolerance of based on product.

CACO will not make any deductions for measurements submitted as outside mount.



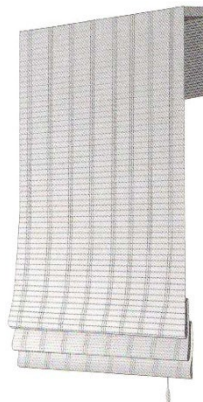
Styles & Features

Flat Fold (standard)



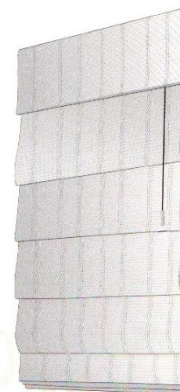
- Mounted on 1 1/2" x 3/4" wood headrail.
- Includes 6" front valance
- Minimums: Width - 12" Height - 24"
- Maximums: Width - 96" Height - 120"

Waterfall(N/C option)



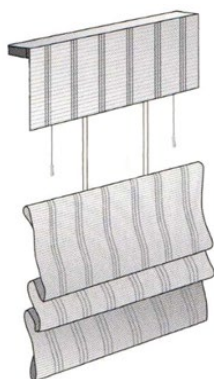
- Mounted on 1 1/2" x 3/4" wood headrail.
- 4" back valance
- Controls hidden behind shade
- Not available in Top Down/Bottom up
- Minimums: Width 12" Height - 24"
- Maximums: Width - 96" Height - 120"

Hobbled



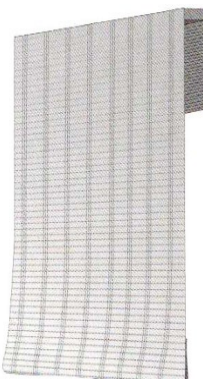
- Mounted on 1 1/2" x 3/4" wood headrail.
- Includes 6" valance
- Hobble Shade retains Flat Fold Pleats in lowered position
- Minimums: Width 12" Height - 24"
- Maximums: Width - 96" Height - 96"

Top Down/Bottom Up



- Flat Fold style only
- Mounted on 1 1/2" x 3/4" wood headrail.
- Includes 6" front valance
- Not available with Loop control or 2-on-1 headrail
- Minimum width 18"
- Maximum size 72"x72"

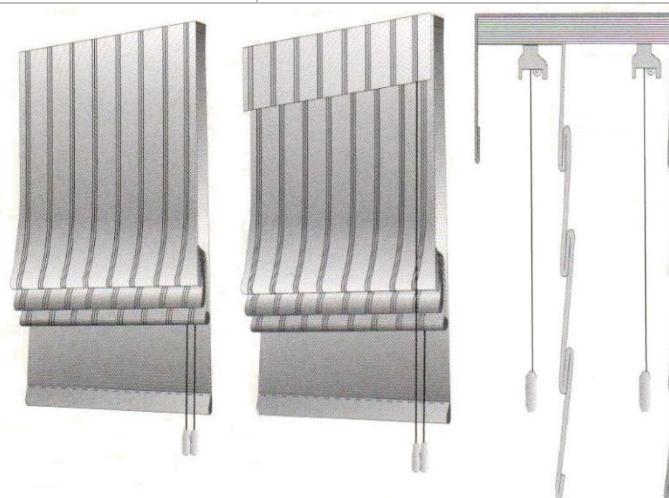
Cordless



- Available in Flat Fold or Waterfall, not available in Top-down/Bottom-up, Loop Control or Hobbled Shade.
- Mounted on 1 1/2" x 3/4" wood headrail.
- Minimums: Width 24" Height - 24"
- Maximums: Width - 96" Height - 96"

Dual Shade

- Available in Flat Fold and Waterfall shades only, not available in Top-down/Bottom-up, Loop Control or Hobbled Shade
- Dual shade only available with liner options as back shade.
- Choose from Privacy, Blackout liners
- Back shade length is 1/2" shorter than front shade
- Mounted on a 2 1/2" x 3/4" wood headrail.
- Cord Position: R/L Right cord lock operates front shade, Left cord lock operates back shade, also can be R/R, L/L or L/R.

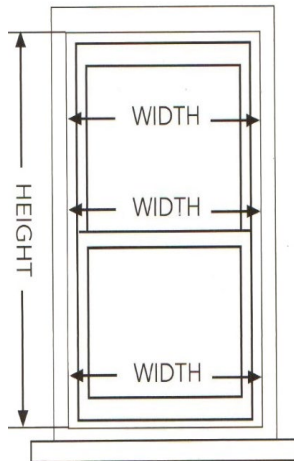


Measuring and Headrail options

Measuring Instructions

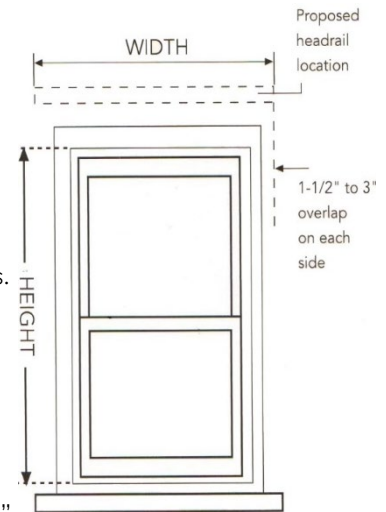
Inside Mount

- Measure inside width across at the top, middle and bottom of the window. Use the narrowest measurement when ordering. The factory will take a 1/4" deduction from each side for operational clearance (1/2" total).
- Measure inside height at the top and bottom. No deductions are taken from length measurements.
- L-Shaped bracket will be provided for installation.
- Note:** Finished shade length may not be exactly as specified if exact dimension falls in the middle of a wide slat. Length tolerance of +/- 1"



Outside Mount

- Measure exact finished width of shade. It is recommended that 3" be added to shade width for standard overlap.
- Measure exact finished length of shade. It is recommended that 1" - 1 1/2" be added to shade length for a standard shade.
- No deductions are taken for outside mount measurements.
- Side returns included.
- Valance width will be approximately 1" wider than ordered width.
- Note:** Finished shade length may not be exactly as specified if exact dimension falls in the middle of a wide slat. Length tolerance of +/- 1"



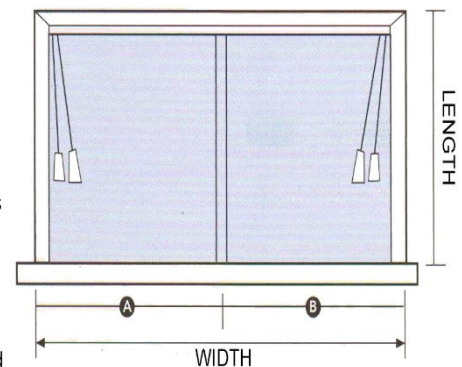
Two Shades on Headrail

Shades can be mounted on one headrail for an additional surcharge.

- Flat Fold and Waterfall Styles only
- Not available with Top-down/Bottom-up or Hobble
- Charged as individual shades
- Shades ordered with Loop control will require 2 Loop mechanisms and must be ordered on opposite ends. (L/L, L/R, R/R, cannot be ordered R/L)
- Minimum width 24"
- Maximum shade size 102"
- Valance maximum width without railroading is 96"

Measuring 2 on 1 Headrail:

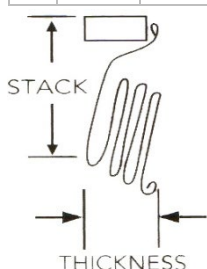
- Measure width of area shade is to cover
- Factory will allow a minimum of 1/2" between shades for Operating clearance.
- Total width of all shades must equal total headrail width.
- Measure length using standard inside/outside mount procedures
- For patio doors, measure length to within 1" of the floor from top of shade
- Cords should be on outside edges of shades.
- Wall installation is recommended



Stacking Dimensions

- All shades pulled-up stack to an average of 8"-10"
- Thickness of stack varies with different material weave.

	Flat Fold & Waterfall		Hobbled	
	Approx. Height	Approx. Thickness	Approx. Height	Approx. Thickness
24"	7.5"	1.5"	8.5"	2.5"
48"	7.5"	2.5"	8.5"	3"
72"	7.5"	3.5"	8.5"	3.5"
96"	8"	4.5"	9"	4.5"
120"	8.5"	5.5"	9.5"	5.5"



*Stacking averages:
Actual height may vary approx. +/- 1"

Headrail Options

Headrail Dimensions			Minimum Depth Requirements			Profile
	Depth	Height	Depth	Flush Mount	Outside mount	
Standard Headrail	1 1/2"	3/4"	1 1/2"	3"	2" of Flat Surface	
Top-down, Bottom-up						
Cordless Motorization						
Std. Headrail Upend*	3/4"	1 1/2"	3/4"			
Slim Loop Control	1 1/2"	3/4"	1 1/2"	2 1/2"	2" of Flat Surface	
Standard Loop Control	2 1/2"	3/4"	2 1/2"	3 1/2"	2" of Flat Surface	
Dual Shade	2 1/2"	3/4"	2 1/2"	3 1/2"	2" of Flat Surface	

* Up ended Headrail not available on Cordless, Dual Shade, Loop Control or Motorization

Features and Surcharges

Standard Features

- Flat Fold or Waterfall are standard – other styles require surcharge
- Left or Right control positions
- Color Coordinated Cord & Wooden Tassel
- 6" Standard Valance for Flat Fold
- Valance side returns on outside mount only
- Swivel Cord Lock & Guided Pulley

No Charge Options

- Cord Position
- Hold down clips
- Extension Brackets
- Up ended Headrail
- Returns on outside mount shades. Returns are made to the side of the front or back valance. Square, camel colored Velcro will be provided to attach returns
- Optional Regular side returns for inside mount shades

Surcharges

- Edge Banding
 - Available in 1/2" or 1 1/2" widths
 - Mitered corners for 1.5" edge banding
 - Color coordinated thread
 - Fabric sewn on left/right/bottom of shade body, except
 - Flat Fold valance or Cordless shades are left/right only

1/2" Fabric Edge Banding:

Length	36"	48"	60"	72"	84"	96"	108"	120"
	54	61	69	77	85	97	107	116

1 1/2" Fabric Edge Banding (Mitered):

Length	36"	48"	60"	72"	84"	96"	108"	120"
	111	127	145	162	184	211	237	260

Edge Banding Colors	
Color	Number
White	001
Oyster	002
Navy	007
Caramel	048
Chocolate	033
Silver	039
Warm Gray	043
Vanilla	006

- Top Down/Bottom up net surcharge \$30 per shade
- Hobbled Shade, Liner and Edge Banding subject to 30% surcharge
- Tile Cutouts \$8 surcharge per cut, must provide sketch with exact measurements for "in" and "up"

Loop Chain Control

- Not available with Top-down/Bottom-up, Dual Shade, Cordless or Motorization.
- 2 Wood headrail widths 1 1/2" or 2 1/2" (based on shade size):
 - 1 1/2" width Slim Loop Control Headrail will be used on shades up 72" x 72" except for patterns B2264, B2265, B3311 & B3312, where the maximum size is 60" X 60". This is an estimate and can vary based on pattern selected or shade size.
 - 2 1/2" width Standard Loop Control Headrail will be used on shades larger than 72" x 72" except for patterns B2264, B2265, B3311 & B3312, where the minimum size is 60" X 60". This is an estimate and can vary based on pattern selected or shade size.
- Only available in cord loop, not PVC loop
- Loop control cord available in Stainless or Bronze chain
- Tension device
- Minimum Width 24"
- Maximum Height 120"

Loop Chain Control

Width to:	24"	36"	48"	60"	72"	84"	96"
Length to:							
36"	124	136	157	175	188	217	230
60"	127	138	160	178	192	220	232
72"	130	143	162	180	196	225	236
90"	132	145	164	183	198	227	238
120"	135	148	169	186	201	230	241

Cordless Control

- Available in Waterfall and Flat fold styles
- Wood headrail 1 1/2" width
- Not available in Top-down/Bottom-up, Loop Control or Hobbled Shade

Cordless
Flat fold or Waterfall

Width	24"	36"	48"	60"	72"	84"	96"
	124	136	157	175	188	217	230

Motorization

- Available in Waterfall, Flat fold styles
- Wood headrail 1 1/2" width same as a standard shade so installation will be simple.
- Not available in Top-down/Bottom-up, Loop Control or Hobbled Shade
- Motor has built-in rechargeable lithium battery, using charger DC264 (1.1 Nm motor) to recharge
- The average motor charge will last about six months with everyday use.
- White control can operate up to 15 shades
- Designate left or right for charging lead to accommodate power source.
- Shades will be programed before shipping, so notes will need to be made on order form to designate what shades will be assigned to which channel(s).



Automate Motorization Price	
Automate 1.1 Nm Li-ion	
12V Motor	\$179 Net
Wall Charger 12V	\$25 Net
Paradigm 15 Channel	
Remote	\$48Net
Pulse Hub	\$166Net
Solar Panel	\$32 Net

Motorization Limitations for Dynasty Patterns		72" DROP (Max. Width)		96" DROP (Max. Width)	
Chart	Pattern Name	Without Lining	With lining	Without Lining	With lining
1	Beijin – Smoke / Storm	96"	84"	78"	60"
1	Cortina – Latte / Shale	96"	84"	78"	60"
1	Yunnan – Cloud / Stone	96"	84"	78"	60"
2	Lhasa – Noir / White Sand	90"	72"	66"	54"
2	Meteor – Leaf / Shadow / Snow	96"	96"	96"	72"
2	Ningxia – Graystone / Taupe / White	96"	90"	90"	66"
2	Prarie – Taupe / Snow	96"	84"	78"	60"
2	Techno – Cinder / Haze	96"	84"	78"	60"
3	Hampton – Bisque / Natural / Slate	96"	96"	96"	78"
3	Tibet – Flax / Sterling	96"	96"	96"	96"
4	Chelsea – Sand / Stone	96"	96"	96"	96"
4	Havana – Café / Hemp / Pearl / Silver	96"	96"	96"	96"
4	Sand Dune – Gray / Marble / Taupe / White	96"	96"	96"	96"
4	Seawave – Bark / Mushroom / Slate	96"	96"	96"	84"
5	Classic Braid – Chestnut / Natural / Silver	96"	96"	96"	96"
5	Comoros – Natural / Pale Gray	96"	96"	96"	96"
5	Crosswave – Sand / Sandal	96"	96"	96"	96"
5	Senegal – Dune / Ivory / Toast / Silver	96"	96"	96"	96"

Dynasty Pattern Identification

Dynasty Patterns			
Chart Listed on Samples	Pattern Number	Pattern Name	Roman Shade Price Chart
1	B3205	Beijin Smoke	Dynasty 1
1	B3206	Beijin Storm	Dynasty 1
1	B3201	Cortina Latte	Dynasty 1
1	B3202	Cortina Shale	Dynasty 1
1	B3211	Yunnan Cloud	Dynasty 1
1	B3212	Yunnan Stone	Dynasty 1
2	B3311	Lhasa Noir	Dynasty 2
2	B3312	Lhasa White Sand	Dynasty 2
2	B3322	Meteor Leaf	Dynasty 2
2	B3321	Meteor Shadow	Dynasty 2
2	B3323	Meteor Snow	Dynasty 2
2	B3353	Ningxia Graystone	Dynasty 2
2	B3352	Ningxia Taupe	Dynasty 2
2	B3351	Ningxia White	Dynasty 2
2	B3341	Prarie Taupe	Dynasty 2
2	B3342	Prarie Snow	Dynasty 2
2	B3332	Techno Cinder	Dynasty 2
2	B3331	Techno Haze*	Dynasty 2
3	BJ3406	Hampton Bisque	Dynasty 3
3	BJ3405	Hampton Natural	Dynasty 3
3	BJ3407	Hampton Slate	Dynasty 3
3	BJ3416	Tibet Flax	Dynasty 3
3	BJ3415	Tibet Sterling	Dynasty 3
4	BP3506	Chelsea Sand	Dynasty 3
4	BP3505	Chelsea Stone	Dynasty 4
4	J3517	Havana Café	Dynasty 4
4	J3515	Havana Hemp	Dynasty 4
4	J3516	Havana Pearl	Dynasty 4
4	J3518	Havana Silver	Dynasty 4
4	BP3504	Sand Dune Gray	Dynasty 4
4	BP3501	Sand Dune Marble	Dynasty 4
4	BP3503	Sand Dune Taupe	Dynasty 4
4	BP3502	Sand Dune White	Dynasty 4
4	BP3511	Seawave Bark	Dynasty 4
4	BP3512	Seawave Mushroom	Dynasty 4
4	BP3513	Seawave Slate	Dynasty 4
5	BJ3613	Classic Braid Chestnut	Dynasty 5
5	BJ3611	Classic Braid Natural	Dynasty 5
5	BJ3612	Classic Braid Silver	Dynasty 5
5	J3608	Comoros Natural	Dynasty 5
5	J3607	Comoros Pale Gray	Dynasty 5
5	J3602	Crosswave Sand	Dynasty 5
5	J3601	Crosswave Sandle	Dynasty 5
5	J3604	Senegal Dune	Dynasty 5
5	J3603	Senegal Ivory	Dynasty 5
5	J3606	Senegal Silver	Dynasty 5
5	J3605	Senegal Toast	Dynasty 5

Galaxy Pattern Identification

Galaxy Patterns (Available June 1 st)			
Chart Listed on Samples	Pattern Number	Pattern Name	Roman Shade Price Chart
1	BB1001	Argos*	Galaxy 1
1	BB1268	Kyoto Frost*	Galaxy 1
1	BB1266	Kyoto Russet*	Galaxy 1
1	BB1080	Zagoli Sienna*	Galaxy 1
2	BB2780	Aris Wheat*	Galaxy 2
2	BB2264	Bamboo Harvest*	Galaxy 2
2	BB2090	Edessa Cream*	Galaxy 2
2	BB2253	Mesabi White*	Galaxy 2
3	BJ3403	Lulea Snow*	Galaxy 3
4	BY4201	Arroyo Thunder	Galaxy 4
4	BY4202	Arroyo Gray	Galaxy 4
4	BY4203	Arroyo Pale Smoke	Galaxy 4
4	BJ4350	Avedon*	Galaxy 4
4	PB4190	Essex Latte	Galaxy 4
4	PB4170	Essex Sage	Galaxy 4
4	PB4180	Essex Straw	Galaxy 4
4	PB4160	Essex White Cloud	Galaxy 4
4	PB4212	Hudson Flax	Galaxy 4
4	PB4210	Hudson Pebble	Galaxy 4
4	BJ4523	Serenity Mist*	Galaxy 4
4	PB4102	Lakeshore Latte	Galaxy 4
4	PB4103	Lakeshore Straw	Galaxy 4
4	PB4101	Lakeshore White Sands	Galaxy 4
4	PB4250	Luxor Chestnut	Galaxy 4
4	PB4260	Luxor Sand	Galaxy 4
4	PB4270	Luxor Silver Charm	Galaxy 4
4	PB4383	Lyon Chalk	Galaxy 4
4	PB4373	Lyon Glacier	Galaxy 4
4	PB4363	Lyon Taupe	Galaxy 4
4	PP4703	Sanoma Caramel	Galaxy 4
4	PP4705	Sanoma Concrete	Galaxy 4
4	PP4706	Sanoma Ginger	Galaxy 4
4	PP4704	Sanoma Rust	Galaxy 4
4	PP4702	Sanoma Sands	Galaxy 4
4	PP4701	Sanoma Snow	Galaxy 4
4	PB4240	Timmins Cream	Galaxy 4
4	PB4220	Timmins Fossil	Galaxy 4
4	PB4230	Timmins Seal	Galaxy 4

Galaxy Patterns (Available June 1 st)			
Chart Listed on Samples	Pattern Number	Pattern Name	Roman Shade Price Chart
5	BJ5525	Amour Wheat*	Galaxy 5
5	BJ5240	Bengali Sand*	Galaxy 5
5	BJ5514	Boras Snow*	Galaxy 5
5	PB5480	Chatou Snow	Galaxy 5
5	PB5460	Chatou Star	Galaxy 5
5	PB5470	Chatou Stone	Galaxy 5
5	PY5510	Dawson Marble	Galaxy 5
5	PY5530	Dawson Tea	Galaxy 5
5	PY5520	Dawson White	Galaxy 5
5	PB5420	Giza Midnight	Galaxy 5
5	PB5430	Giza Wheat	Galaxy 5
5	PB5440	Giza Snow	Galaxy 5
5	PP5740	Kingston Rice	Galaxy 5
5	PP5730	Kingston Rock	Galaxy 5
5	PP5720	Kingston Smoke	Galaxy 5
5	JJ5010	Goya Dawn	Galaxy 5
5	JJ5050	Goya Wheat	Galaxy 5
5	PY5313	Zaria Mink	Galaxy 5
5	PY5311	Zaria Silver White	Galaxy 5
6	JP6874	Kuwada Cotton	Galaxy 6
6	JP6872	Kuwada Lava	Galaxy 6
6	JP6870	Kuwada Stone	Galaxy 6
6	JP6778	Moncton Snow White	Galaxy 6
6	JP6779	Moncton Snow Gray	Galaxy 6
6	JP6777	Moncton Granite	Galaxy 6
6	JP6813	Surroy Pearl	Galaxy 6
6	JP6811	Surroy Whiterock	Galaxy 6
6	JP6810	Surroy Amber	Galaxy 6
6	JP6812	Surroy Tea	Galaxy 6
6	PY6832	Winnipeg Cream	Galaxy 6
6	PY6830	Winnipeg Silver	Galaxy 6
6	JP6334	Zeffa White	Galaxy 6
6	JP6335	Zeffa Whitish Gray	Galaxy 6
6	JP6336	Zeffa Grayish White	Galaxy 6
6	JP6333	Zeffa Mushroom	Galaxy 6

This program will be available June 1st 2023.

*These patterns were the bestselling Gallery Patterns that are moving to the Galaxy Collection effective June 1st 2023. The color names will remain the same but will have different color numbers for the new collection. will be available at Gallery retail pricing until May 31, 2023. On June 1st these patterns will be available with the same names but different color numbers in the Galaxy Patterns. On that date pricing will be calculated using the Galaxy Pricing instead of Gallery Pricing.

Shade option and limitation charts

Shade Style Options All Patterns		Styles			Upgrades									
		Flat Fold	Waterfall	Hobbled	1/2" Edge Binding	2 1/2" Edge Binding	Motorization	Cordless	Dual Shade Upgrade	Loop Control	TD/BU Shade	Privacy Liner	Blackout Liner	2-on-1 Headrail
Styles	Flat Fold	Y			Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
	Waterfall		Y		Y	Y	Y	Y	Y	Y	N	Y	Y	Y
	Hobbled			Y	Y	Y	N	N	N	Y	N	Y	Y	N
Upgrades	1/2" Edge Binding	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y
	1 1/2" Edge Binding	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y
	Dual Shade Upgrade	Y	Y	N	Y	Y	N	N	Y	N	N	Y	Y	Y
	Cordless	Y	Y	N	Y	Y	N	Y	N	N	N	Y	Y	Y
	Loop Control	Y	Y	Y	Y	Y	N	N	N	Y	N	Y	Y	Y
	TD/BU Shade	Y	N	N	Y	Y	N	N	N	N	Y	Y	Y	N
	Privacy Liner	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y
	Blackout Liner	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y
	2-on-1 Headrail	Y	Y	N	Y	Y	Y	Y	N	Y*	N	Y	Y	Y
Cord Position	Cord Position	Y	Y	Y	Y	Y	N	N	N	Y	Y	Y	Y	N
	Ext. Bracket	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
	Up Ended Headrail	Y	Y	Y	Y	Y	N	N	N	N	N	Y	Y	N
	Hold Down Clips	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y

*2-on-1 shades ordered with Loop Control must be ordered with controls on opposite ends of each other (L/L, L/R, R/R only)

Shade Limitations ¹		Minimum Width	Maximum Width	Minimum Height	Maximum Height
Styles	Flat Fold	12"	96"	24"	120"
	Waterfall	12"	96"	24"	120"
	Hobbled	12"	96"	24"	96"
Upgrades	1/2" Edge Binding	12"	96"	24"	120"
	1 1/2" Edge Binding	12"	96"	24"	120"
	Fabric Valance	12"	96"	24"	120"
	Dual Shade Upgrade	12"	96"	24"	120"
	Motorization	24"	¹ Ref. Motorization limit chart	36"	¹ Ref. Motorization limit chart
	Cordless	24"	96"	24"	96"
	Loop Control	24"	96"	24"	96"
	TD/BU Shade	18"	72"	24"	72"
	Privacy Liner	12"	96"	24"	120"
	Blackout Liner	12"	96"	24"	120"
	2-on-1 Headrail	24"	96"	24"	120"

Dynasty Patterns Shade Price Charts

Dynasty 1

Beinin		Cortina			Yunnan				
Width	24"	30"	36"	42"	48"	60"	72"	84"	96"
Length to:									
36"	242	283	320	363	406	495	625	720	906
42"	251	294	334	378	422	517	651	750	941
48"	260	305	346	392	440	539	677	780	975
54"	286	337	383	436	487	596	745	858	1064
60"	295	348	396	451	505	618	770	890	1099
66"	304	358	409	466	521	640	796	920	1133
72"	324	383	440	501	562	690	857	990	1213
78"	333	393	453	516	580	712	883	1021	1247
84"	341	405	466	531	596	732	908	1051	1282
90"	368	437	504	574	644	792	976	1129	1371
96"	377	447	516	589	661	814	1002	1159	1407
102"	385	458	529	604	678	834	1029	1189	1441
108"	406	484	559	640	719	885	1089	1260	1521
114"	414	494	572	654	736	906	1114	1290	1555
120"	422	506	585	670	753	928	1140	1319	1590

Dynasty 2

Lhasa		Meteor			Ningxia		Prairie		Techno		
Width	24"	30"	36"	42"	48"	60"	72"	84"	96"		
Length to:											
36"	276	319	364	413	461	568	711	820	1022		
42"	287	334	381	434	485	596	746	860	1069		
48"	300	349	398	454	508	625	781	901	1114		
54"	331	385	441	503	562	692	859	993	1216		
60"	342	401	458	522	586	721	894	1033	1264		
66"	353	415	477	543	610	750	929	1074	1310		
72"	377	444	511	584	655	809	999	1156	1404		
78"	388	458	529	604	679	838	1033	1196	1449		
84"	401	473	546	624	701	867	1069	1237	1497		
90"	432	510	589	674	756	933	1147	1328	1599		
96"	443	524	607	694	780	962	1181	1368	1646		
102"	454	540	623	715	803	992	1216	1409	1692		
108"	478	569	659	755	850	1051	1286	1490	1785		
114"	489	583	676	776	873	1079	1320	1531	1831		
120"	501	597	693	796	897	1108	1357	1572	1879		

Dynasty 3

Hampton		Tibet								
Width	24"	30"	36"	42"	48"	60"	72"	84"	96"	
Length to:										
36"	290	338	385	440	491	603	754	869	1076	
42"	306	356	408	466	520	640	798	921	1135	
48"	319	375	430	491	550	677	843	972	1194	
54"	351	412	472	540	606	744	920	1062	1296	
60"	366	431	494	565	634	780	963	1113	1354	
66"	381	448	516	591	663	817	1007	1165	1413	
72"	404	478	550	632	710	873	1076	1244	1504	
78"	418	495	573	657	739	911	1121	1296	1564	
84"	434	514	594	683	768	948	1164	1347	1622	
90"	464	551	638	731	823	1014	1242	1438	1724	
96"	479	570	660	757	852	1051	1286	1489	1783	
102"	493	588	681	783	882	1087	1331	1541	1842	
108"	516	617	716	823	927	1144	1399	1620	1932	
114"	531	636	739	849	957	1181	1443	1672	1991	
120"	546	653	760	874	986	1217	1487	1723	2051	

Dynasty 4

Chelsea		Havana			Sand Dune			Seawave		
Width	24"	30"	36"	42"	48"	60"	72"	84"	96"	
Length to:										
36"	311	365	417	477	534	657	817	942	1159	
42"	331	388	445	510	572	703	873	1009	1235	
48"	350	412	474	543	610	751	930	1076	1311	
54"	381	449	517	593	665	819	1009	1167	1414	
60"	401	473	546	626	703	867	1066	1234	1490	
66"	419	496	575	660	742	915	1125	1301	1567	
72"	443	526	610	700	789	972	1194	1382	1659	
78"	461	550	639	734	826	1021	1251	1448	1736	
84"	481	574	666	767	864	1067	1308	1515	1812	
90"	513	612	711	817	920	1135	1387	1607	1916	
96"	531	636	740	850	958	1183	1445	1674	1992	
102"	550	659	767	883	996	1231	1502	1741	2067	
108"	574	689	802	924	1043	1289	1572	1822	2161	
114"	593	713	830	957	1080	1337	1628	1888	2237	
120"	612	736	859	990	1119	1384	1685	1955	2313	

Dynasty 5

Classic Braid		Comoros			Crosswave			Senegal		
Width	24"	30"	36"	42"	48"	60"	72"	84"	96"	
Length to:										
36"	378	446	515	591	665	820	1012	1173	1421	
42"	405	480	556	639	719	887	1095	1267	1529	
48"	432	514	596	686	773	955	1175	1362	1638	
54"	471	562	652	751	846	1044	1280	1483	1775	
60"	499	595	693	798	899	1111	1362	1577	1883	
66"	525	629	734	846	954	1179	1442	1672	1991	
72"	557	670	781	901	1018	1259	1538	1783	2118	
78"	585	703	822	949	1072	1327	1619	1878	2226	
84"	612	737	863	996	1126	1394	1700	1972	2335	
90"	651	786	919	1060	1199	1483	1805	2094	2472	
96"	678	820	959	1107	1252	1550	1886	2189	2580	
102"	705	853	1000	1155	1306	1618	1966	2284	2688	
108"	737	893	1049	1210	1370	1697	2062	2395	2815	
114"	764	927	1088	1258	1423	1765	2143	2490	2924	
120"	792	960	1129	1305	1477	1832	2224	2583	3032	

Any orders with a product over 90" width will have an additional oversized fee. See full shipping policy for details

Gallery Patterns Price Charts

Chart 1

Kara**		Bromley**			Warwick**					
Width		24"	30"	36"	42"	48"	60"	72"	84"	96"
Length to:	36"	209	243	276	311	352	431	549	633	808
	42"	213	248	281	318	362	441	562	648	825
	48"	216	253	287	327	370	452	575	663	843
	54"	243	285	325	368	417	511	645	744	933
	60"	248	290	331	376	426	521	658	758	951
	66"	255	301	342	388	435	533	671	774	968
	72"	277	327	375	426	478	585	734	848	1053
	78"	281	332	381	434	486	595	747	863	1070
	84"	285	337	386	441	494	607	760	878	1087
	90"	312	369	423	483	542	665	828	958	1178
	96"	316	375	431	490	550	676	842	973	1195
	102"	320	380	437	497	559	687	854	988	1212
	108"	341	407	469	536	602	740	918	1062	1296
	114"	345	412	475	543	611	750	930	1077	1313
	120"	350	417	482	550	619	761	943	1092	1331

Chart 2

Avia*		Bamboo** (Rustique)			Bedford**			Clayton**		
Mesabi** (Natural)		Norfolk**			Osaka**					
Width		24"	30"	36"	42"	48"	60"	72"	84"	96"
Length to:	36"	221	259	293	333	375	457	583	672	852
	42"	227	265	302	342	386	472	599	692	876
	48"	232	273	310	352	397	486	617	712	898
	54"	260	306	350	397	447	548	690	797	995
	60"	265	313	358	407	459	563	707	817	1019
	66"	274	322	369	419	471	577	725	837	1040
	72"	297	351	404	459	516	634	793	917	1131
	78"	302	357	412	470	528	648	810	936	1155
	84"	308	365	420	480	539	663	827	956	1177
	90"	335	400	459	524	590	725	900	1041	1273
	96"	341	406	468	535	600	740	918	1061	1297
	102"	346	413	477	545	613	753	934	1082	1319
	108"	369	441	511	585	658	810	1002	1161	1410
	114"	376	448	519	594	670	824	1020	1181	1433
	120"	381	456	528	604	681	839	1037	1201	1456

Chart 3

Coral**		Isamu**			Odene**					
Width		24"	30"	36"	42"	48"	60"	72"	84"	96"
Length to:	36"	241	280	318	369	413	508	640	739	927
	42"	250	290	332	385	432	530	666	769	962
	48"	259	302	344	402	448	551	693	801	999
	54"	294	343	392	447	501	616	768	887	1097
	60"	303	355	407	462	518	638	795	919	1132
	66"	312	366	419	479	537	660	822	950	1167
	72"	335	393	454	517	582	717	890	1029	1258
	78"	343	406	467	534	598	739	917	1060	1293
	84"	353	416	481	549	617	761	943	1091	1330
	90"	381	451	520	595	670	825	1018	1177	1427
	96"	390	462	535	611	687	847	1044	1209	1463
	102"	400	473	547	626	705	869	1071	1240	1498
	108"	421	503	582	666	750	926	1138	1318	1588
	114"	432	513	594	681	767	948	1165	1349	1623
	120"	440	523	609	697	786	970	1192	1381	1659

Chart 4

Mogu**		24"	30"	36"	42"	48"	60"	72"	84"	96"
Length to:	36"	258	299	339	386	433	530	667	769	961
	42"	269	313	357	408	456	560	703	813	1009
	48"	281	329	376	430	481	591	741	854	1059
	54"	308	361	412	471	528	648	806	931	1146
	60"	319	376	431	492	551	678	844	974	1194
	66"	332	390	448	514	576	709	880	1016	1242
	72"	352	415	479	548	615	757	938	1085	1321
	78"	364	431	496	569	640	788	975	1128	1370
	84"	376	445	515	590	664	819	1011	1170	1418
	90"	403	478	551	632	711	876	1078	1246	1505
	96"	415	492	570	653	735	905	1114	1290	1554
	102"	427	508	588	675	760	935	1152	1333	1603
	108"	446	533	617	710	798	985	1209	1401	1681
	114"	459	547	636	730	823	1015	1245	1443	1729
	120"	471	562	653	751	847	1046	1282	1486	1779

Chart 5

Amour** (Mist)		Barents*			Boras** (Ginger)					
Goya** (Dusk)		Srilanka**			Vassa**					
Width		24"	30"	36"	42"	48"	60"	72"	84"	96"
Length to:	36"	280	328	375	427	478	587	735	848	1052
	42"	295	345	396	453	508	623	779	899	1110
	48"	310	364	418	479	537	660	823	951	1168
	54"	340	401	459	525	590	725	899	1039	1269
	60"	355	418	482	551	619	762	943	1091	1328
	66"	369	437	505	577	649	799	988	1142	1386
	72"	392	466	538	618	694	856	1056	1222	1477
	78"	407	484	560	644	724	893	1100	1273	1537
	84"	421	503	583	670	753	929	1143	1325	1595
	90"	452	538	623	717	806	995	1221	1413	1695
	96"	467	557	646	743	835	1031	1265	1465	1754
	102"	481	575	668	768	866	1069	1309	1516	1813
	108"	505	603	701	808	911	1125	1378	1595	1903
	114"	518	621	724	833	940	1162	1421	1647	1962
	120"	534	641	746	859	970	1199	1466	1698	2022

Any orders with a product over 90" width will have an additional oversized fee. See full shipping policy for details

** Effective 10/10 patterns are discontinued. Patterns will be available until all inventory is sold and any patterns not listed are no longer available. An additional 20% discount off the Gallery retail pricing is available for these patterns only.

Dual Shade and Liners

Dual Shade Liners

- Dual Shade Liner operates independently from primary shade.
- Dual Shade Liner surcharge is added to the price of the shade
- Only Available in Flat Fold and Waterfall Styles.
- Back shade will be 1/2" shorter than front shade.
- Privacy Liner: Allows sunlight to filter through.
- Blackout Liner: Opaque room darkening liner with exterior off-white lining.
- Liner material have horizontal seam pockets for easy folding
- Standard design for shades is with the liner color facing interior and white facing the exterior or street. Shades can be ordered in reverse but need to be requested with the color facing the street.

Dual Shade Privacy Liner

		2294P-White		2290P-Cream		2291P-Teak			
		2277P-Natural		2273P-Gray					
		Width to:	24"	30"	36"	42"	48"	60"	72' 84" 96"
Length to:	36"	149	162	175	192	229	280	311	340 369
	42"	152	166	180	197	236	289	322	352 382
	48"	155	170	185	203	243	297	332	364 396
	54"	159	174	189	208	250	306	342	376 410
	60"	162	178	194	214	257	315	352	388 423
	66"	165	182	199	219	264	323	363	400 439
	72"	168	186	204	225	271	332	373	412 455
	78"	222	244	265	290	388	470	525	577 629
	84"	226	248	271	297	397	482	539	592 646
	90"	230	253	277	303	407	493	552	608 664
	96"	233	258	282	310	415	504	566	624 682
	102"	237	263	287	316	424	515	579	639 700
	108"	241	267	293	323	434	527	592	655 725
	114"	245	272	299	329	442	538	606	671 749
	120"	248	277	304	336	451	549	619	691 773

Dual Shade Blackout Liner

		2294BO-White		2290BO-Cream		2291BO-Teak			
		2277BO-Natural		2273BO-Gray					
		Width to:	24"	30"	36"	42"	48"	60"	72' 84" 96"
Length to:	36"	166	183	200	220	258	317	355	391 427
	42"	171	189	207	228	269	330	371	409 448
	48"	176	195	214	237	279	343	387	428 469
	54"	181	201	222	245	290	356	402	446 490
	60"	186	207	231	254	300	369	418	464 511
	66"	191	214	237	263	311	383	434	483 532
	72"	195	220	244	271	322	396	450	502 553
	78"	256	285	315	348	453	551	623	691 759
	84"	262	292	323	357	466	568	643	714 785
	90"	267	299	332	368	479	585	663	737 813
	96"	273	307	341	377	493	601	683	761 839
	102"	279	314	349	388	506	618	703	784 866
	108"	285	321	357	397	520	635	723	808 893
	114"	290	328	366	408	533	652	743	832 920
	120"	296	335	375	417	546	669	763	855 947

Privacy & Blackout Liners

- Lining is attached to the back of the shade.
- Liner surcharge is added to the price of the shade
- Privacy Liner: Allows sunlight to filter through.
- Blackout Liner: Opaque room darkening liner with exterior off white lining.
- Standard design for shades is with the liner color facing interior and white back facing the exterior or street. Shades can be ordered in reverse but need to be requested with the color facing the street.
- Lining is subject to wrinkling.
- 30% Surcharge for Hobbled Shade Liner.

Privacy Liner

		2294P-White		2290P-Cream		2291P-Teak			
		2277P-Natural		2273P-Gray					
		Width to:	24"	30"	36"	42"	48"	60"	72' 84" 96"
Length to:	36"	51	57	64	70	88	116	132	148 164
	42"	55	61	69	76	97	127	145	162 180
	48"	59	67	75	83	105	137	157	177 196
	54"	62	70	80	89	114	147	169	191 213
	60"	67	75	86	96	122	158	181	206 229
	66"	70	80	91	102	130	168	194	220 245
	72"	74	84	96	109	138	179	206	234 262
	78"	100	115	129	144	195	248	284	320 356
	84"	103	120	136	152	206	260	299	338 377
	90"	108	126	142	159	215	273	313	355 396
	96"	113	130	148	166	226	285	329	372 416
	102"	116	135	155	173	236	298	344	391 437
	108"	121	141	160	180	246	310	359	408 456
	114"	126	146	167	188	257	323	375	426 477
	120"	129	151	173	195	266	336	390	443 496

Blackout Liner

		2294BO-White		2290BO-Cream		2291BO-Teak			
		2277BO-Natural		2273BO-Gray					
		Width to:	24"	30"	36"	42"	48"	60"	72' 84" 96"
Length to:	36"	61	70	79	88	108	141	162	182 204
	42"	65	77	86	96	119	155	179	202 225
	48"	70	83	94	106	129	168	194	220 247
	54"	76	89	101	114	141	182	211	239 269
	60"	81	95	108	122	151	195	227	258 290
	66"	86	102	115	131	162	209	243	277 311
	72"	90	108	123	140	173	222	260	296 333
	78"	117	137	157	177	238	300	349	396 443
	84"	122	144	165	186	251	317	368	418 469
	90"	128	150	173	195	264	333	387	441 496
	96"	134	158	181	205	277	350	407	464 521
	102"	139	164	189	215	289	366	427	487 547
	108"	145	171	197	224	302	382	446	509 573
	114"	149	178	205	234	315	398	464	532 599
	120"	155	184	213	243	328	414	485	555 625

Any orders with a product over 90" width will have an additional oversized fee. See full shipping policy for details

Designer Natural Woven Wood Shades

Special Notes and Ordering Instructions

Material and Characteristics

- Designer Natural Shades are an aesthetic collection of natural woods, bamboos, jutes, grasses and reeds harvested from nature.
- Each season's harvests are a celebration of unique textures, colors and striations that develop in nature.
- Natural materials are subject to variances in color, grain, texture and warpage that are inherent qualities in all-natural fibers.
- These variances are not manufacturing defects. The beauty of Designer Natural Shades lies in the distinctive irregularities of the slats and reeds.

Color Variations

- Even though rigid quality standards are maintained, the factory cannot guarantee exact color matches in each of the collections.
- Variations in color are natural and will be especially visible in lighter colored fibers.
- Variations in color will occur and are not manufacturing defects.
- Over time, the color of Designer Natural Shades will soften in the sun, exposing the beauty in mild tones.
- To avoid color variations that may occur between dye lots, it is highly recommended that multiple shade orders of the same pattern be placed at one time. This will lower the possibility of color variation due to different dyes and stains.
- CACO is not responsible for variances in color for orders of the same pattern ordered at different times.
- Availability of colors is subject to change without notice.

Stretching, Shrinking, Cracks

- Woven wood fabric can be affected by temperature and humidity changes, which can shrink the material.
- Shipping and handling may also cause a slight change in shade lengths.
- Note: Material stretching or shrinking may become more noticeable on inside mount shades where exact lengths are more critical.
- Bamboo matchsticks tend to stretch after installation.
- Finished edges of bamboo and large reeds may crack after cutting and assembly due to the inherent property of natural materials.
- Finished shade height may vary in exact dimension falls in the middle of a wide slat.
- Finished shade height may have a tolerance of + or - 1"

Ordering Process

Orders can only be accepted email or fax and submitted using the following order forms: Designer Natural Woven Wood Shade, or Hobbled Valance only. For your convenience, a copy is printed on the last pages of this book. You may also go to cacoinc.com and download a pdf on which your order may be entered, saved and emailed. When faxing it is important to note the number of pages of your order, including the cover sheet to ensure that no pages will be missing. Please fully complete the form, any omission of pertinent information will only delay your orders manufacturing time.

Changes

In the event that you wish to add to your original order, it is possible, as long as it is within 24 hours after the order was placed. You will be required to submit changes in writing and must be signed by a person of authority indicating the items you wish to add or change. No verbal requests can be made. You will need to refer to the original P.O. number and indicate clearly the additions or changes you're requesting. Addresses may not be changed after the 24 hours period.

Cancellations

Cancellations or changes require an immediate response and can only take within 24 hours of order submittal. You must first identify your P.O. number or side mark and then state the cancellation or change. Cancellations must be faxed or emailed in writing only, no verbal requests can be accepted.

Shipping and Handling

Before accepting any shipments, please examine each carton carefully. If shipment shows any signs of mistreatment or damage, i.e., wheel marks, crushed or bent cartons note this on the bill of lading and have the driver sign it and note damage. It is imperative that you count all cartons prior to signing the bill of lading; any shortages must be noted on the bill of lading with the driver's signature. Please open examine products upon receipt and notify CACO of any damages or losses within one week of receipt. We will require that photos of any damage be emailed to customerservice@cacoinc.com.

Defective Merchandise

All manufacturing defects must be reported within one week of receipt of shades. We require photos prior to the return of defective shades prior to repair or replacement.

Repair or Alterations

If a repair or alteration is needed, please contact CACO for more details prior to return for repair. Repairs should be carefully packaged. Products mishandled or received in poor condition will be returned back to the customer.

Warranty, Care and Maintenance

We are proud to offer a three-year warranty for components and one year for products to our customers. Each shade undergoes careful inspection before being sent out to our customers. Under normal and proper use, three-year limited warranty applies such shades are free from defects due to faulty workmanship or materials. This warranty is not applicable to accidents, alteration, abuse, misuse, misapplication or failure to follow instructions or defects due to faulty installation. For claims covered during the warranty period, product will be replaced or repaired free of charge.

Natural conditions such as color variance and fading due to sun exposure, slats / reed warpage from high humidity, as well as stretching and shrinking of shades due to temperature and humidity, are excluded from the warranty. This warranty does not cover liability for loss, damage or injury, direct or consequential, arising out of the use or inability to use the product. Warranty does not cover labor on location, service calls, reinstallation or expenses involved in shipping, packaging and returning merchandise unless authorized.

Care and Maintenance

Woven wood shades are easy to maintain and are extremely durable. Raising and lowering shades periodically aids in reduction of dust accumulation. Or simply vacuum with a soft brush attachment. In high traffic areas, you may want to scotch guard your shades with 3M Scotch Guard spray for added stain protection. The functional lifetime of the operation hardware is far greater than normally needed.