



This is how we define value, and what we bring to the shade design, technology and installation process, including our 4S model, service, selection, savings, satisfaction.

I'm glad you found us. Let me explain how this works for you and me. You are the customer and you come first. Our job is to serve you throughout this process and our systems are designed and tested to do just that. You should enjoy our team, methods, knowledge, experience and values as this unfolds.

Most often there is an architect or designers plan. Window shades, roman shades, drapes and specifically motorized products, are customized products. Someone is engineering a system to suit your needs or serve the function you desire. Often our expertise helps everyone clarify, what's possible and how it will work on your site. Usually we start with clarity of 50 to 80% of the scope, and work out the rest in our discussions. Here is where we bring great value, with our considerable shading and construction experience. Our owner is both a licensed building and specialty contractor, having worked as a finish carpenter before buying this business in 1985. Understanding both framing and finishes is invaluable when discussing possibilities, when often there are only plans to view, thus helping you to realize your dream.

My background is contracting and I have 25 years of motorization experience. It's fair to say, I have seen and done everything, from single windows to 300 shades in one home, to 1000 shades in a commercial project. I have intimate knowledge of how to design and install, as well experience with the major suppliers. We need literally no supervision.

The process works like this; initial meeting discusses scope, goals, maybe budget and time frame. Next define scope with plans or site measuring. With pretty good idea of product, we can price materials and labor. Then adjust to suit client needs, including product design and budget. Delivery is roughly 30 days later and install varies, but will be explained, in hours or days needed, and when.

Motorized product components include; shade (brackets, tube and fabric) pocket or valance, power supply, communication and interface if needed, to "brain" if present. We provide turnkey solutions, and enjoy working with others, if present, weather architects, designers, contractors or subs like electricians, AV guys, other subs and of course the site superintendent. My favorite path is to follow clear plans. If not present, I can help/do anything, to achieve what you may have seen, or can draw.

We enjoy a fully equipped Santa Monica showroom, but most of our work is done on site. We carry all products and samples in our vehicles. We also have working hand (approx. 36 x 36") samples of all products. This includes manual or motorized; simple wood blinds, Duettes or motorized shades, including solar, room darkening or even insect products, showing profiles, power and communication options. We make the process fun and easy for all involved, really. We have no burned bridges or unresolved issues. We work out problems directly and are accountable for all we do. We're fully licensed and insured.

We will help you choose fabrics, and provide samples. Shop drawings are available upon request. All questions will be answered and details explained till you understand and appreciate what you will get. Then it's easy for you to know we were thorough and you can see the value in our doing your work.

We ask that you help clarify scope, share your concerns, pay our deposit, arrange our install and make final payment promptly, when we are complete. Please speak up if there is service you want, or questions will have. Or point us in the right direction and trust.

Our warranty service is one year on parts plus various manufacturer periods for materials. We honor and support all our suppliers warranties.

Please feel free to contact myself or my team at the

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