

KALEIDOSCOPE INDUSTRIES, INC.

CHANGES



■ **PowerRise® Roller Shades Bottom Treatment Options** will be limiting the bottom treatment options on all PowerRise Roller Shades with Cassette to the **round bottom bar only**. Flat bottom bar, sewn-in hem bar and sealed hem will no longer be available with PowerRise Designer Roller, Designer Screen & Alustra® Woven Textures® Roller & Screen Shades with Cassette. Hunter Douglas has determined that the flat bottom bar, sewn-in hem bar and sealed hem bar bottom treatments cause various issues with fabrication and operation.

■ **Luminette on SoftTrak™ hardware** Effective January 12, 2012, Luminette fabrication has changed back to **Standard Returns** with half vane end treatments as the default. This change was effective January 12, 2012 and was based on feedback from dealers and installers. It is important to note, Optional Returns to the Wall full vane end treatments will be available as an ordering prompt option. Please see configuration matrix.

■ Effective with orders placed on or after **January 30, 2012**, a **\$4.25 per unit fee** will be added on all products, and those shipments charged a **common carrier fee** will change from \$65 to **\$75**.



■ Country Woods® Exposé™ Fontana Ridge Collection was discontinued January 6, 2012. "This decision is a result of on-going supply issues that prevent us from continuing with this program beyond the announced date. The supplier is simply unable to provide the core materials in the high-quality furniture finishes we require and they are unable to meet the lead-time commitments to produce these materials."

■ Bridgeway® Specialty Shapes program will be discontinued from the Custom Shutter Collection of products as of April 3, 2012. Stand alone specialty shapes are available in a range of colors, materials and styles in Heritage® hardwood, NewStyle® hybrid and Palm Beach™ polysatin programs.



■ Due to the success of the new Alustra® Vignette® Taos fabric, we are unfortunately out of stock of the Glistening Mineral (566) and Forever Bronze (564) colors. The anticipated availability date for both colors is April 1, 2012. Hunter Douglas is doing everything they can to get this issue resolved sooner and we'll keep you posted on any improvements on this date.

OPPORTUNITY



■ Alliance dealers, just a reminder: The deadline for the **Fall 2011 Consolidated Launch Guide offers ends January 31st, 2012**. The offers include Designer Roller Shades, Provenance Woven Wood Shades, Skyline Gliding Window Panels, Somner Custom Vertical Blinds and Cadence Soft Vertical Blinds.

■ All 2012 Aligned Dealers will be able to order customized copies of the Art of Window Dressing books between 1/24/11 through 3/2/11. This year, you will be able to include your logo (in black only) along with your business name, address, e-mail address, website and phone number. Customization is being offered free of charge to Aligned dealers. The cost per book will only be \$.50 each plus any additional shipping and handling charges (minimum of 250, in increments of 250). **Please send completed order form to: Mary Collins at F: 800-367-7525**

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