

DUETTE® EXPLAINED

Sales guide for dealers



Duette®
Honeycomb Shades

HunterDouglas 



FEATURES AND BENEFITS

Duette® honeycomb shades provide smart and stylish solutions when it comes to dressing your windows with window coverings that are just as beautiful as they are beneficial.

- Textures and colors inspired by the latest fashion trends
- Revolutionary construction for improved energy savings
 - Architella® Trielle™ Elan®—5 insulating air pockets
 - Architella—3 insulating air pockets
 - Single honeycomb
 - Remember, more layers equal more energy efficient savings at the window!
- Proprietary operating systems offering versatility, control and child-safe choices
- Designed and custom-assembled in the U.S.
- Hunter Douglas Lifetime Limited Warranty

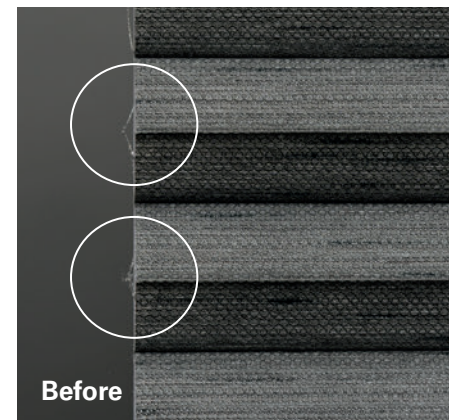
WHAT TO EXPECT

Duette® honeycomb fabrics are highly engineered textiles, but like any fabric there are some visible variations, which are normal and not product defects.

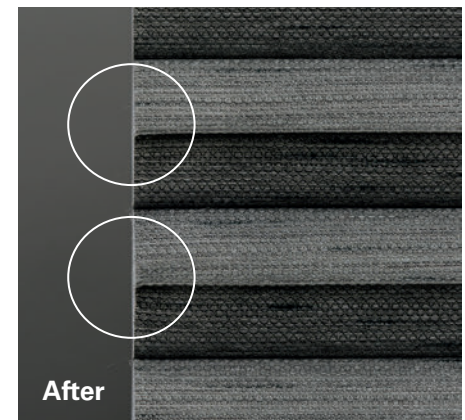
- Duette honeycomb fabrics contain finite, delicate fibers that are inherent in nature. Fabric collections with these inherent characteristics of variation in color and texture include Batiste Textured™, Batiste Bamboo and Alexa.
- Alustra® Duette and Duette woven fabrics such as Macon™, India Silk and Northwood™ contain delicate yarns and fibers that may fray on the edges when rubbed or when coming into contact with the edge of a window. Fraying can be corrected by gently trimming the threads with fabric scissors.
- Slight puckers and minor surface variations may occur, primarily in opaque fabrics, and can be visible when the shade is lit from the side.



Our fabrics feature inherent variations that add authenticity and beauty to your home. These subtle variations in color and texture are considered part of the inherent beauty of the fabric.

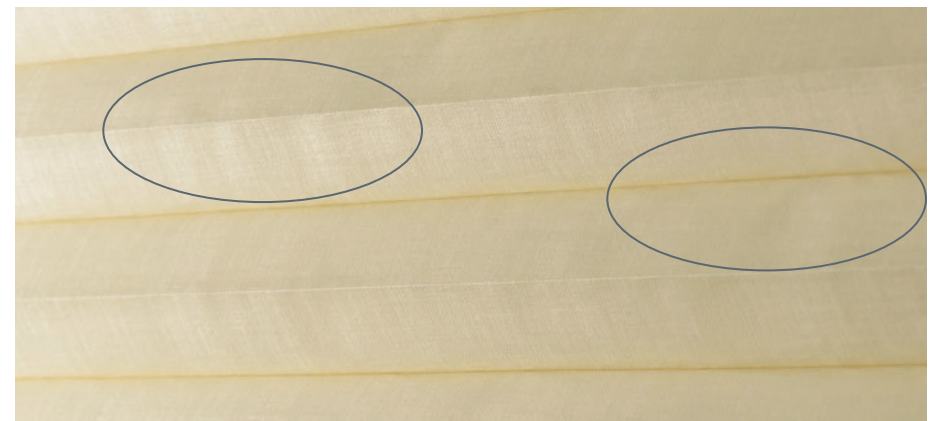


Before



After

With delicate yarns and fibers inherent with woven fabrics, fraying may occur and can be trimmed.



Minor surface variations or slight puckers may appear and are inherent to opaque fabrics.

WHAT TO EXPECT

Operating Systems

UltraGlide®

- Duette® base operating system, UltraGlide®, features a retractable wand to raise and lower the shade. A retractable cord and wand means there are never any long, dangling cords to detract from the appearance of the shade. Ideal for enhanced child and pet safety.

UltraGlide Measuring

- Like all Hunter Douglas products, UltraGlide shades are truly custom products. For optimal use, order the wand length approximately equal to the distance from the headrail to the shoulder of the user.
- If there are multiple users, the UltraGlide wand length should fall between the shoulder heights of the consumers. Wands are available from 12" to 84", in 6" increments.
- For more information on how to measure the UltraGlide wand, please see page 2 of the UltraGlide order form for detailed instructions.

UltraGlide Mounting Circumstances

- The UltraGlide operating system is not recommended for deep, inside-mounted applications, as it may be increasingly difficult to operate if the wand is obstructed by a wall. In this case, the suggested operating system would be LiteRise® or PowerView® Motorization.

Proper UltraGlide Operation

- The ergonomic UltraGlide wand is made of fiberglass and should be maneuvered at or slightly above the tassel.
- To operate this system, the wand should never 'bend'. Instead, for optimum operation, pump the wand up and down in short strokes to raise the shade. To lower the shade, simply pull the wand toward the center of the shade at a 45-degree angle and release.



WHAT TO EXPECT

Operating Systems continued

LiteRise®

- The LiteRise® cordless operating system offers remarkable ease of operation, along with the added benefit of enhanced child and pet safety. The LiteRise system makes raising and lowering the shade easy; simply pull up to raise or pull down to lower the shade.

LiteRise Top-Down/Bottom-Up Operation

- For optimal Top-Down/Bottom-Up operation, the bottom rail should be in the fully lowered position to operate the middle rail, and the middle rail should be in the fully raised position to operate the bottom rail.

Proper LiteRise Operation

- It is important to operate the LiteRise shade using the handle to raise and lower the shade.
- Hand-to-fabric contact will dirty the shade, and can create an uneven stack, or position the shade off center.



WHAT TO EXPECT

Operating Systems continued

PowerView® Motorization

- Duette® honeycomb shades featuring PowerView® Motorization have the ability to creatively transform light in the home with a smartphone, tablet or remote control; all while providing superior insulation at the window.
- NEW Enhanced Motor Technology from PowerView Motorization.
- Slimmer end cap.
- Improved button user-experience.
- Reduced noise when shade is in motion.
- Improved battery life—up to 15% extended life*.
- Improved position accuracy of the shade throughout it's entire range of motion.
- More powerful antenna in the shades improves Radio Frequency (RF) signal reception from the PV Hub and Pebble Remote Control.

*Battery life improvements may vary and are dependent on shade size and usage.

Vertiglide™

- Offered in manual, PowerView Motorization with Dual Operation, the Vertiglide™ system is the perfect solution to cover patio doors and wide expanses of glass.

SkyLift™

- The Duette SkyLift™ system is a great option for covering those hard-to-reach skylight windows in the home. This system is available in manual (with optional extension pole or crank handle for operation), PowerView Motorization and Hard-Wired Motorization.





WHAT TO EXPECT

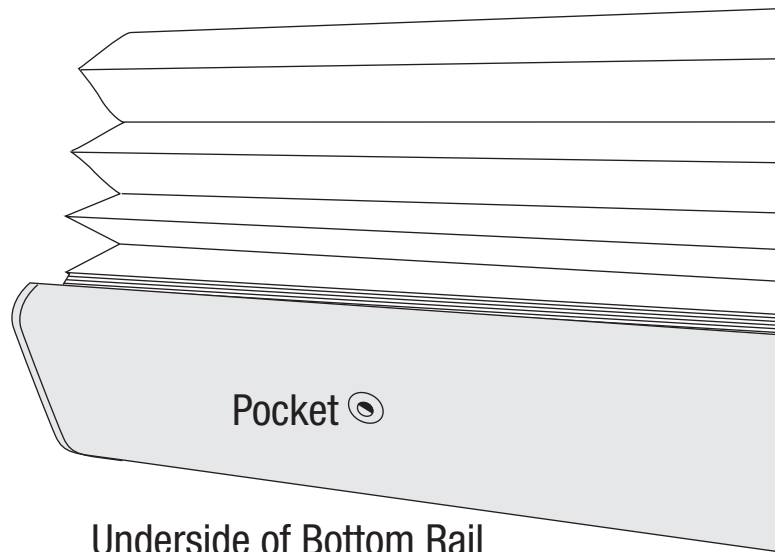
Operating System Design Options

- Bottom-Up: Standard mode of operation, simply raise the shade from the bottom up.
- Top-Down: Lower shades from the top down.
- Top-Down/Bottom-Up: Control light and privacy in one system. Lower shades from the top down, or raise from the bottom up.
- Duolite®: Two shades in one. Combine fabric styles in different opacities to achieve your personal level of light control and privacy. Now offered in an all-in-one design that transitions seamlessly from one fabric to the next.

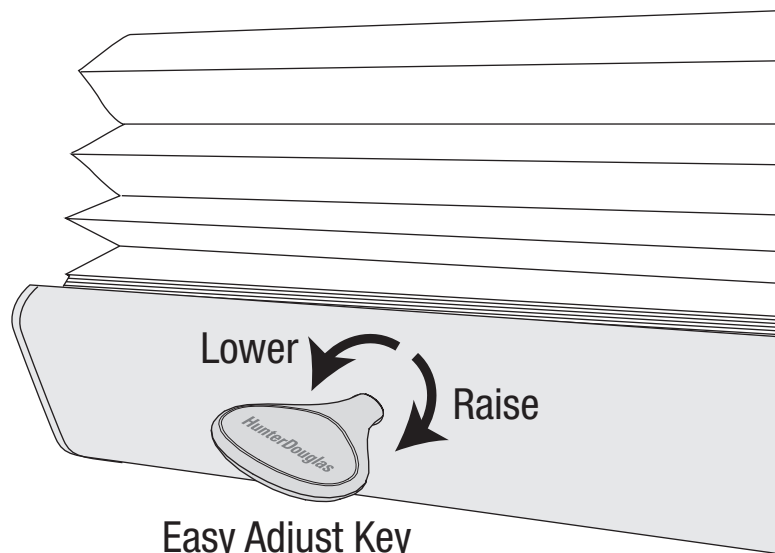
WHAT TO EXPECT

EasyAdjust™ Leveling

- Occasionally, after a shade has been installed and operated, the bottom rail may skew slightly, making the shade appear unlevel.
- To level the shade, lift the bottom rail to locate the pockets on the underside of the rail. Gently pull down on the bottom rail to fully insert the EasyAdjust™ key into the pocket. Turn the key clockwise to raise that side of the rail, or counterclockwise to lower it. For Top-Down/Bottom-Up shades, the pockets are on the top side of the middle rail.
- To adjust the middle rail on a Duolite® shade, the pockets can be found at the ends of the middle rail, which is located in the top cell of the lower fabric panel.
- Insert the EasyAdjust key so that it is halfway into the pocket and turn the key clockwise to raise that end of the rail or counterclockwise to lower it.

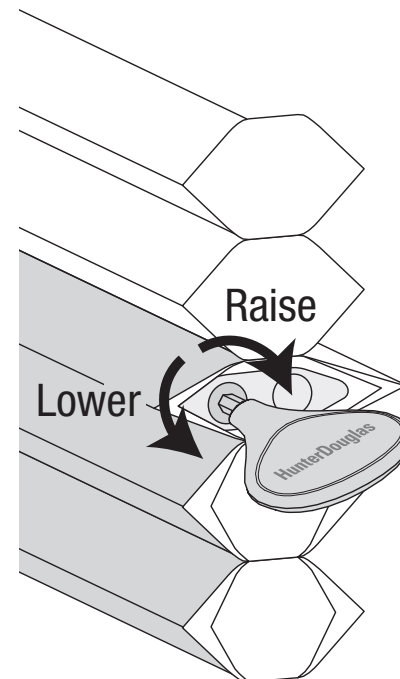


Underside of Bottom Rail
(or Top Side of Middle Rail)



Easy Adjust Key

Easy adjust leveling



Easy adjust leveling
for a Duolite shade



WHAT TO EXPECT

Light Gap

- Duette® honeycomb shades offer an array of opaque fabrics which provide room darkening. While these fabrics darken a room substantially, inside mount applications can have a “light gap” or “halo” surrounding the shade. Though inherent with the honeycomb construction and operation, consider an outside mount to further reduce the light halo.

Side-by-Side Cell Alignment

- With shades on a Two-On-One Headrail or shades that will be side-by-side in a window, the cells may not align with one another. Additionally, each shade may not have uniform stacking when the shade is closed.

Fabric Bowing into the Window

- The insulating properties of cellular shades deliver energy efficiency at the window. With high-performing products like Architella® shades, static and heat build-up can occur between the shade and the window, creating a heat differential across the window from top to bottom. When this happens, it can cause the shade to bow inward toward the window. Raising the shade slightly from the bottom allows the temperature to distribute and the shade to straighten again.

PRODUCT CARE AND CLEANING

Fabric Cleaning

- Dusting: Regular, light dusting maintains a like-new appearance for most shades.
- Vacuuming: Vacuum gently with brush attachment. Please see the Reference Guide for excluded fabrics.
- Compressed air/hair dryer: Forced air can be used to gently dust the shade. Please see the Reference Guide for excluded fabrics.
- Spot-cleaning: Spot-clean shades with a soft cloth or sponge using warm water and mild detergent if needed. Blot gently. Please see the Reference Guide for excluded fabrics.
- Bathtub cleaning/water immersion: Immerse entire shade in lukewarm water using mild detergent if needed. It is important to note that the headrail should NEVER be submerged in water. Please see the Reference Guide for excluded fabrics.
- Ultrasonic cleaning: Contact a professional ultrasonic cleaning service. Please see the Reference Guide for excluded fabrics.
- Injection/extraction cleaning: This type of cleaning injects a cleaning solution into the fabric and immediately extracts the dirt. Please see the Reference Guide for excluded fabrics.

Headrail Cleaning

- During the installation of a Duette® honeycomb shade, dirt or scuff marks may appear on the headrail. Use an alcohol wipe to gently wipe off any dirt or marks on the headrail.





DEALER BENEFITS

- If your customer is interested in honeycomb shades, start the sales process with Duette® Architella® honeycomb shades.
- Duette honeycomb shades provide consumers with unique, proprietary operating systems. Whether they opt for manual or motorized, these systems afford convenience and dependability, as well as enhanced profitability for you.
- With an abundance of finely woven and thoughtfully engineered fabric choices, Duette honeycomb shades add color and character to a room.
- Combine Duette Architella shades with PowerView® Motorization for even greater energy savings when scheduling your shades throughout the day.
- When you have cost-conscious consumers who hesitate due to budget, share with them the energy savings Duette Architella shades provide at the window.
 - During the winter months, Duette Architella honeycomb shades can reduce loss of heat through windows by up to 40%.
 - During the summer months, Duette Architella honeycomb shades can reduce unwanted solar heat through windows by up to 80%.
- If price remains an obstacle, present Duette single honeycomb construction fabrics, offered both in Classic and our opening price-point fabric Reception.
- If priced out of Duette shades, present Applause® honeycomb shades to close the sale.

