



Quality Wholesale Window Coverings
Contract • Hospitality • Residential



2020 Collection Launch

What's New Overview



K KIRSCH®
DRAPERY HARDWARE

**2020
PRICE GUIDE**

List of Kirsch Collections

Buckingham

Wood Trends

Designer Metal

Wrought Iron

Estate Traverse Rods

- Including:
 - Chroma
 - Varia
 - Briza

Architrac Traverse Rods

Superfine Traverse Rods

White Goods
(Sash Rods,
Lockseam Rods,
Continental Rods, Etc.)

What is different about the 2020 catalog?

Kirsch 2020 Price Guide Overview

- Front spread has an overview of “What’s New” for 2020



Kirsch 2020 Price Guide Overview

- The Table of Contents has more in depth explanation to make items easier to find.

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Kirsch 2020 Price Guide Overview

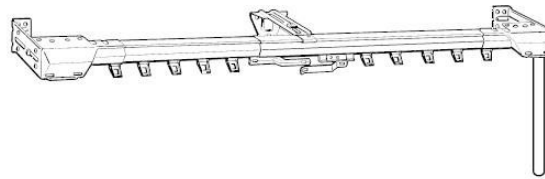
- All new items for 2020 have the NEW icon in the top, left hand corner.

ITEM	PRODUCT NO.	FINISH
<p>NEW</p> <p>Aston</p>  <p>DIMENSIONS: <i>see guide below</i></p> <p>Depth (A): 2½"</p> <p>Height (B): 2⅛"</p> <p>Width (C): 2⅛"</p>	292170701	Aged Gold
	292170709	Black Gold
	292170753	Camden NEW
	292170754	Castle Rock NEW
	292170751	Cottage White
	292170856	Dark Walnut
	292170755	Distressed Oak NEW
	292170756	Moonglow NEW
	292170791	Old World White
	292170805	Ornate
	292170855	Shimmer
	292170749	Slate
	292170757	Sterling NEW
	292170131	Venetian
292170758	Winterwood NEW	

Kirsch 2020 Price Guide Overview

- More information was added to the Basic Drapery Hardware section to clarify Clearance, Return and Projection.

Single Traverse Drop-In | Split Draw



CLEARANCE | 2" - 3"

RETURN | 2½" - 3½"

PROJECTION | 3½" - 4½"

- Café Rods, Tension Rods, Sash Rods and their components were split into their own sections under Miscellaneous Basic Drapery Hardware.

Miscellaneous Components

Cafe Rods

ITEM	PRODUCT NO. & FINISH	DESCRIPTION	QTY PER BOX	FULL PACK PRICE	BROKEN PACK PRICE	MSRP
	1420B063 Brass	¾" Eyelet Cafe Rings 14 per Bag	20 BG BOX	\$1.98	\$2.70	\$4.38
	1424B063 Brass	¾" Clip-On Cafe Rings 14 per Bag	10 BG BOX	\$3.00	\$4.26	\$6.63
	1441B063 Brass	1" Molded Plastic Cafe Rings 14 per Bag	10 BG BOX	\$4.46	\$6.16	\$9.85
	1940421 White with Brass Endcaps	7/16" Cafe Rod 28" - 48"	15 PC BOX	\$3.89	\$5.46	\$8.59
	1940422 White with Brass Endcaps	7/16" Cafe Rod 48" - 86"	10 PC BOX	\$5.04	\$7.04	\$11.13

Buckingham® Collection Updates for 2020

Buckingham® Collection Updates for 2020

- Six new finishes



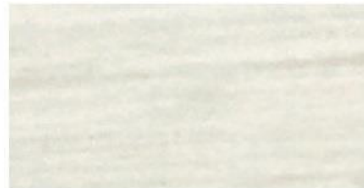
Camden



Castle Rock



Distressed Oak



Moonglow



Sterling



Winterwood

Buckingham® Collection

- Fifteen hand crafted finishes. Six new finishes in 2020.



Aged Gold



Black Gold



Camden



Castle Rock



Cottage White



Dark Walnut



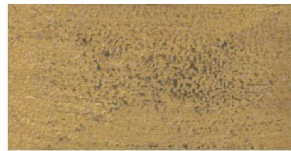
Distressed Oak



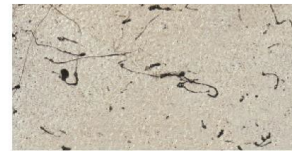
Moonglow



Old World White



Ornate



Shimmer



Slate



Sterling



Venetian



Winterwood

Buckingham® Collection

- Nine new finial styles available in all three sizes; 1 3/8", 2" & 3"



Stamford, Carrington, Harper

Buckingham® Collection

- Nine new finial styles available in all three sizes; 1 3/8", 2" & 3"



Oxford, Aston, Davenport

Buckingham® Collection

- Nine new finial styles available in all three sizes; 1 3/8", 2" & 3"



Concord, Hamilton, Larkin

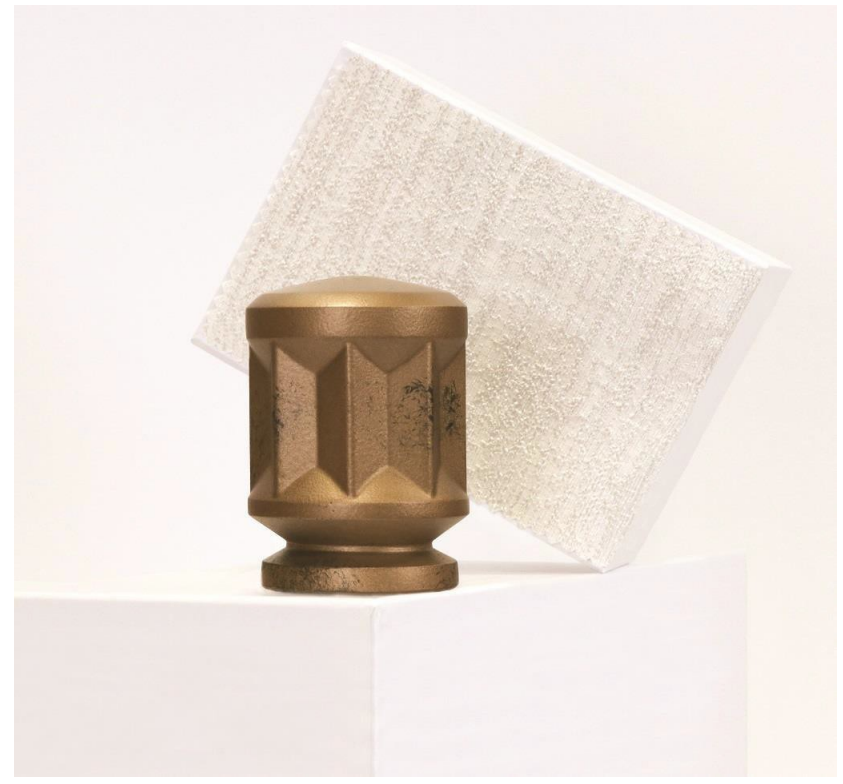
Buckingham® Collection

- Twenty-five 1 3/8" & 2" finials and endcap styles with twenty-one 3" finial & endcap styles. Nine new styles in 2020.



Aston in Moonglow & Stamford in
Distressed Oak

Carrington in Aged Gold



Buckingham® Collection

- Estate™ Traverse Rods now available in 1 3/8" size
 - Available for use with all 1 3/8" Finials and Endcaps
 - Cord, Hand/ Baton or Briza™ Motorization Operating Methods
 - Two configuration choices
 - Pleated
 - Ripplefold™



Buckingham® Collection

- New, Transitional Bracket design available in all three sizes



Buckingham® Collection

- New, Transitional Ring design available in all three sizes



Buckingham® Collection

- Four new holdback styles



Benson, Davenport, Harper, Larkin

Designer Metals™ Collection Updates for 2020

Designer Metals™ Collection Updates for 2020

- Telescoping Traverse Rods are no longer in the Catalog
- Estate™ Traverse Rods now available in 1 3/8" size.
 - Available for use with all 1 3/8" Finials and Endcaps
 - Cord, Hand/ Baton or Briza™ Motorization Operating Methods
 - Two configuration choices
 - Pleated
 - Ripplefold™



Designer Metals™ Collection Updates for 2020

- New 2" fascia for Estate™ Traverse Rods
 - Polished Nickel now available.
 - Fascia is now sold in 8 foot lengths in both the 1 3/8" size and 2" size
 - Finish consistency improvement across components due to new finishing process.
 - Opportunity to limit freight costs and damages in shipping by splicing.



Designer Metals™ Collection Updates for 2020

- New Keystone to cover seam in Estate™ Traverse Rods spliced above 8 feet.



Designer Metals™ Collection

- Inside Mount Socket
 - The Inside Mount Socket has a Quick-Click feature that allows you to mount the sockets as close to the top of the window sill as you like and still be able to insert the rod from the front to cut down on light gap from the top.



Full turn to allow rod to be inserted from front.



Rotate socket to support rod.

Designer Metals™ Collection

- Inside Mount Socket
 - The Inside Mount Socket also allows you to slide the rings over the socket to cut down on light gap from the sides.



Wood Trends™ Collection Updates for 2020

Wood Trends™ Collection Updates for 2020

- Four new, transitional finials in 1 3/8 inch and 2 inch sizes
 - Ethan, Hugo, Miller & Warren



Ethan



Hugo



Miller



Warren

Briza™ Motorization Updates for 2020

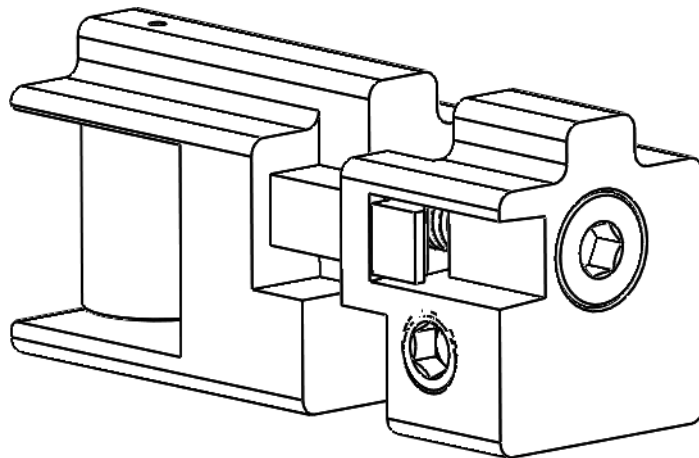
Briza™ Motorization Updates for 2020

- New Neo Smart Controller to allow your draperies to interact with Google Assistant, Amazon Alexa and Control4 integration.
- You can add rooms and draperies to match your home's layout.
- Setting schedules and customizing groups within your home is easy.
- User friendly setup process using Wi-Fi.
- Available for Android iOS or on the Web.
- New Pulley for Flush Ceiling Mount



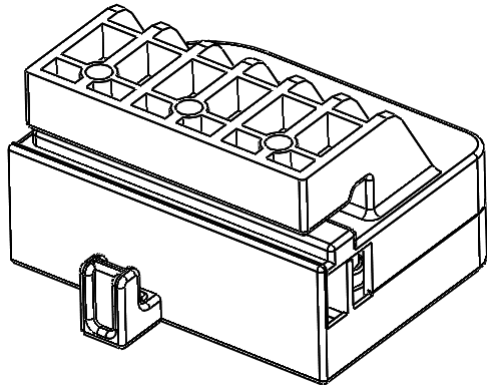
Briza™ Motorization Updates for 2020

- Return End Pulley with adjustable tension
 - Allows for easy belt tension adjustments at install
 - Internal component more appealing on one-way draw

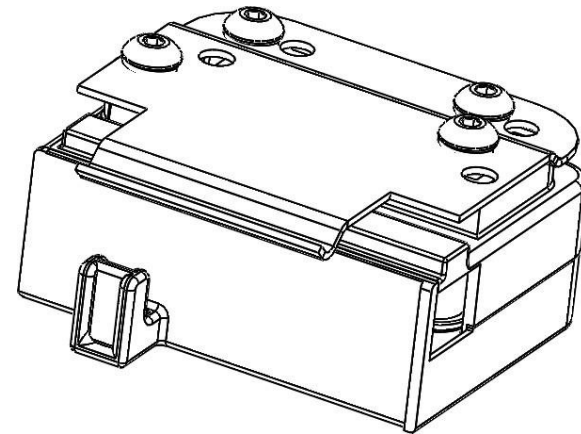


Briza™ Motorization Updates for 2020

- Somfy® MotorheadAdapter
 - Allows you to connect a Somfy motor to your Estate™ Traverse Rod or Architrac® Series 94001 Rod.



Estate Somfy MotorheadAdapter



Architrac Somfy MotorheadAdapter

Briza™ Motorization Updates for 2020

- Briza™ Motorization pricing has been changed to be charged as an upcharge item instead of by the foot.
- The remote control is no longer included in the price with Standard Briza Motorization Upcharge.

HAND/BATON OR CORD OPERATION WITH SELECTED CARRIERS

UNIT OF MEASURE	DEALER COST	MSRP
FOOT	\$39.00	\$77.00

To determine the price of your Estate™ Decorative Traverse Rod with Briza™ Motorization, determine the per foot cost of a standard rod with selected carriers above, then select the Briza™ Motorization option of your choice below and add the upcharge amount to the per foot cost total.

BRIZA™ MOTORIZATION UPCHARGE <small>Remotes not included. Order all remotes separately.</small>		BRIZA™ MOTORIZATION WITH NEO SMART CONTROLLER UPCHARGE		BRIZA™ MOTORIZATION WITH SOMFY® DRAPERY MOTOR ADAPTER UPCHARGE*	
DEALER COST	MSRP	DEALER COST	MSRP	DEALER COST	MSRP
\$500.00	\$1,050.00	\$710.00	\$1,491.00	\$150.00	\$315.00

*Does not include Somfy® motor.

Briza™ Motorization Updates for 2020

- Clarification on non-motorized pricing v. motorized pricing
- \$500 dealer upcharge to ANY Estate rod

Designer Metals™ 1 3/8" Estate™ Standard Rod	
Track Size: 10 foot	
Dealer Cost	MSRP
\$320.00	\$610.00

Designer Metals™ 1 3/8" Estate™ Briza Motorized Rod	
with Remote Control added	
Track Size: 10 foot	
Dealer Cost	MSRP
\$875.00	\$1,781.42

- Savings from 2020 pricing vs. 2019 Pricing

8 Foot CTM Rod	2019 Dealer Cost	2020 Dealer Cost (approx.)	Decrease
Architrac® Series 94001 Rod	\$840.00	\$616.00	-27%
Designer Metals™ Estate™ Rod	\$997.00	\$788.00	-21%
Chroma Estate™ Rod	\$1,210.00	\$948.00	-22%

Estate Traverse Rod and Varia Collection

Estate™ Traverse Rods Collection Updates for 2020

- Buckingham® and Designer Metals™ Estate Traverse Rods now available in 1 3/8" size.
- New Varia fascia for Estate Traverse Rods



Estate™ Traverse Rods Collection Updates for 2020

- New Varia fascia for Estate Traverse Rods available in 12 stunning patterns and colors.



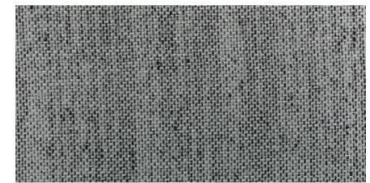
Pure Gold



Pure Silver



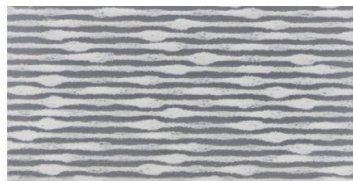
Hem Thames



Hem Tetons



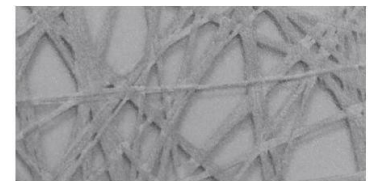
Hem Ashland



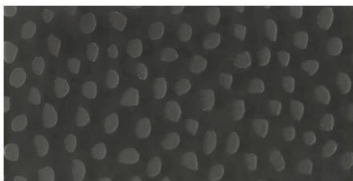
Flock Cotton 2



Connection Mini Pure



Connection Mini Gray



Hint Spotted



Fray Baltic



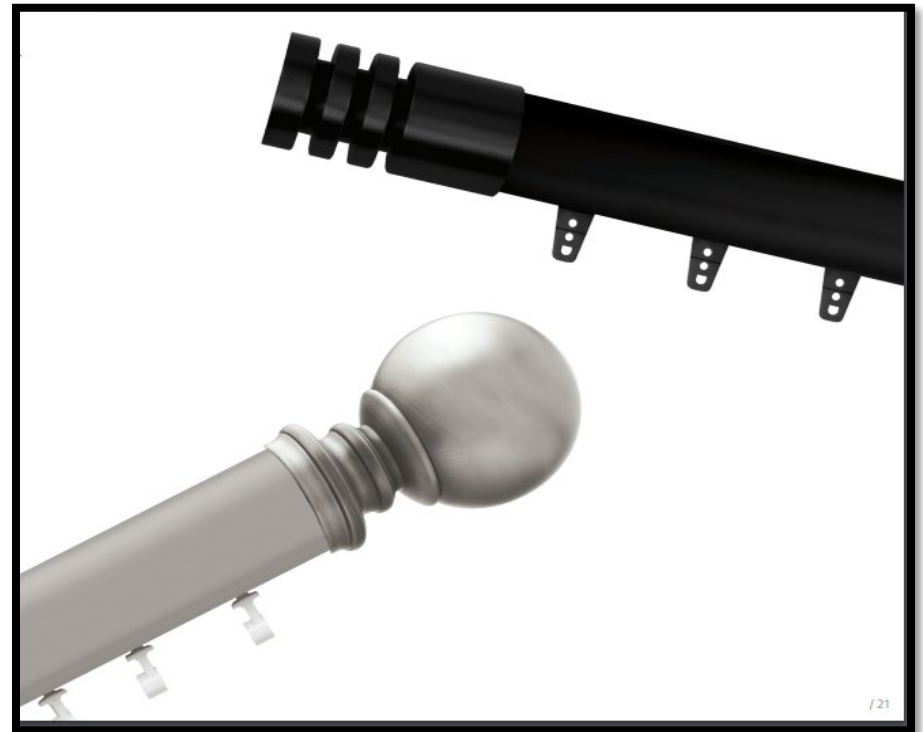
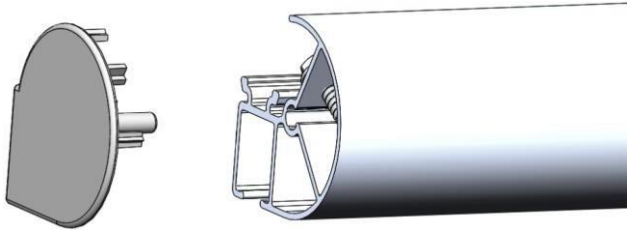
Fray Smoke



Strand White

K-Rail Updates for 2020

- Endcaps for Architrac K-Rail Series Rods
 - Perfect for K-Rail rods sold without finials, offered in four colors.



Marketing Updates for 2020

Kirsch Sample Bag \$60

Includes: Designer Metal, Wrought Iron, and Wood Trends Portfolios, Kirsch Binder, and Colored Brochures.

(Buckingham, Chroma, and Varia Portfolios sold separately)



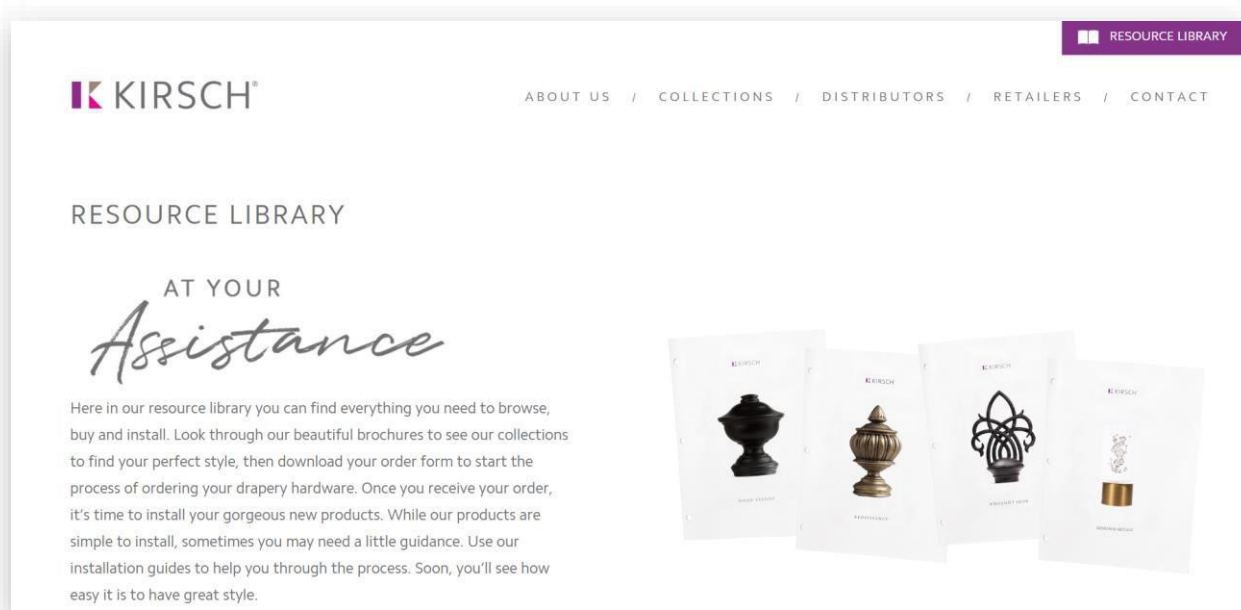
Marketing Updates for 2020

- New Buckingham® Portfolio with all 15 finishes; KDH20-155
- New Varia Portfolio with all 12 finishes; KDH20-180



Kirsch Website

Kirsch.com – Resource Library



- <https://www.kirsch.com/drapery-hardware-resource-library#15-warranty>
- The place to find all up to date marketing materials in electronic format.
 - Collection Brochures, Installation Instructions, Product Spec Sheets, One Page Training Documents and more!

Questions?