

*Motorized Systems
for
Workrooms
Installers &
Window Covering
Professionals*



Lancaster & Associates
I N C O R P O R A T E D

From Our Workroom to Yours

As we look back on nearly 35 years of motorization, we realize that working through the high-promise/low-performance of automation has taught us many valuable lessons.

It has also brought us the kind of perspective to vet offerings from multiple manufacturers and the delight in seeing systems coming online that truly deliver quiet, reliable performance in many different residential and commercial settings.

And, as demand is now growing like never before, we have the opportunity to assist workrooms, independent installers, A/V companies and all manner of window covering professionals in meeting that demand from designers, architects and consumers.

Please let this guide serve as an introduction to many facets of automation for window coverings in your fabrications and installations. We have included information on how to order and our to-the-trade pricing especially configured to help you get the components (or complete systems) you need at pricing you can incorporate into a profitable project or operation.

Lancaster & Associates is here to assist you in your home automation endeavors. Please utilize this guide and contact us for your questions, estimates and planning. Soon this guide will also be available for online shopping (like our

Somfy SDN Cable) on our main site at

lancasterandassoc.com/shop

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Glydea Drapery Systems

Lancaster offers the Somfy Glydea System featuring the 60e motor. This motor is ready to interface with most home control systems by utilizing the built-in RTS and Dry Contact Closure capability.

The 60e motor can move up to 100 lbs of drapery over a 20 ft. span using the roller carriers for pleated drapery. It can also be spliced for span widths up to 36 ft. Please specify wall or ceiling mount brackets. Ripplefold carriers available in 80%, 100% and 120% fullness. Tracks are also available in Silver, Gold, Dark Bronze, Black and Linen White.



Aesthetic

- Clean premium design with brushed aluminum finish
- Adjustable limit setting provides alignment of drapery fabric
- Patented control module cover design conceals unsightly cables and protects the connectors and control modules inside motor
- Advanced track design and swivel ceiling bracket minimize the light gap
- Soft start and soft stop
- Improved arm design provides even overlap and even stack back

Flexibility

- Patented flexible master carrier reduces friction and is adaptable to various drapery types
- Various control modules allow Glydea® to easily integrate with third party control protocols
- Drapery track is available with custom curves and bends
- Exclusive cable cover allows you to reverse cable direction for easier access to power
- Adjustable speed control

Efficient

- Touch motion allows the user to activate the motorized drapery simply by pulling on the fabric. Two sensitivity settings available
- Manual override disengages the motor when the drapery is adjusted manually. This is ideal for power outages and also protects the fabric from damage
- My function allows user to set a preferred drapery openness position for quick access

Easy Installation

- Spring loaded one-touch hardware (wall and ceiling mount)
- On center opening tracks, motor can be installed to the right or to the left side of the track
- Automatic or adjustable limit setting
- Inverse (top mount) option allows the motor to be installed above the track.

Quiet

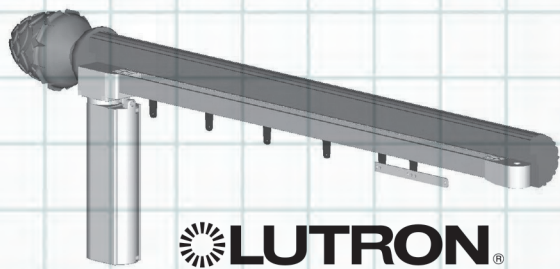
- Motor design and advanced high performance belt drive system provide quiet operation (<44dBA)

Glydea®, The Difference is in the Details

The sophistication of Glydea® is reflected in the simple form and sleek lines of the motor and track.



Motorized Systems



MOTORS & TRACKS

J.L. Anthony offers motors, controls and hardware interfaces from all the best sources, including **Lutron, BTX** and **Somfy**. J.L. Anthony can also coordinate traversing tracks with any motor in modern or traditional pole designs for household electrical current, low-voltage and battery-powered applications. The J.L. Anthony staff is well-versed in all automation communication protocols including IR, RF, RTS, RS232, Z-Wave and QS. We can work with every motorization provider. Motorization for JLA is available in 3" and 2-1/4" poles.

CUSTOMER-PROVIDED MOTORIZED TRACKS

For those who want to supply their own motorized tracks, J.L. Anthony offers a COM program. By having the motor supplier drop-ship the system to our factory, we can then meticulously fit the track to our poles making sure all settings and hardware are ready for easy installation.

Our customer service consultants will work with your contractors, electricians, audio/video companies and drapery workrooms to assure that the perfect system is matched to your clients' needs.



Contact J.L. Anthony for specs, technical guides, lead times and pricing for Lutron custom motorization.

GLYDEA MOTORIZATION

J.L. Anthony offers the Somfy Glydea system featuring the 60e motor. This motor is ready to interface with most home control systems by utilizing the built-in RTS and Dry Contact Closure capability. J.L. Anthony offers Somfy's complete drapery motor range. All pricing is for a single track system with a single motor. All controls are additional cost and are priced separately. Tracks are available in: **Silver, White, Gold, Dark Bronze, Black and Linen White**. Curving is available upon request.



Belt-Driven Track

Interchangeable Left or Right Side Motor-Mounting Option available with Center Opening Track

GLYDEA MOTORIZED TRACK	BASE - FIRST 4 FT.	PER ADDL FT.
Pinch Pleat Roller Carriers	\$ 1561.00	\$49.00
Ripplefold Carriers	1634.00	67.00

* Does not include the 3" or 2-1/4" J.L. Anthony decorative drapery hardware. Please price J.L. Anthony hardware separately.

TELIS RTS HAND TRANSMITTERS

Telis 1-Channel RTS - Pure	\$ 170.00
Telis 4-Channel RTS - Pure	221.00
Telis 1-Channel RTS - Lounge (Black)	258.00
Telis 4-Channel RTS - Lounge (Black)	314.00
Telis 16-Channel RTS - Pure	680.00

SOMFY DECOFLEX WALL CONTROLS

1-Channel: Ivory or White	\$362.00
1-Channel: Almond or Black	443.00
5-Channel: Ivory or White	402.00
5-Channel: Almond or Black	464.00
Tabletop Kit: White, Silver or Black	88.00

Information - How to Order

As we partner with independent workrooms, AV companies and installers, we understand there are two forces at work:

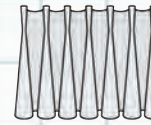
- The need for simplicity as you work to offer motorization to your designer and retail clients
- Affordability and resourcefulness in the system so you can get products you need without extensive markups or long turn-times

We get that, so please review these pages to get a better handle on the many components available for your projects.

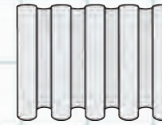
What Type of Drapery?

Designed for residential, commercial and hospitality markets, the Glydea® range provides a convenient solution for glare reduction and privacy while also reducing energy costs and protecting interiors from damaging UV rays. Glydea is available for all drapery types including Pinch Pleat, Ripplefold® and Accordia®.

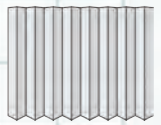
PINCH PLEAT



RIPPLEFOLD®



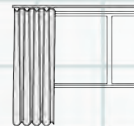
ACCORDIA®



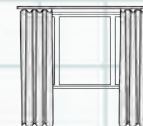
Mounting

The Glydea System accommodates several modes of stacking, for Pinch Pleat and Ripplefold including One-Way Stacked, Center Opening and Center Opening with Butt Master Arms (Ripplefold) and Two One-Way Butted Tracks (tandem alternative for Pinch Pleat).

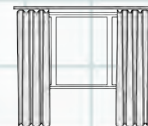
ONE-WAY
STACKED



CENTER OPENING



CENTER OPENING
BUTTED



Controllers

Glydea has been designed to easily adapt to various control technologies including infrared, dry contact, Radio Technology Somfy® (RTS), RS485, Z-Wave® and ZigBee®.



Motor Options

The Glydea motor range is a product of years of industry experience and expertise. These reliable motor solutions offer a superior user experience as well as a wide array of features. Both the Somfy Glydea 35e and 60e Motors come standard in four separate configurations including Dry Control (DCT), Radio Technology Somfy (RTS), the RS485 serial interface (for greater distances and higher data rates) and Wired. In addition, the convenience of high-performing low-voltage and battery options are available in three Irismo motor models.



GLYDEA

IRISMO

Shipping

To maintain industry standards, we quote four weeks for production from the receipt of a complete order (purchase order, deposit, samples and/or fabric as required). Orders that include bay windows may have a lead time of six weeks. All orders shipped are F.O.B. Dallas factory. Customer is responsible for all freight charges. Balance due must be received prior to shipping. Whenever possible, orders will be shipped UPS or similar and freight charges will be added to the balance due.

Orders too large to ship in this manner will ship prepaid by ground freight, common carrier. Lancaster will select the freight carrier unless otherwise specified. When a preferred carrier is requested, shipment will be sent out freight charges collect. Recipient of freight is responsible for notifying freight co. and factory immediately upon receipt, of any apparent damage to the shipment. Concealed damage claims must be filed within 48 hours of receipt of shipment. Failure to do so may result in loss of all claims for damages.

Quick-Ship Program

In an effort to assist in emergency situations, Quick-Ship arrangements are available. For Standard or Premium finished products, shipping can be arranged within two weeks of receipt of a complete order with a signed approval and all required samples, strike-off approval, or any COM materials that may be required for production. An additional 30% rush surcharge will be added to the total sale. Balance must be paid in full prior to shipping. Expedited freight charges will be additional.

Payment

All orders require a written purchase order along with a deposit of at least 50%. The balance is due prior to shipping. All orders are custom and cannot be cancelled. Any changes to an order once it has been accepted for production are subject to a \$25.00 (net) change order fee in addition to any extra cost for the changes. There is a minimum invoice amount of \$25.00 net on any order. There is a minimum order amount of \$150.00 net on any finished products.

Any order shipped will be subject to a \$25.00 net minimum packaging charge. Balances are due immediately upon notification of completion. Shipment will not be arranged until balances are cleared. Any shipment left in the factory for more than 30 days after notification of completion will be subject to storage fees of \$5.00 per day and interest of 18% APR on any balances due. All fees and interest must be paid in full prior to products being released for shipment. Credit will be subject to a re-stocking fee of at least 50%.

Z-Wave® is a registered trademark of Zensys, Inc. and its subsidiaries. ZigBee® is a registered trademark of ZigBee® Alliance. Ripplefold® and Accordia® are registered trademarks of Kirsch.

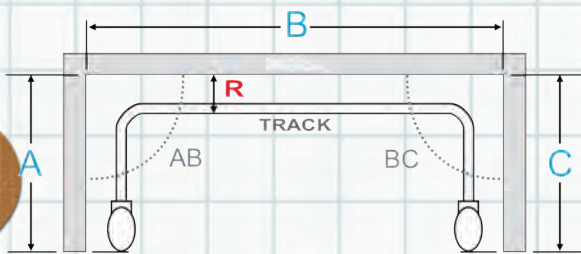
Bent Drapery Track Measurements

Your Basic Steps for Success:

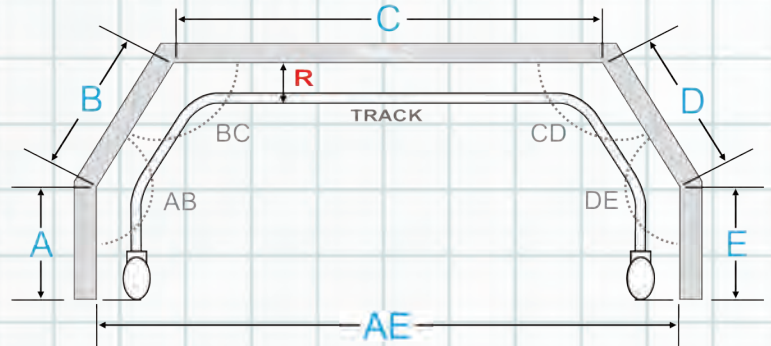
1. Choose the design that best fits your room setup.
2. Measure the wall and degrees of all angles as in examples shown below.
 - Make sure to provide the return measurement "R" (distance from wall to front of draper track as shown in red). The bent track measurement form represents wall measurements, therefore the R dimension **MUST BE** specified for accurate track fabrication. If R dimension **IS NOT** specified, drapery track will be fabricated according to dimensions (A, B, C, D, etc.) provided.
 - Return dimensions will not be considered, and measurements will be calculated from center of each bend.
 - When fabricating drapery, please add an additional 1.5 inches of drapery fabric to the anticipated return size.
3. Provide all measurements by filling out attached form (page 100) and submit to Lancaster & Associates.

NOTE: The following dimensions are shown from top view of the track and show various wall designs.

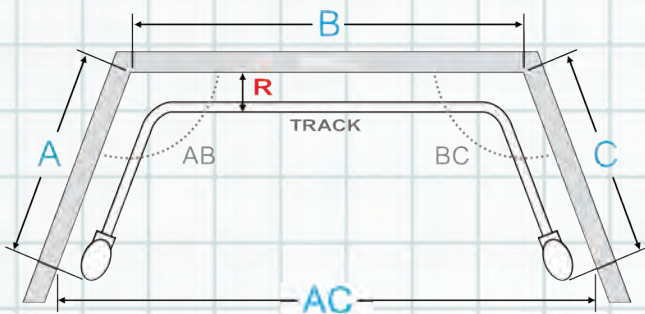
STYLE 1 MEASUREMENT



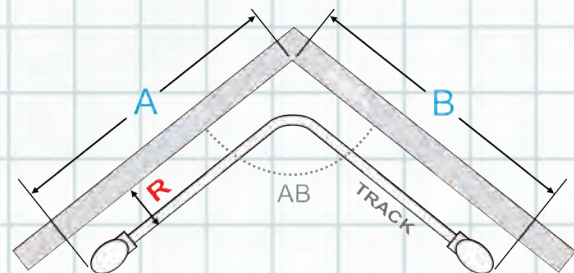
STYLE 2 MEASUREMENT



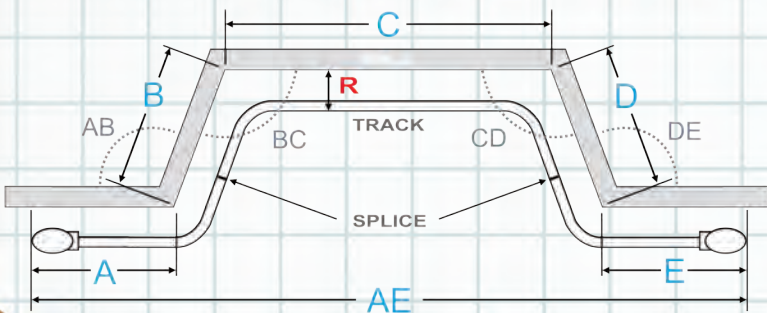
STYLE 3 MEASUREMENT



STYLE 4 MEASUREMENT



STYLE 5 MEASUREMENT *



* Splices are required for this style.

TRACK 1

"R" Dimension _____

Style	Degree of Bend
A	_____
B	AB _____
C	BC _____
D	CD _____
E	DE _____
AC	_____
AE	_____

TRACK 2

"R" Dimension _____

Style	Degree of Bend
A	_____
B	AB _____
C	BC _____
D	CD _____
E	DE _____
AC	_____
AE	_____

Creating a Template for Drapery Curves

What You Need: Large piece of construction paper | Tape measure | Marker | Tape

1. Start with a large piece of construction paper that exceeds the depth and length of the curve
2. Place the paper on the floor or ceiling depending upon the orientation of the curve
3. Secure the paper with tape
4. Clearly define the stacking side, motor placement, pocket depth and center line of track with the marker
5. Mark the radius of the curve
6. Please provide as much detail as possible -- all templates must include the following:
 - Indicate "room side"
 - Note how the template was created
 - Ex. Template created on the floor facing up (see Figure 1) preferred method
 - Ex. Template created on the ceiling facing down (see Figure 2)
 - Purchase order number
 - Customer Name
 - Company Name and Account Number
7. Note the distance from the wall or the window to the center of the track
NOTE: Be sure to clear all possible obstructions such as handles, sills etc.
8. Identify the following measurement point:
 - Placement of motor
 - Exact stopping point of track on template
 - Total measurement of curve (see Figure 4 "C")

Please call Lancaster & Associates at (214) 340-0359 for specialty curving applications. Depending upon your particular application, your project may require special assistance and we may help you save time.

Figure 1: Template on the Floor Facing Up

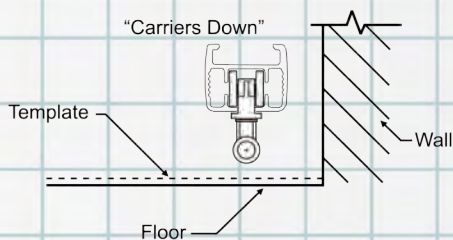


Figure 2: Template on the Ceiling Facing Down

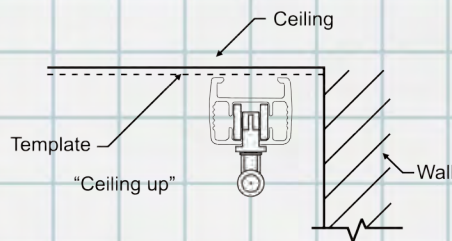


Figure 3: Critical Dimensions of a Curved Track

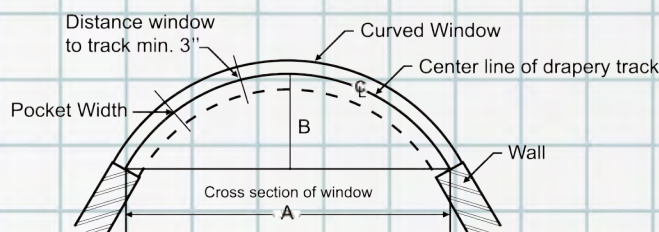
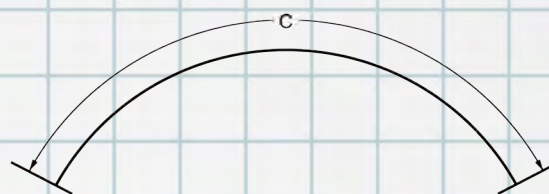


Figure 4: Total Measurement of Curve



Template Submission Instructions

1. Attach a copy of the purchase order to the template.
2. Roll up template and place in a mailing tube.
3. DO NOT FOLD TEMPLATE
4. Mail to: Lancaster & Associates 10910 Alder Circle, Dallas, Texas 75238 | Attn: Drapery Department
5. NOTE When mailing, be sure to:
 - Get a tracking number
 - Include your return address
 - Include your purchase order number on the label
6. Acceptable materials for making templates:
 - Kraft Paper | Butcher Paper | Construction Paper
7. Lancaster will not accept templates made from the following materials:
 - Newspaper | Plastic | Wax Paper | Fabric | Tissue Paper | Roofing Paper | Existing Arch Shades | Wrapping Paper

NOTE: If the material used to make a template stretches, tears easily, will not lay flat or will mark the fabric IT WILL NOT BE USED.

SVELTE

MOTORIZED DRAPERY TRACKS FROM J.L. ANTHONY

The Decorative Fascia Drapery Track by J.L. Anthony

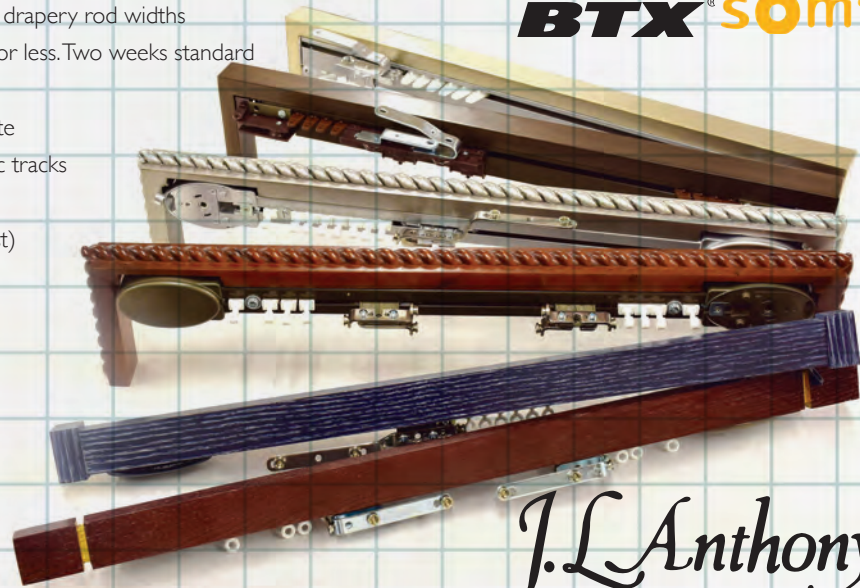
There's a popular misconception that in home automation, the drapery track is just not an object of decor, or beauty.

We beg to differ, and who better to introduce a line of motorized made-to-measure rods than J.L. Anthony? Our new Svelte line is a slimmer, more contemporary line of drapery hardware that greatly simplifies the motorization process with built-in motor tracks that accommodate Lutron, Somfy Glydea or BTX Classic motors.

- Three Wood Finishes: Mahogany, Blackened Oak and Honey Maple
- Six Metallic Finishes: Pewter, Dark Bronze, Stainless Steel, Gold, Dark Copper and Matte Black
- Available in up-to 30' spliced or 15' unspliced drapery rod widths
- Production time in most cases is four weeks or less. Two weeks standard w/ any one of nine Svelte finishes
- Curves and bends are not available with Svelte
- COM program accommodates dealer-specific tracks
- Custom Somfy Glydea fabrications available
- Custom Finishes Available (quoted on request)
- Two Finial Styles
- Mitered Elbow Returns

SVELTE ACCOMMODATES MOTORS

FROM:  **LUTRON**
BTX 



J.L. Anthony
CUSTOM DRAPERY HARDWARE | JLANTHONY.COM

Levelift Systems

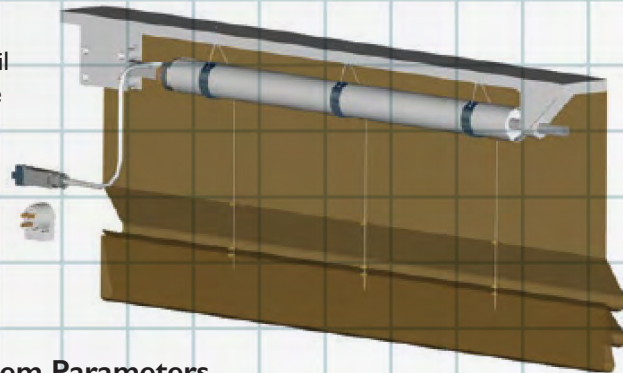
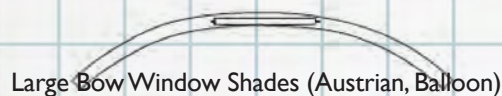
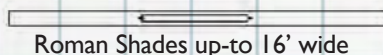
Description

A great solution for all Roman, Balloon, Austrian, Woven Wood and Grass-Weave shades. Provides a reliable, quiet system for even very-large, very-heavy shades. Supply COM shade on 2 3/4" headrail (minimum). Lancaster will fabricate and fit the motor system to the shade, complete the initial programming as well as the limit setting for easier installation.

Features

- Uses standard shade cord – no tapes or spools
- Will lift extra-wide, extra-tall and multiple shades with one motor
- Adapts to bay and bow shaped shades
- Quiet, strong, dependable motors

Applications

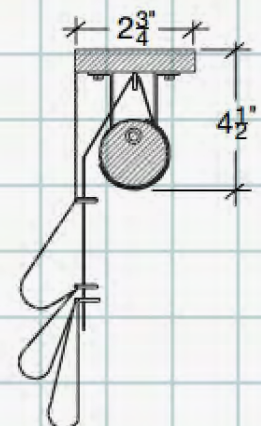


System Parameters

- Minimum Width (Standard Motor) = 36"
- Minimum Width (RTS Motor) = 48"
- Maximum Width = 192"
- Maximum Drop = 240"
- Maximum Height = 130 lbs lift
- 110V AC Motors

Control Options

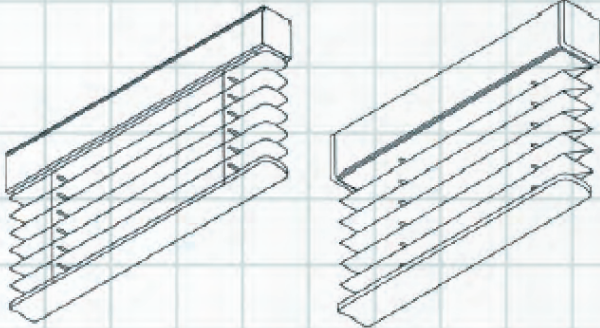
- Line voltage switching (Standard Motor)
- Built-In RF control (RTS)
- Available infrared remote
- Can be interfaced with various home-system protocols
- Quiet motor with RTS



CTS Lift / Tilt Systems

Horizontal Blinds, Pleated Shades & Roman Shades

The new patented Cord Take-Up System (CTS) for window coverings enables lift and tilt functions and prevents cord slippage, tangling and overlap. By using the Cord Take-Up System versus a tape lift system, you achieve increased product reliability, and smoother more uniform operation. What's more, fabricating window coverings with (CTS) is an easier process.

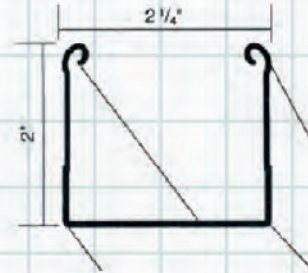


Features

- Compact Cassette encases motor and electronic options
- Low Voltage and Line Voltage motor options
- Special take-up spools assure constant level operation. Uses standard lift cords
- Wide variety of control options

Description

Painted-steel "Gutter Rail" cassette is offered in white or ivory. Custom-painted headrails are available upon request. Box brackets for inside and wall mounted applications. Swing clamp for pocket installation. Motors have adjustable, built-in limit switches.



System Parameters

Low Voltage 12V DC and 24V DC motors for small-pleated shades and tilt-only applications.

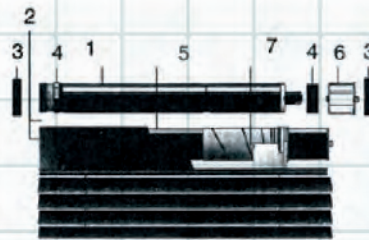
- Minimum Width = 18"
- Maximum Width = 96"
- Maximum Length = 96"
- Maximum Weight = 10 lbs.

Line Voltage 110V AC motors will allow for tilt and lifting of horizontal blinds. Large pleated shades, multiple shades and medium weight Roman Shades can be fitted to this system.

- Minimum Width = 22" (with headrail control)
- Maximum Width = 192"
- Maximum Length = 180"
- Maximum Weight = 60 lbs.

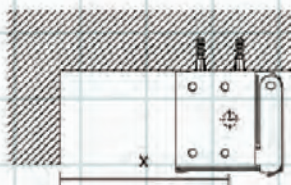
Control Options

Built-in headrail controls include: Infrared, RTS (RF), Contact Closure, RS-232, Isolating Relays and more. Individual and group controls are also available.

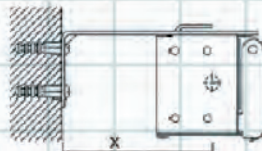


1	Motor
2	Headrail
3	Motor & Idler Bracket (2 pcs)
4	Crown & Drive Wheel Set (2 pcs)
5	Octagonal Tube
6	End Cap
7	Core & Cradle Set (2 pcs)

Applications



Ceiling Mount



Wall Mount

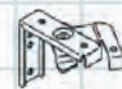
Wall / Ceiling Mount Brackets



Left



Right



Swing Clamp

Roman & Roller Shade Kits - How to Order

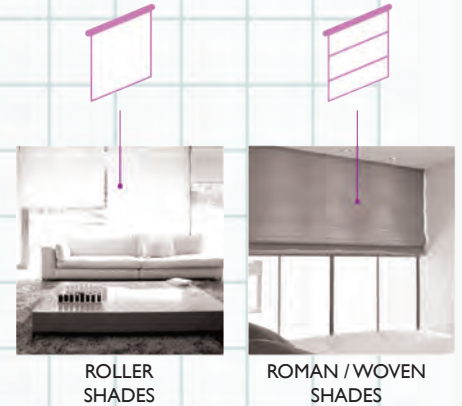
When it comes to motorizing shades, we know your needs may vary from project to project. Which is why we offer Somfy Sonesse® motors as both:

- Complete Systems – motors fully assembled (including hardware and brackets) delivered to your business or job site ready for installation
- Components Only – where your workroom may fabricate the motorized system

Keep in mind, Lancaster & Associates also consults, plans, designs, fabricates and installs for a wide variety of home automation projects for trade partners. Call us or use our online contact form to get your questions answered.

What Type of Shade?

As part of this trade partnership, L&A is focusing primarily on Roman and Roller Shades, and assisting our trade partners with configurations involving motor size, shade lengths and splices, mounting systems and even the possibility of manual RBS mechanisms. Designed for residential, commercial and hospitality markets, the Sonesse range provides a convenient solution for glare reduction and privacy while also reducing energy costs and protecting interiors from damaging UV rays. Inquire regarding other shade styles such as horizontal, pleated, shutters and cellular shades.



Motorized Tube Solutions

The Sonesse System accommodates several tube widths and diameters with flexible widths up to 15'. Tube diameters include 1.5", 2", 2.5", 44mm and 56mm. Wider widths and special applications include bay, corner, coupled or multi-banded shades. Lifting mechanisms include cord take-up reels, clips and fasteners.



Controllers

Glydea has been designed to easily adapt to various control technologies including infrared, dry contact, Radio Technology Somfy® (RTS), RS485, Z-Wave® and ZigBee®.

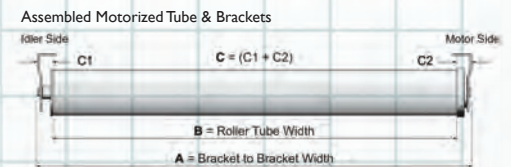


Motor Options

Sonesse is available with a wide variety of torques and speeds to motorize all interior solutions including the most demanding in terms of aesthetics, glare and UV protection and whisper-quiet performance. The new Sonesse ULTRA 50 AC and DC offer a superior torque level up to 6 Nm, which allows the motor to be installed for almost any application on the market, and a single motor powers up to six shades.



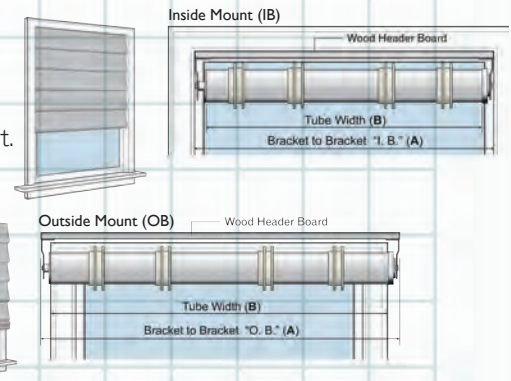
Sonesse motors 28, 30, 40 and 50 accommodate various configurations including AC and DC power sources, Rapid Limit Adjustment, Radio Technology Somfy® (RTS), the RS485 serial interface (for greater distances and higher data rates) and Wirefree.



Measurements

Keep in mind there are two types of mounts for shades: Inside (IB) and Outside (OB) Mounts. Specific measurements apply when specifying either type:

- **Inside Mount** - Measure the Top/Center/Bottom location of the window opening. Deduct 1/4 inch from the smallest dimension as this will ensure there is adequate space for mounting the motorized shade. Example: If IB width measurement is 30" then $(30" - 1/4" = 29\ 3/4")$ therefore, 29 3/4" will be the "BRACKET to BRACKET" measurement.
- **Outside Mount** - Measure the Top/Center/Bottom location of the window opening (include window openings if necessary). Use the largest dimension as this will ensure there is adequate coverage for the window space. Example: If OB width measurement is 30" then 30" will be the "BRACKET to BRACKET" measurement.



Shipping & Payment

Same policies apply as on Glydea Drapery Motors and Controls.

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