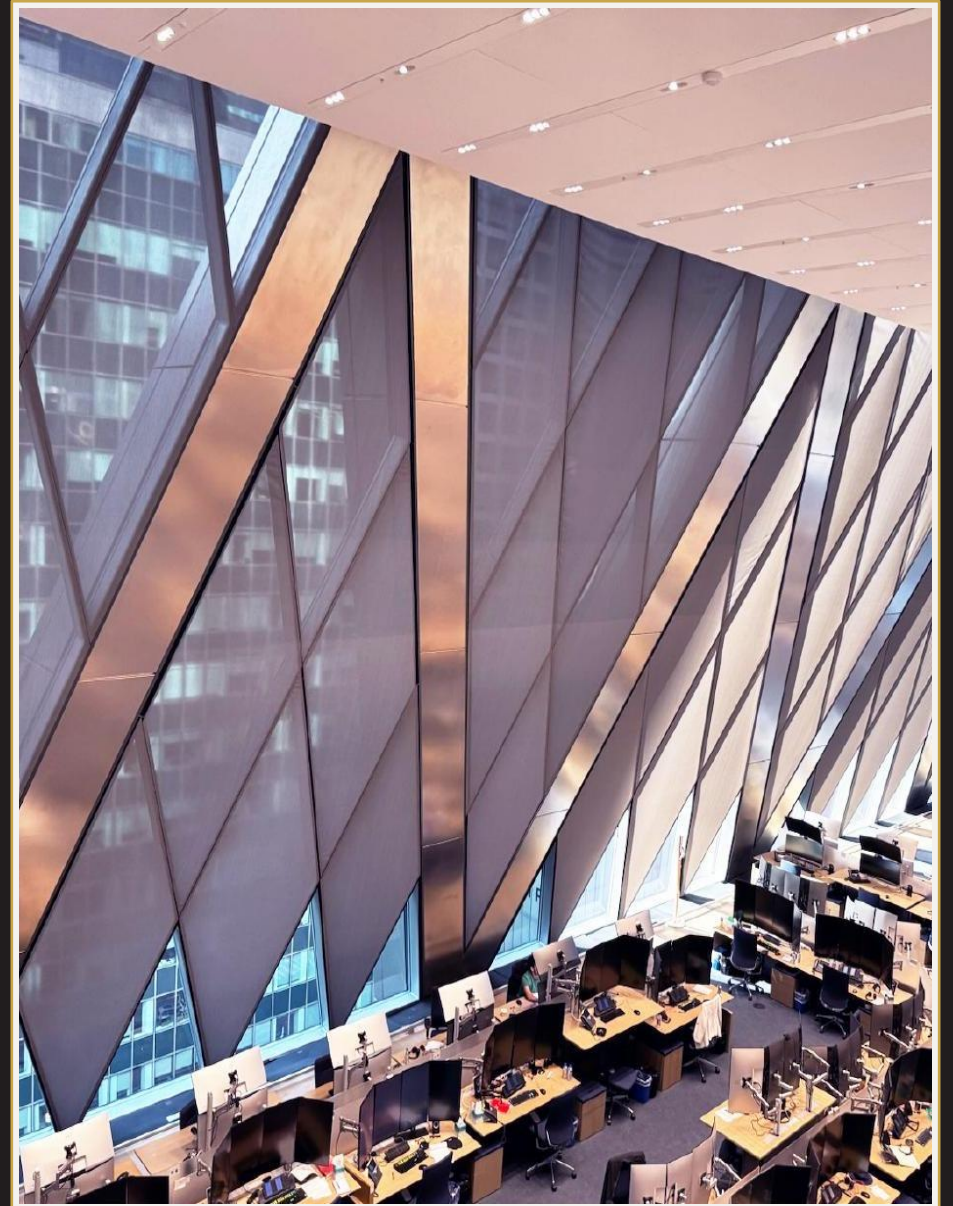


DEALER TRAINING • COURSE 7

Specialty & Recess Pocket Systems

A brand agnostic recess pocket program, plus the skylights, angles and very large shades that do not fit a standard order.



What you will learn

About 60 minutes. A current set of drawings or a ceiling plan helps.

01

Why recess

What a pocket does and where it sells

02

The AP pocket family

Sizes, lip or no lip, closures, end plates, ordering

03

Legacy pockets

3", 4" and 5" stock pockets and when to use them

04

Sizing and coordination

Roll diameter, dual shades, GC and ceiling trades

05

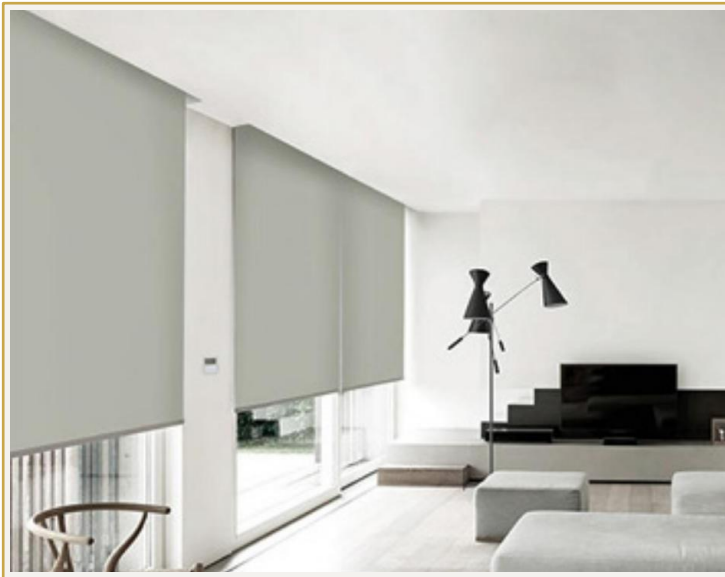
Specialty and extreme size

Skylights, angles, bottom up, very large shades, quoting

Goal: size the pocket right the first time, and send us a specialty request we can quote without a second round of questions.

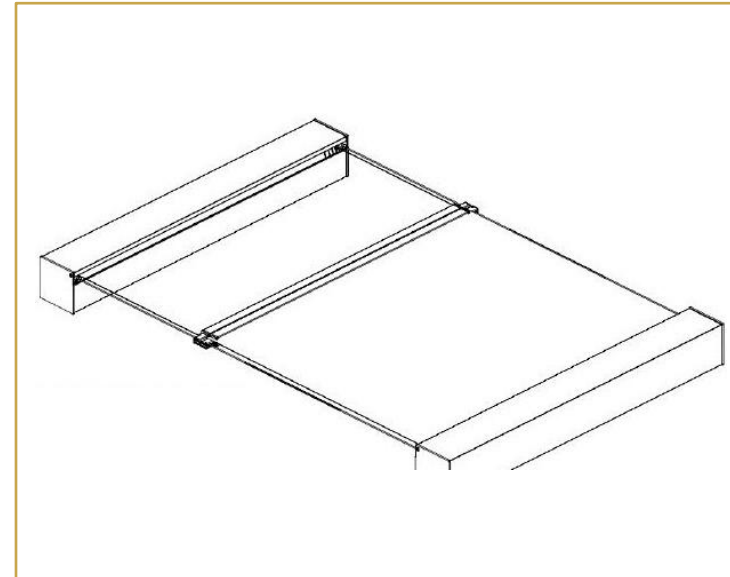
Two kinds of jobs, one course

Both are mostly commercial and new construction. Both are decided early.



Recess pockets

The shade hides in the ceiling. Picked during design, installed while the ceiling is framed.



Specialty

Skylights, angles, bottom up and very large shades. Engineered per job from your dimensions.

What they share: the questions get asked at the start of the job, not at install.

SECTION 01

Why recess

What a ceiling pocket does for the shade, the room and the building.

Why recess a shade

When the shade is up, all you see is a clean slot in the ceiling.



- **It disappears.** No headbox, fascia or brackets in view. The ceiling line stays clean.
- **It protects the roll.** Fabric, tube and motor are enclosed and out of reach.
- **It hides the motor and wiring.** Power and control runs stay above the ceiling.
- **It is the commercial standard.** Offices, schools, healthcare and hotels usually spec it.
- **It sells in high end homes.** Drywall pockets in new builds and gut renovations.

WHERE POCKETS SHOW UP

Corporate offices

Education

Healthcare

Hospitality

Cultural

Luxury residential

Pockets are spec'd on the ceiling plan.

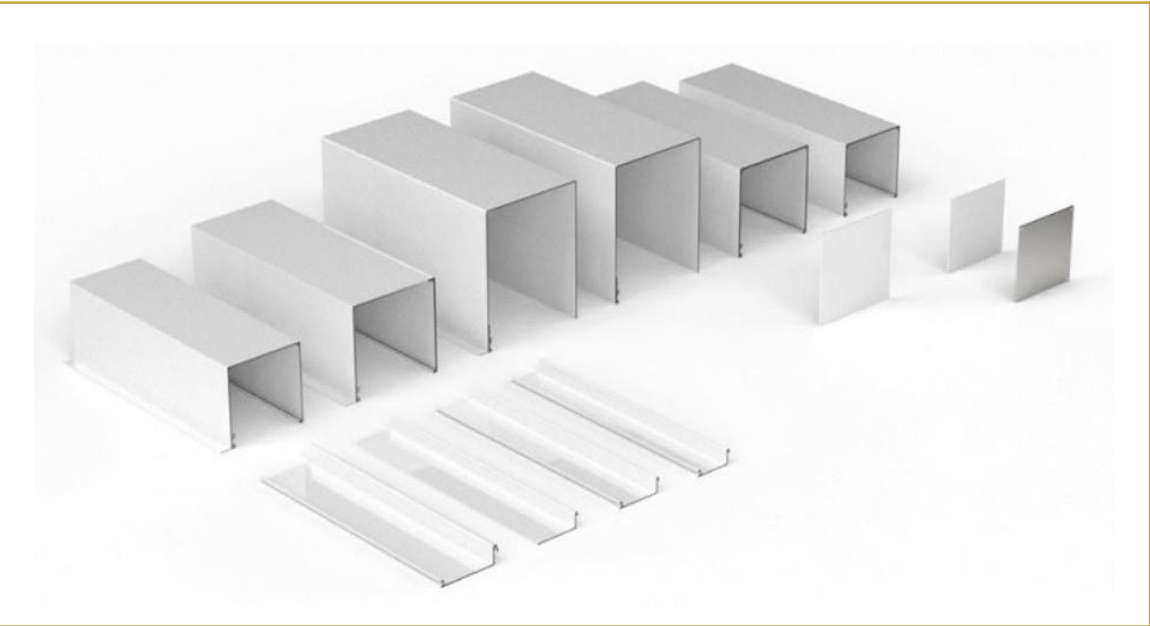
SECTION 02

The AP pocket family

Our all purpose recess pocket program, and it works with any shade hardware.

AP Series ceiling pockets

Square 4" and 5", an oversized 7" x 9", all in 10 foot lengths.

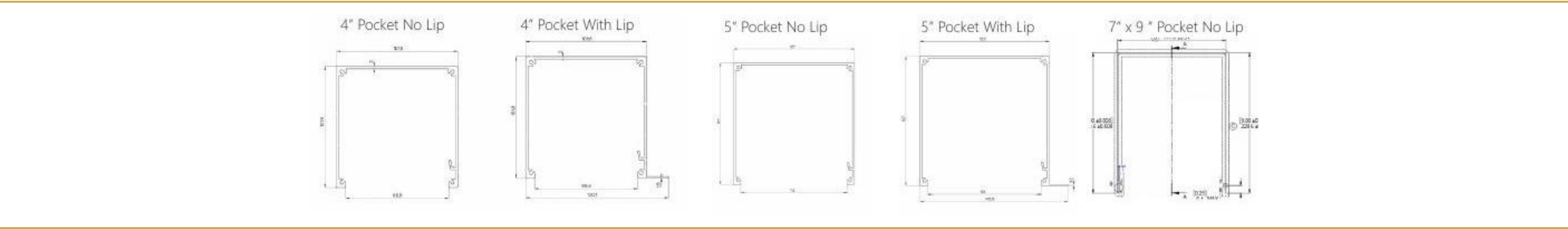


- **Aluminum**, powder coated white.
- **With or without a ceiling tile lip.** Every size comes both ways.
- **Square 4" and 5".** The 5" x 5" takes every control type.
- **Oversized 7" x 9"** for big rolls, heavy fabric and dual shades.
- **Bottom closures and end plates** finish the pocket and keep the shade serviceable.
- **Brand agnostic.** Works with whatever shade hardware the dealer uses.

SIZES	LENGTH	FINISH
4" 5" 7" x 9"	10 ft	White

Lip or no lip: let the ceiling decide

Same pocket, two edge details.



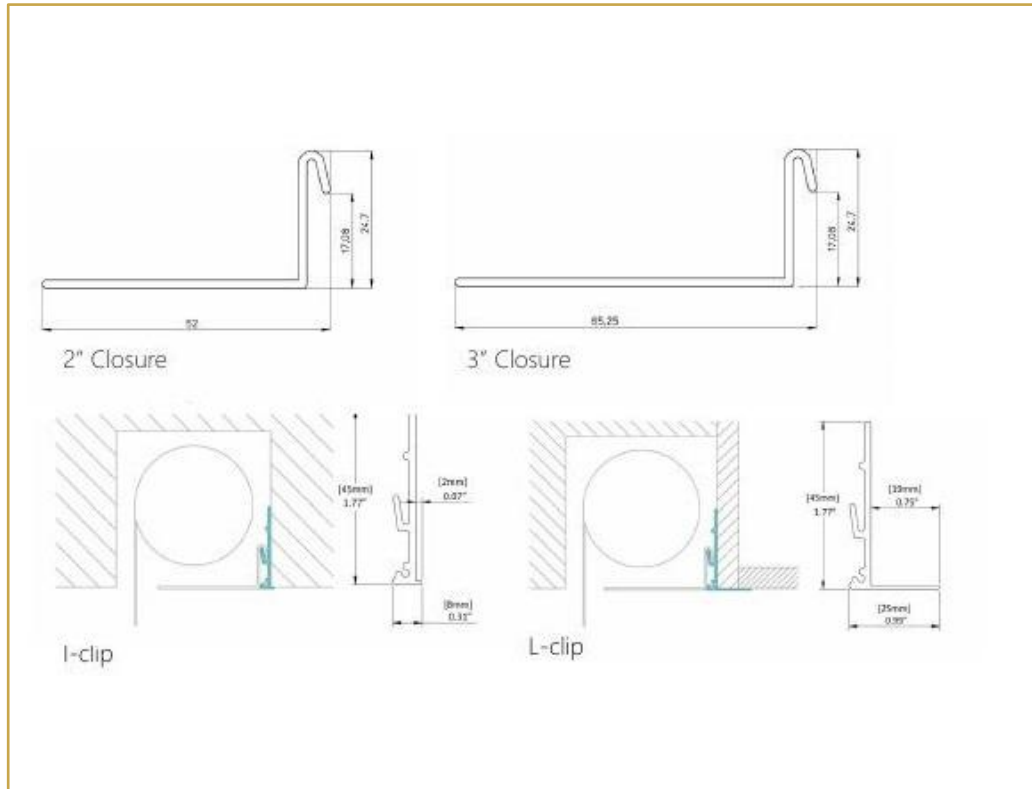
AP Series profiles: 4" no lip, 4" with lip, 5" no lip, 5" with lip, 7" x 9" no lip

Ceiling type	Pick	Why
Acoustic tile in a grid	With lip	The lip carries the edge of the ceiling tile
Drywall or plaster	No lip	The ceiling is finished right up to the pocket
Mixed ceilings	Check each room	One floor can have both. Read the ceiling plan

Lip or no lip goes on every pocket line. If it is blank, we have to ask.

Bottom closures and access for service

Close off the slot, and still get to the shade later.



AP bottom closures with I clip and L clip details

WIDTHS

2, 2.5, 3, 4, 5"

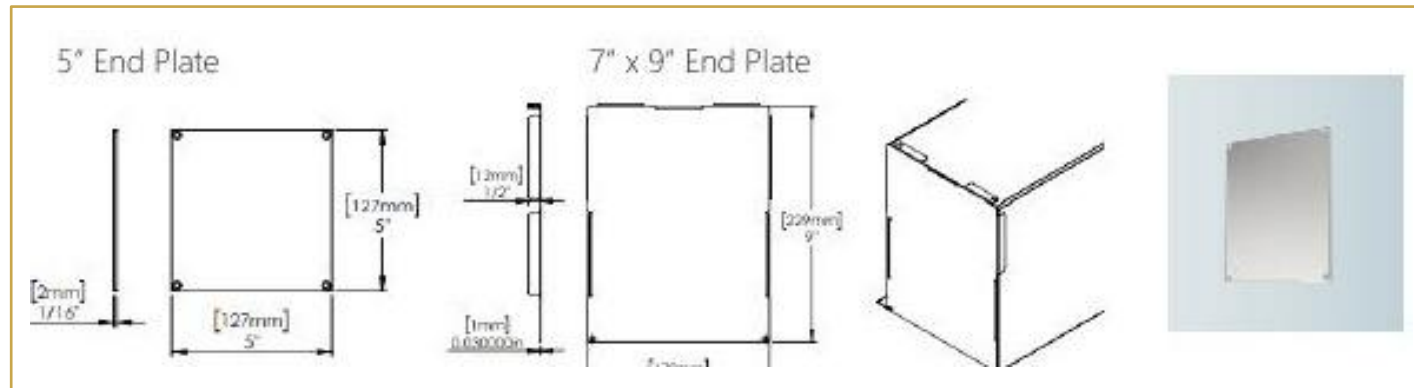
USE

Single or dual

- **Hides the shade** when someone looks straight up at the pocket.
- **Removable**, so the shade, tube and motor can be serviced without opening the ceiling.
- **Field cuttable**. The aluminum closure cuts on site without losing its strength.
- **I clip or L clip** to suit the pocket and the edge detail.
- **Width follows the roll**. Wider rolls and dual shades usually need the wider closure.

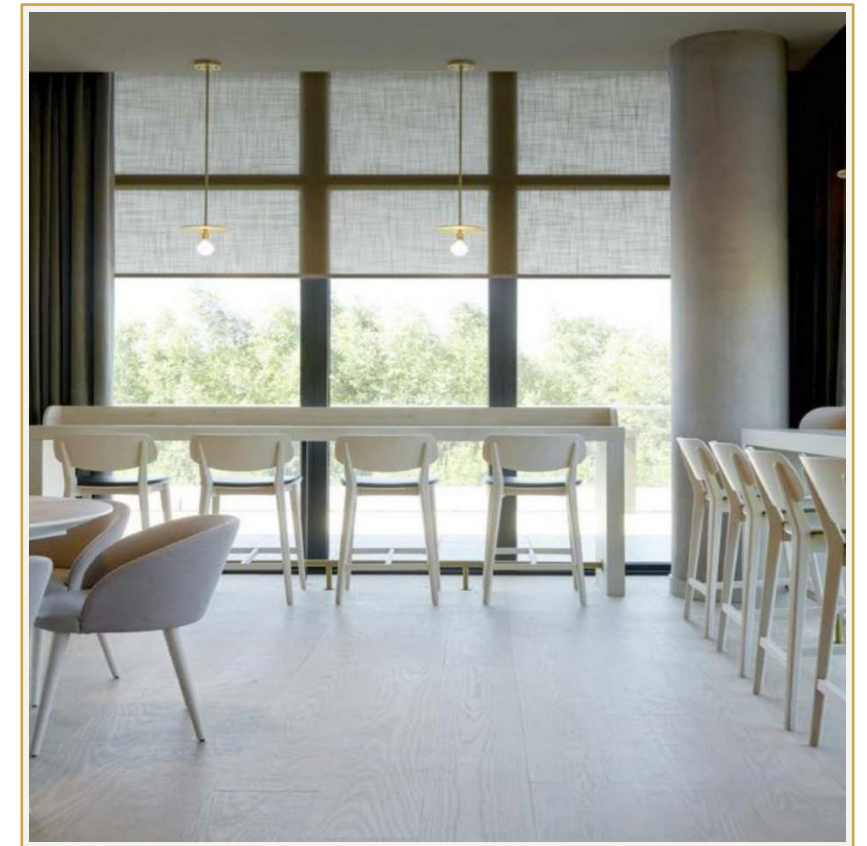
End plates

Finish the ends wherever the pocket is in plain view.



5" and 7" x 9" end plate details

- **Where you need them:** a pocket that stops short of a wall, open ends at a column or soffit, pockets in a lobby or atrium.
- **Where you may not:** a pocket that runs wall to wall, with both ends buried in the ceiling.
- **Sized to the pocket.** The catalog lists plates from 3" to 6" plus 7" x 9".
- **Count both ends** of every pocket run when you take off a job.



How the pocket program is bought

Brand agnostic, full lengths and full boxes, availability sent out every month.

Brand agnostic

Pockets and closures work with whatever shade hardware the dealer uses. Buy the pocket from SBM even if the shade comes from somewhere else.

Full lengths, full boxes

Pockets are sold only in full lengths, as a standalone item. Program items come in full boxes. Breaking a box adds a repack fee.

Monthly availability

Commercial customers get a pocket availability distribution every month, so you know what is on the shelf before you bid.

Order pockets early

Pockets go in with the ceiling, so they often need to ship well ahead of the shades. Order them on their own if the schedule calls for it.



SECTION 03

Legacy pockets

3", 4" and 5" pockets we keep in stock in New Jersey.

Legacy pocket lineup

Nominal sizes. No lip, white only, stocked in New Jersey, ships anywhere.

Nominal size	Shades	Lengths	Closure	Capacity
3"	Single	8 ft and 16 ft	Ask us	One shade
4"	Single	19 ft	2" AP closure	One shade
5"	Single or dual	19 ft	2" or 3" AP closure	One shade up to 4.75" roll, or two up to 2.75", depending on bracket

- **No ceiling tile lip.** Legacy pockets suit drywall and similar finished ceilings.
- **White only.** Same white as the AP closures they pair with.
- **End caps by special order.** Plan ahead if the ends will be exposed.

Longer lengths mean fewer joints on long window walls.

AP Series or legacy: which one

Start from the ceiling and the roll, then pick the family.

	AP Series	Legacy
Sizes	Square 4", 5", oversized 7" x 9"	3", 4", 5" nominal
Lengths	10 ft	8 and 16 ft (3"), 19 ft (4", 5")
Ceiling tile lip	With or without	No lip
Finish	Powder coated white	White
Dual shades	5" or 7" x 9"	5" only, rolls up to 2.75"
Ends	End plates	End caps by special order
Best fit	Tile ceilings, big or dual rolls	Drywall, long runs, single shades



Tile ceiling? AP with lip. Very large roll or dual? AP 7" x 9".

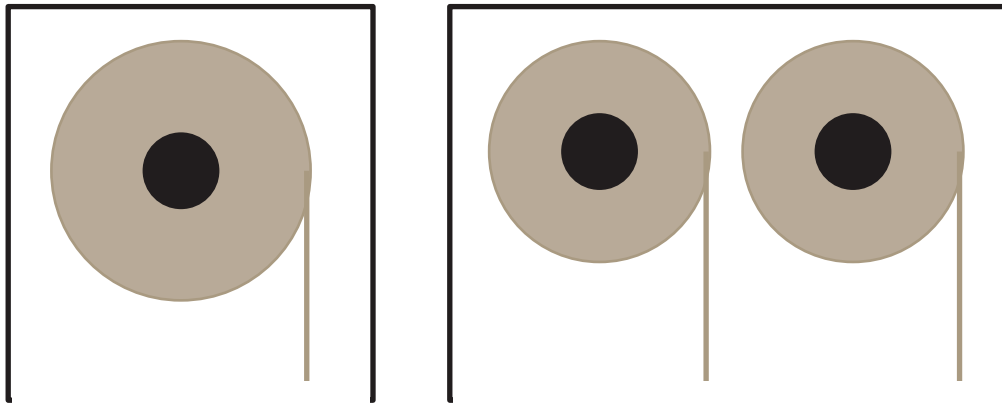
SECTION 04

Sizing and coordination

Size the pocket to the roll, then get it into the ceiling at the right time.

Roll up diameter: the number that sizes the pocket

How big the shade gets when it is fully rolled up.



Single

Dual

Tube in the center, fabric wrapped around it. The roll diameter, plus room for brackets and the motor or clutch, has to fit inside the pocket.

WHAT MAKES THE ROLL BIGGER

- **Taller shades.** More fabric drop means more wraps on the tube.
- **Thicker fabric.** Blackouts and heavy weaves roll up fatter than screens.
- **Bigger tube.** Wide shades need a larger tube, which starts the roll bigger.
- **The hem bar.** It wraps last and adds to the outside of the roll.
- **Two shades.** Dual needs room for both rolls side by side, so it needs a bigger pocket.

Size the pocket to the rolled up shade, never to the tube or the bracket.

Sizing a pocket, step by step

Do it from the shade schedule, before the ceiling plan is final.

1

Find the biggest shade

Tallest drop, widest width and heaviest fabric in each pocket run.

2

Get the roll diameter

From the system max roll data or from our team.

3

Single or dual

Dual needs room for two rolls. Size up.

4

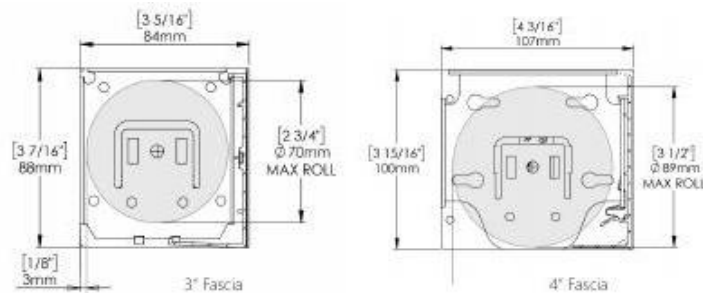
Pick the pocket

4", 5" or 7" x 9" AP, or legacy, plus lip or no lip.

5

Pick the closure

2", 2.5", 3", 4" or 5", I clip or L clip. Count end plates.



SBM system drawings list a max roll.
Example: bottom up fascia, 70 mm in the 3" and 89 mm in the 4".

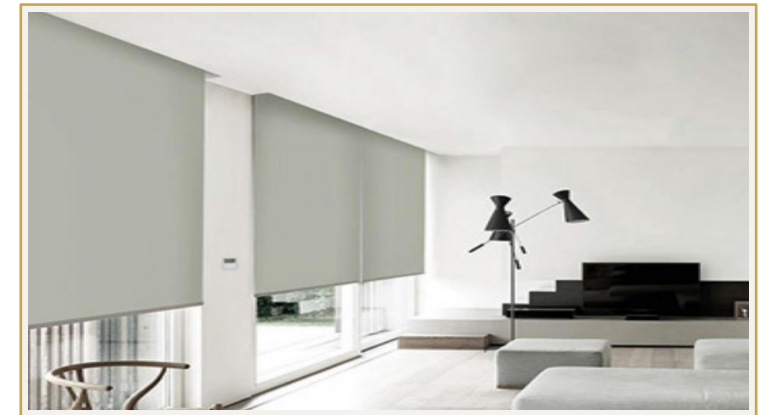
One pocket size per run. Size the run to its biggest shade.

Coordinating with the GC and the ceiling trades

Pockets go in early. Shades go in last. Plan both.

DESIGN	SUBMITTALS	ROUGH IN	CEILING CLOSES	SHADE INSTALL
Pocket size, lip and location on the ceiling plan and in the spec.	Pocket, closure and shade cut sheets and drawings to the GC.	Pocket hung and leveled while the ceiling is framed. Power run for motors.	Tile or drywall finished to the pocket. Protect it from debris.	Shades in last, closures on, end plates checked, motors programmed.

- **Who installs the pocket?** Often the ceiling contractor, not the shade installer. Settle it in writing.
- **Level and straight.** A pocket out of level shows every inch once the shade is down.
- **Clear the slot.** Lights, sprinklers, diffusers and blocking must not land in the pocket path.
- **Power for motors.** Get the electrician to the pocket before the ceiling closes.



Pocket mistakes we see most

Every one of these is cheaper to catch at the quote than at install.

Sized to the tube

Pocket fits the bracket, but the full roll of a tall blackout does not.

Fix: size every run to the roll diameter of its biggest shade.

Dual in a single pocket

The owner adds blackouts later and the second roll has nowhere to go.

Fix: ask about duals at the start. Size up if they are possible.

Lip on drywall, or none on tile

A lip on drywall leaves a ledge. No lip on tile leaves the tile unsupported.

Fix: read the ceiling plan room by room.

No closures or end plates

The pocket arrives, the finish pieces do not, and the lobby looks unfinished.

Fix: take off closures and exposed ends with the pocket.

Ceiling closed too early

No power at the pocket, or the pocket is out of level, and there is no way back in.

Fix: check level and power before the ceiling closes.

Broken boxes

Odd quantities add a repack fee the customer did not expect.

Fix: quote AP pocket items in full boxes.

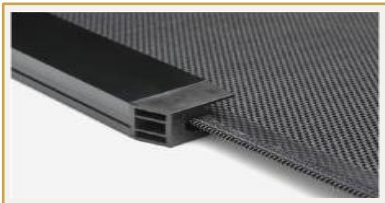
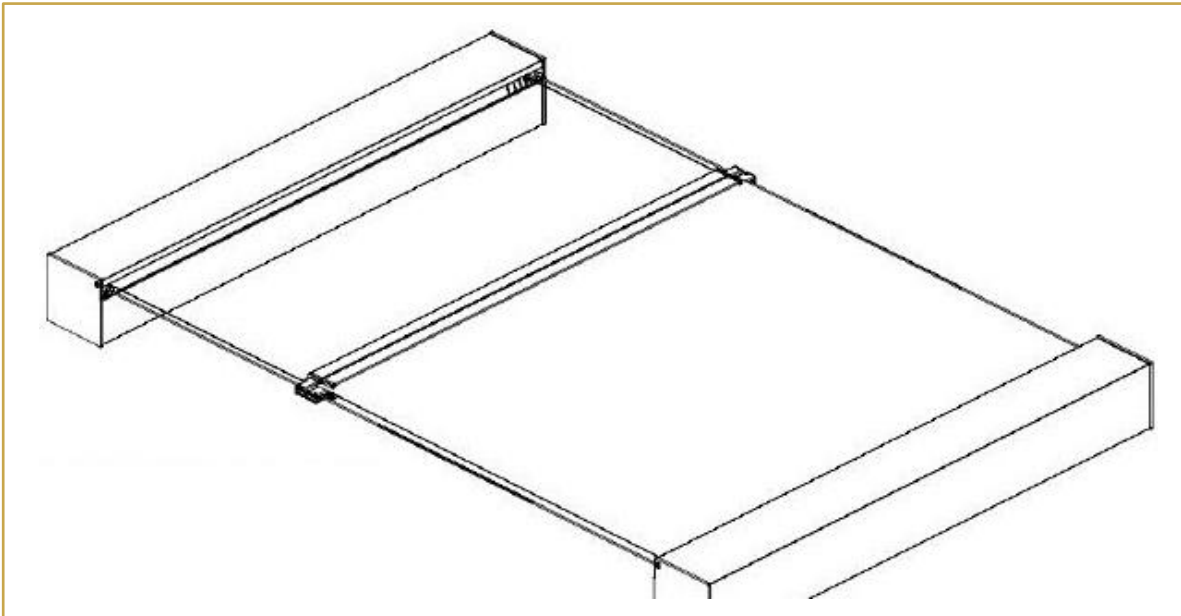
SECTION 05

Specialty and extreme size

Skylights, angles, bottom up and very large shades, engineered per job.

Skylight shades

Horizontal or sloped glass, held flat with guide wires or a zip channel.



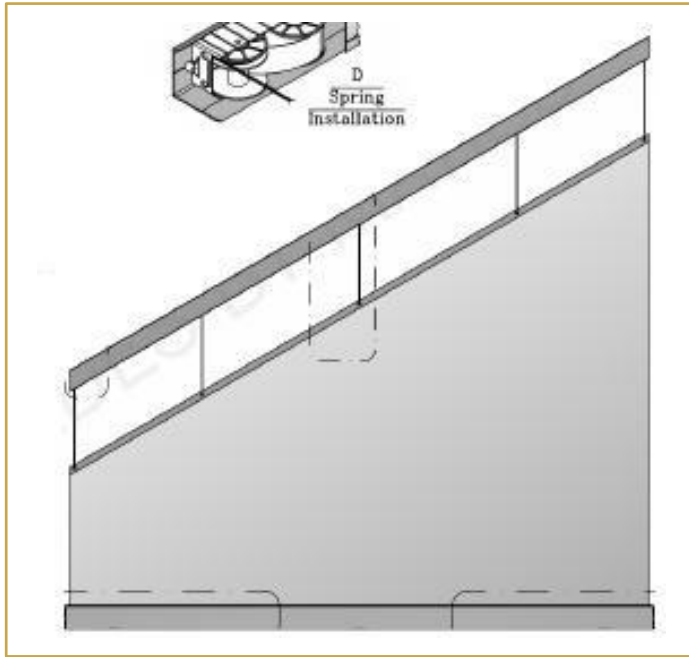
Zip channel detail: the fabric edge locks into the side channel.

- **Guide wires or zip channel.** Gravity cannot hold a skylight shade flat, so the fabric runs on wires or locks into side channels.
- **Motorized.** The catalog lists AC/DC, battery and PoE/SDN power. Skylights are usually out of reach.
- **Fascia headers** in white, vanilla, gray, black or brown.
- **Heat and light.** Skylights take direct sun. Talk fabric and openness early.

Plan access for service. Ask how anyone will reach it.

Angled and shaped windows

Trapezoids, sloped tops and raked glass, with spring tension boxes.



Spring installation detail with a sloped shade.

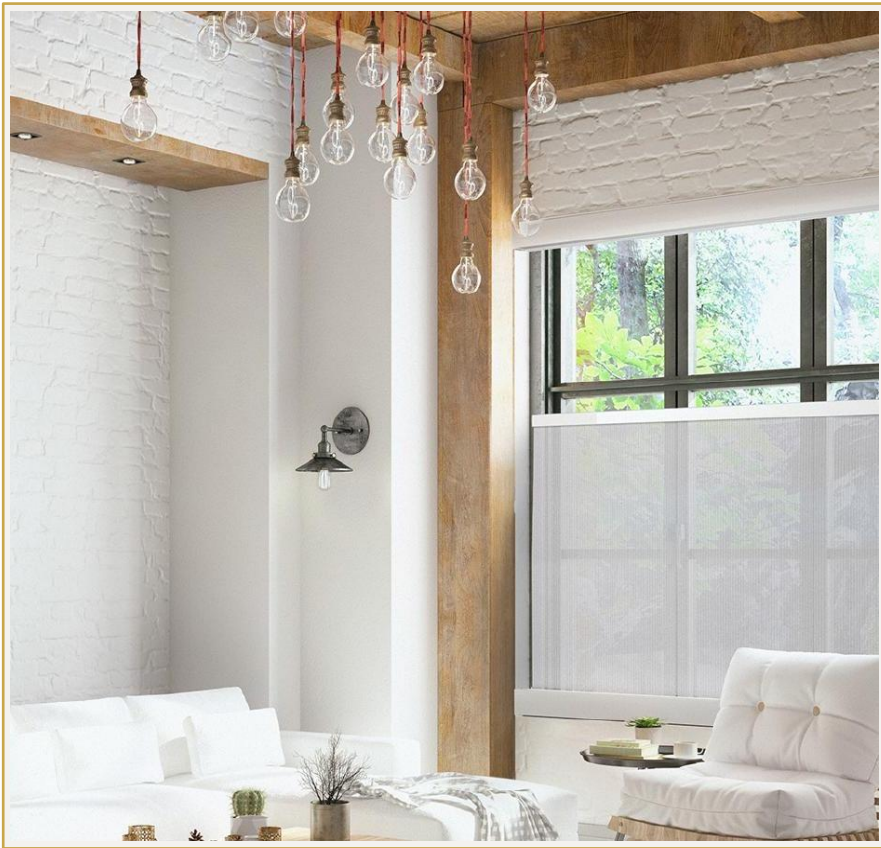


- **Spring tension boxes** keep the fabric taut along the angle.
- **Every opening is drawn.** Angles, side heights and the slope are confirmed before we build.
- **Motorized power** options: AC/DC, battery, PoE/SDN.
- **Matched to the room.** Same fabric and finish as the rectangular shades beside it.

A template or field drawing beats a tape measure on angles.

Bottom up and other custom applications

When the shade has to start at the sill, or the opening is unlike anything in the catalog.



Bottom up roller shade on Skyline hardware with a self leveling hem bar.

BOTTOM UP

- **Privacy low, light high.** Ground floor homes, street level offices.
- **3" or 4" fascia,** single, with a side channel option.
- **Controls:** chain, AC/DC, battery, PoE/SDN.

FULLY CUSTOM

- **Unusual shapes and mounting,** tight spaces, architectural features.
- **Engineered for the job** from your drawings, photos and dimensions.

Very large and coupled shades

Tall atriums and long window walls need a plan, not just a bigger number.



Coupled



Dual

- **Coupled runs.** Several shades on one motor or clutch keep a long wall level. Plan where the breaks fall.
- **Bigger roll, bigger header.** Tall shades and heavy fabric push the pocket toward 5" or 7" x 9".
- **Motorize the big ones.** Past a certain size or weight, manual control is not practical.
- **Dual on large openings.** Two rolls at full height need real pocket room.
- **Logistics count.** Long shades and long pockets need access, handling and a plan for delivery.

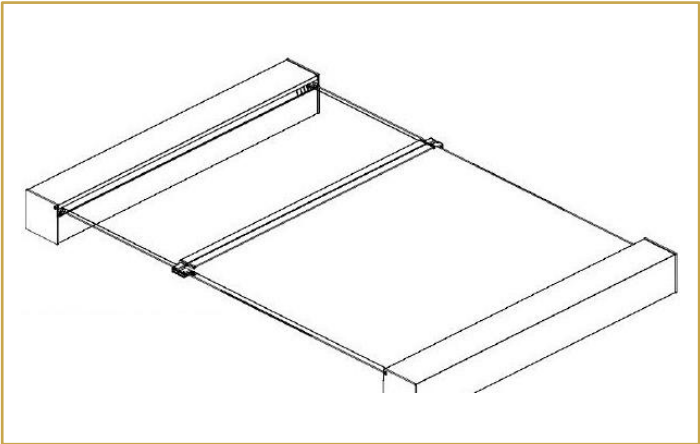


Send the biggest opening first. It sets the system for the whole job.

What we need to quote specialty work

Send it all at once and the quote comes back faster.

ITEM AND WHAT TO SEND	
Dimensions	Every side, every angle, slope or pitch. Width first
Drawings	Elevations, ceiling plan, section details, or a field sketch
Photos	Wide shot plus close ups of the head, sides and sill
Mounting	What it mounts to, available depth, pocket or fascia
Fabric	Name, color, openness, any FR or MA requirement
Control and power	AC/DC, battery or PoE/SDN, who supplies wiring, integration
Access	Height, lift or ladder, how the motor gets serviced
Schedule	When the pocket or rough in is needed, and when shades are due



Not sure if it is possible? Send photos and a sketch. We will tell you.

Knowledge check

Six questions. Pick the best answer, then check the next slide.

1 Which ceiling calls for an AP pocket with a ceiling tile lip?

- A Drywall or plaster
- B Acoustic tile in a grid
- C Any ceiling over 10 ft

2 Which number sizes the pocket?

- A Roll up diameter of the shade
- B Bracket height
- C Tube diameter alone

3 In a pocket run with several shade sizes, size the pocket to...

- A The typical shade
- B The smallest shade
- C The biggest shade in the run

4 Why are AP bottom closures removable?

- A To swap ceiling tiles
- B So the shade can be serviced
- C To adjust the pocket level

5 How are AP pocket items sold?

- A Full lengths and full boxes
- B By the foot, cut to length
- C Only with SBM shade hardware

6 What keeps skylight shade fabric flat against sloped glass?

- A A heavier hem bar
- B A larger tube
- C Guide wires or a zip channel

Knowledge check: answers

Course 7: Specialty & Recess Pocket

#	Answer	Why
1	B Acoustic tile in a grid	The lip carries the edge of the ceiling tile.
2	A Roll up diameter of the shade	Tube plus every wrap of fabric plus the hem bar.
3	C The biggest shade in the run	One pocket size per run, end to end.
4	B So the shade can be serviced	Reach the shade, tube and motor without cutting the ceiling.
5	A Full lengths and full boxes	Full lengths only, full boxes, repack fee to break. Brand agnostic.
6	C Guide wires or a zip channel	Gravity cannot hold the fabric flat on a skylight.

Where to go next

Course 7 pairs well with these.

RECOMMENDED NEXT		
Course 3	Product Architecture: Interior	The roller shade systems that go inside the pocket
Course 4	Fabric Program	Fabric thickness, openness and FR, all of which affect roll size
Course 8	Motorization & Integration	Motors for big, skylight and angled shades, PoE, SDN, AV integration
Course 9	Sales Strategy	Getting in early with GCs and architects, winning the job
Course 10	Installation & Service	Installing into pockets, setting closures, service calls

Every course is free, live, one on one over Teams or in person, and booked around your schedule.





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