

DEALER TRAINING • COURSE 6

Soft Treatments: Drapery & Roman Shades

The COM drapery program, drapery styles and tracks, and the SBM Roman shade systems. How to sell them, measure them and order them right.



What you will learn

About 60 minutes. Bring a recent drapery or Roman shade job if you have one.

01

The soft treatment line

Drapery, soft Roman and No Sew Roman

02

COM drapery program

Your fabric, our workroom, and who owns what

03

Styles, fullness and stack back

Pleated, ripplefold, grommet, lining

04

Tracks and motorization

Kirsch Architrac, Neo Trak, Somfy Glydea

05

Roman shades

Soft Roman fold styles and the No Sew system

06

Measuring and ordering

Track width, finished length, floor clearance

SECTION 01

The soft treatment line

Three products that soften a room and sit right next to the roller shades.

The soft line at a glance

Fabric forward products for homes, hospitality and finished commercial spaces.



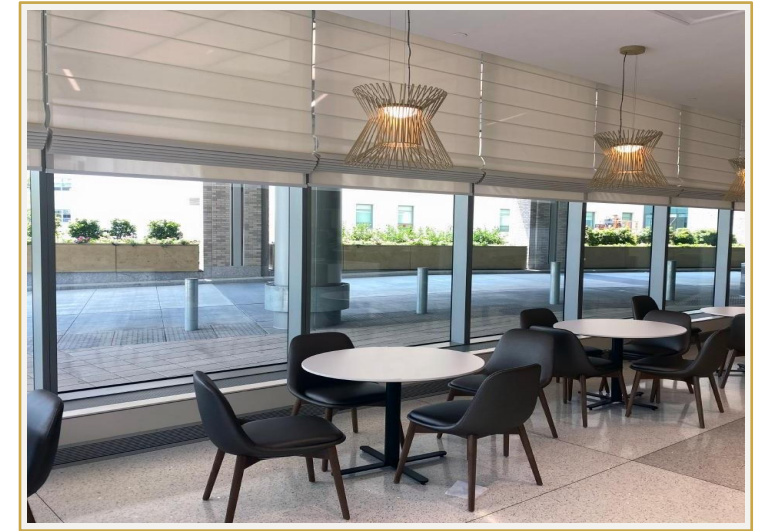
COM drapery and tracks

Pleated, ripplefold or grommet drapery in your fabric or SBM drapery fabric, on manual or motorized track.



Soft Roman shades

Sewn Roman shades in Classic, Knife Pleat or Ribbed Pleat, unlined, standard (privacy) lined or blackout lined.



No Sew Roman shades

Crisp, straight folds with no stitching. Works with screen fabrics. Lengths up to 13 feet.

Where soft treatments win the job

Most rooms that get drapery also get a shade. Sell them together.



- **Living rooms and suites.** Sheer drapery softens the glass, a roller shade behind it handles glare or privacy.
- **Bedrooms and hotel rooms.** Blackout lined drapery or a blackout shade under a sheer.
- **Sliding glass doors.** Drapery on a track stacks clear of the door so it opens fully.
- **Dining and great rooms.** Soft Romans dress a window where drapery would be too much.
- **Matching the building.** No Sew Romans in a screen fabric tie into the roller shades on the same floor.

One partner, one order: shades, drapery and Romans for the whole room.

SECTION 02

COM drapery program

Your fabric, our workroom. What COM means and who is responsible for what.

What COM means

Customer's Own Material. The fabric comes from you, the fabrication comes from SBM.

1**You select**

The dealer or designer chooses the fabric from any source.

2**You order yardage**

Enough fabric for the style, fullness, repeats and hems.

3**You ship to SBM**

Ship direct, marked with your order details and Drapery Workroom.

4**SBM fabricates**

We make the drapery to your style and size.

5**SBM ships**

Finished drapery ships, with the track when it is on the order.

DEALER**SBM**

In a COM program the fabric is yours. The workmanship is ours.

Your responsibilities on a COM order

Get these right and COM orders run smoothly.

WHAT THE DEALER OWNS	
Yardage	Order enough for the width, fullness, finished length, hems, headings and pattern repeats. Add for matching on patterns
Delivery to SBM	Ship direct to SBM. Mark every box: dealer name, PO, sidemark, SBM order number and Drapery Workroom
Fabric suitability	Confirm the fabric is right for drapery and the room: weight, drape, sun exposure, cleaning, any fire code needs
Repeats and direction	Give the vertical and horizontal repeat and note railroaded vs up the roll so panels match
Condition	Inspect for flaws, shading and dye lot before it ships. Send one dye lot per job

Customer supplied fabric is not covered by the SBM warranty.



Drapery styles

Three headings, three very different looks.



Pleated

Triple, double or **Box (single) pleat**. Tailored and traditional. Show the box pleat before they pick it.

Ripplefold

Even S shaped waves on Kirsch snap tape. Clean and modern, the hospitality favorite.

Grommet

Rings in satin nickel, matte black or brass. Deep, relaxed folds, a casual look.

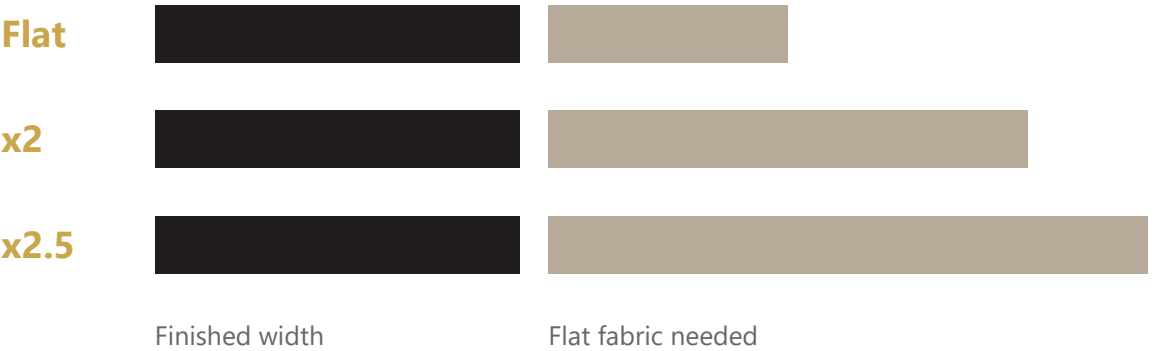


Fullness and lining

Fullness decides how rich the drapery looks and how much fabric you buy.

FULLNESS

Fullness is the extra fabric in the finished width. There is no standard pick: more fullness, deeper folds, more fabric cost.



Pleated	x2 or x2.5
Ripplefold	60%, 80%, 100% or 120%

LINING OPTIONS

Unlined	No lining. Sheers are always unlined
Standard lining	Privacy for non sheer drapery
Blackout lining	Privacy plus room darkening

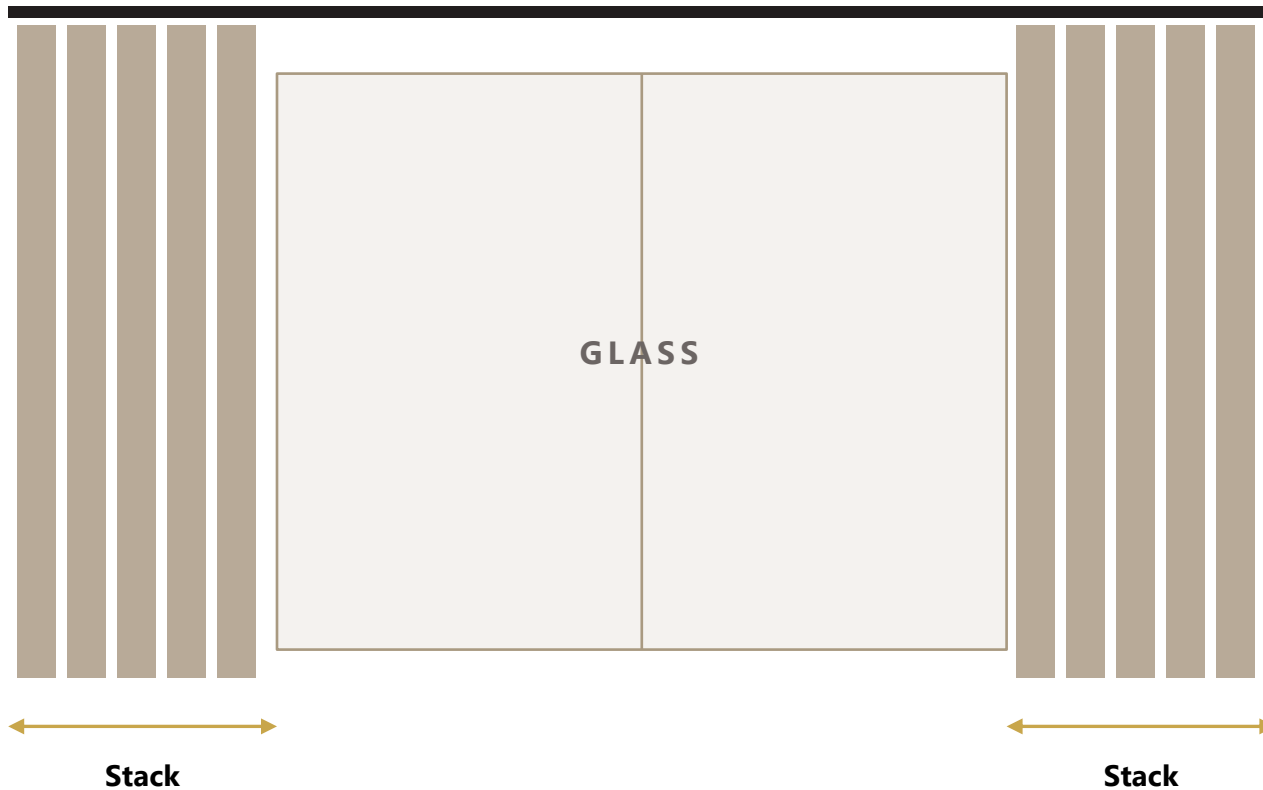
HEMS

4" double turned hem, or a weighted Euro hem.

Lining changes the yardage and the stack. Decide it before you order fabric.

Stack back

Where the drapery goes when it is open. Plan for it or it covers the glass.



Track extends past the opening so the open drapery clears the glass

- **Stack back** is the space the drapery takes up when fully open.
- **Extend the track** past the opening on the stack side so the view and the door stay clear.
- **Bigger stack:** heavier fabric, lining, more fullness and pleated or grommet headings.
- **Draw and stack:** split draw divides the stack to both sides. One way draw stacks right or left.
- **Sliding doors:** stack on the fixed panel side, never in front of the door that opens.

Ask where the drapery should stack before you measure.

SECTION 03

Tracks and motorization

Manual Kirsch Architrac, SBM Neo Trak and Somfy Glydea. Baton, AC and battery.

Three track families

Manual and motorized drapery tracks to support every COM drapery order.

Track	Operation	Power	Notes
Kirsch Architrac	Manual	Baton (hand draw)	Profiles 94001 and 94003
Neo Trak	Motorized	Versa motor, AC or battery	SBM's own drapery track brand
Somfy Glydea	Motorized	Glydea Ultra 60 RTS AC	Irismo 35 RTS Wire Free for battery

Drapery motors: Versa by Automate by Rollease Acmeda, AC or battery. Somfy Glydea Ultra 60 RTS, AC. Somfy Irismo 35 RTS Wire Free, battery. Kirsch Architrac is the manual track.



Pick the track with the style. Ripplefold needs ripplefold carriers.

Power options and finishes

How the drapery moves, and what color the track is.

Baton

Manual. A wand clipped to the lead carrier.
Simple, reliable, no power needed.

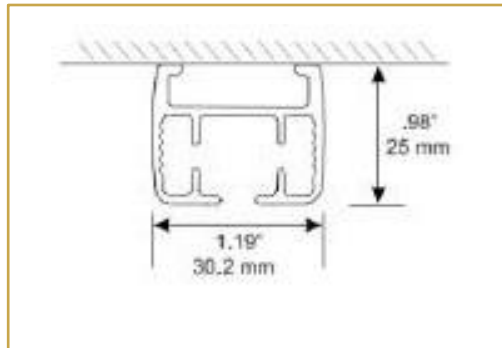
AC

Wired line voltage: Versa AC or Somfy Glydea Ultra 60 RTS. New construction and commercial.

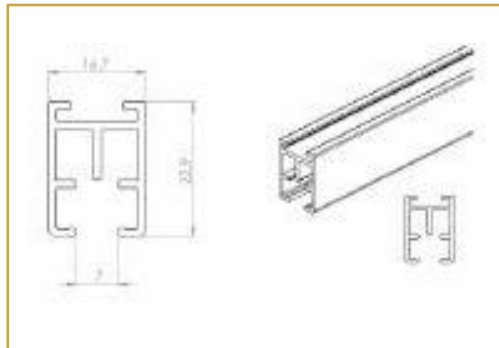
Battery

Versa battery or Somfy Irisimo 35 RTS Wire Free. No wiring, ideal for retrofits.

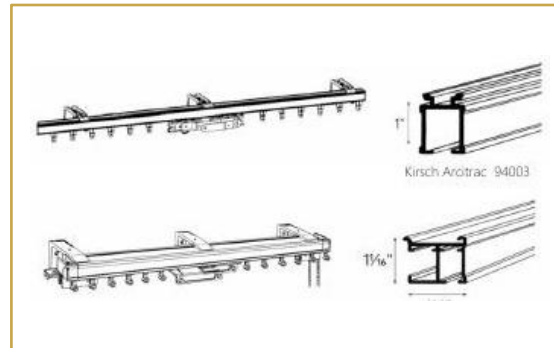
TRACK PROFILES



Glydea track



Neo Trak



Kirsch Architrac 94003 and 94001

COLOR AND FINISH



White

Standard



Black

Special order, incl. Glydea matte black

Manual or motorized?

Ask a few questions and the answer is usually obvious.



Go manual when	Go motorized when
Opening is modest in size	Wide runs or very tall drapery
Drapery is easy to reach	Hard to reach: behind furniture, high glass
Simple, lowest maintenance	Customer wants a remote, schedule or scene
Hand drawn feel is fine	Heavy or blackout lined fabric
No power planned	Smart home or building controls on the job

Battery motors remove the wiring objection on retrofits.

SECTION 04

Roman shades

Soft Roman fold styles and the No Sew Roman system.

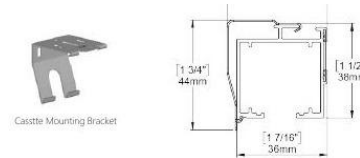
Soft Roman shades

Slim headrail, no valance, crisp folds held by hidden support rods.



- **Slim profile, no valance.** The shade attaches to the rail with hook and loop.
- **Hidden support rods.** Sewn between the face fabric and the lining for stable, neat folds. Included.
- **Lining:** Unlined, standard (privacy) lined or blackout lined.
- **Safety:** Safety compliant tape on the back. Chain shades ship with the Chainhold tension device.
- **Controls:** Chain pull, DC or battery. Single configuration.

HEADRAIL AND CASSETTE MOUNTING BRACKET



Headrail about 1 3/4" tall and 1 9/16" deep, per the catalog drawing.

Soft Roman fold styles

Three looks from the same system.



Classic

Flat face that stacks into soft folds when raised. Clean and quiet.

Knife Pleat

Sharp horizontal pleats across the face, even when lowered. Tailored.

Ribbed Pleat

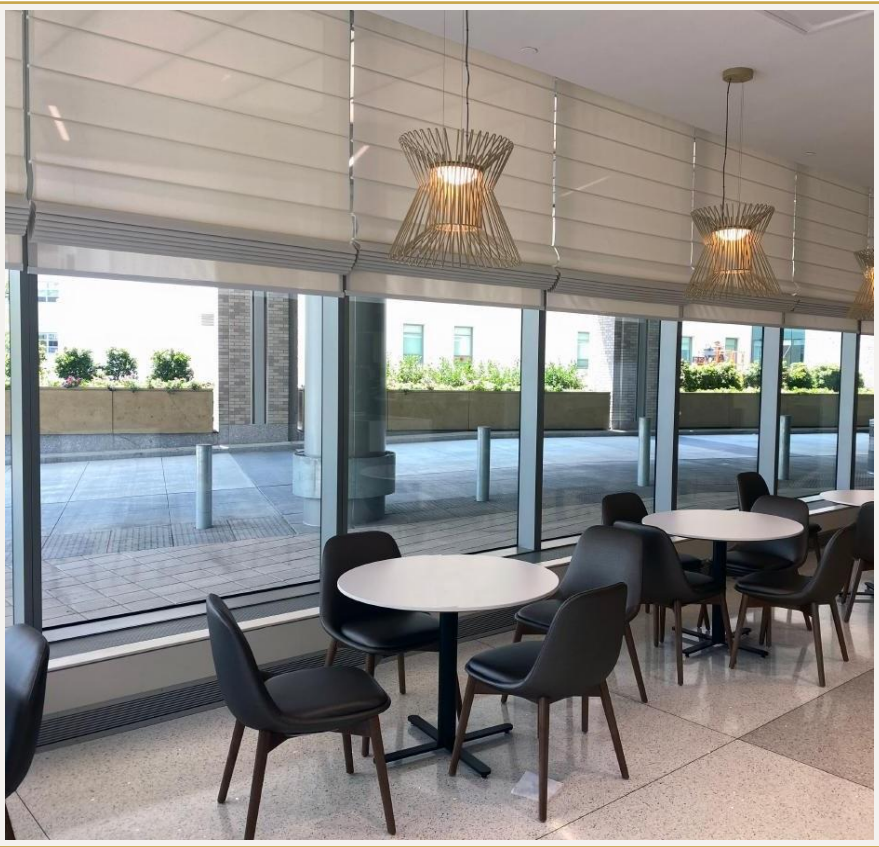
Fine horizontal ribs along each fold. Textured and detailed.

Lining and cords

Standard (privacy) or blackout lining with compliant cords on the back.

No Sew Roman shades

Perfectly straight folds with no buckles, pockets or stitches.



No Sew Roman bars

- **Slim square headrail** with a low profile mounting clip.
- **Open slot** takes a flat spline for easy fabric insertion.
- **Clear composite bars** built to stand up to heat, sun and UV.
- **Works with cottons, polyesters and sunscreen fabrics.** Hard to sew fabrics become Romans.

LENGTH	CONFIG
Up to 13 ft	Single
Controls	Chain pull, DC, battery
Hem bar	D30 external
Colors	White, vanilla, gray, black, brown

Soft Roman or No Sew Roman?

Side by side, so you can pick in one look.

	Soft Roman	No Sew Roman
Construction	Sewn, support rods between face and lining	No stitching. Clear composite bars form the folds
Look	Classic, Knife Pleat or Ribbed Pleat	Crisp, perfectly straight pleats
Fabrics	Decorative fabrics, with lining	Cottons, polyesters and sunscreen fabrics
Lining	Unlined, standard (privacy) lined, blackout lined	Per fabric selection
Controls	Chain pull, DC, battery	Chain pull, DC, battery
Best for	Homes, bedrooms, hospitality rooms	Commercial and matching roller shade fabrics

Want a soft, tailored Roman with lining? Soft Roman. Want a crisp Roman in a screen fabric? No Sew.

Also in the family: Revolve Zebra and Panel Track

Not soft treatments, but often shown in the same conversation.



Revolve Zebra, vanes open and closed

Both are covered in the 2026 catalog.
Ask your SBM rep for a walkthrough.

REVOLVE ZEBRA

A transitional roller shade with alternating sheer and solid bands. Light filtering and dim out fabrics. Chain and clutch, cordless or motorized. Square or curved cassette in colors that coordinate with the fabric.

PANEL TRACK

Fabric panels that glide on a carrier track and stack clear of the opening. A modern alternative to vertical blinds on patio doors and large windows. Wand pull. Inside, outside or ceiling mount, including room dividers.

SECTION 05

Measuring and ordering

Track width, finished length, mount and floor clearance.

Measuring drapery

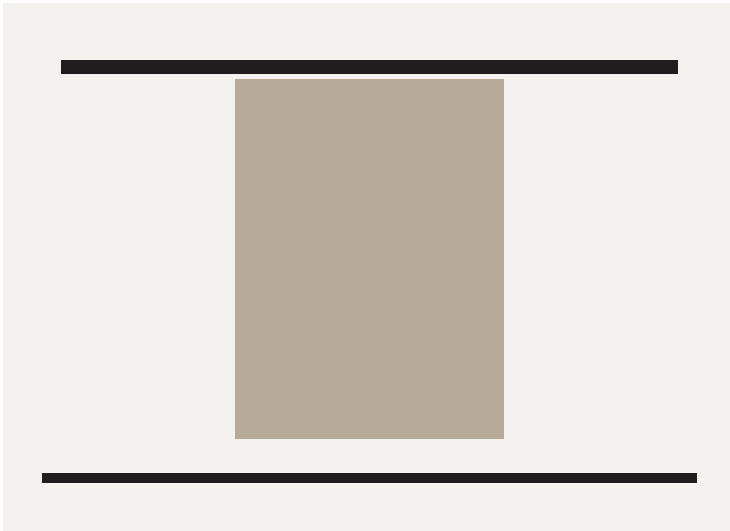
Measure the track and the finished length, not the window.



- **A Track width.** Opening plus stack space on each stack side. Measure to 1/4".
- **B Finished length.** Write the measured length (for example ceiling to floor), deduction taken yes or no, and the value in inches.
- **C Stack.** Decide where the drapery stacks before you set the track width.
- **Mount:** Ceiling mount, measure from the ceiling. Wall mount, note the height of the track above the window.
- **Measure in three places.** Floors and ceilings are rarely level. Use the shortest length.

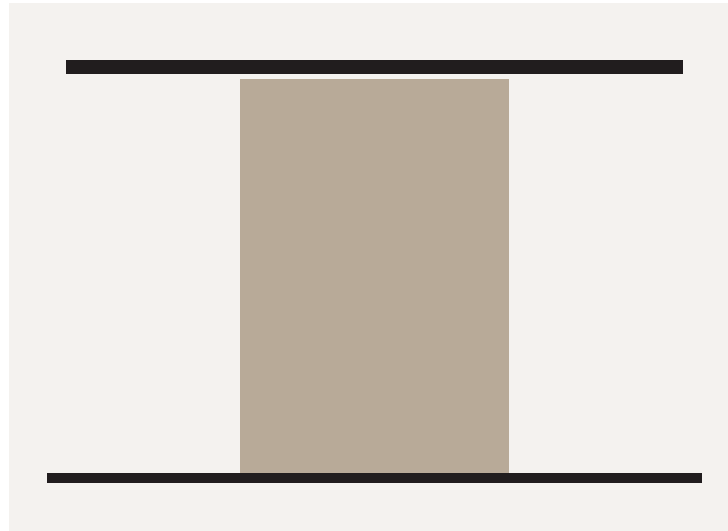
Floor clearance: float, kiss or puddle

How the drapery meets the floor changes the finished length.



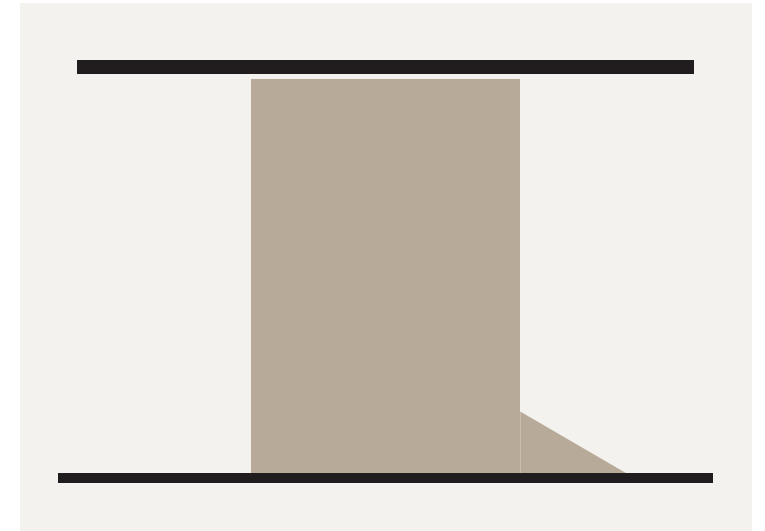
Float

Hangs just above the floor, about 1/2" clear. Easy to clean, best on motorized track and in commercial work.



Kiss

Just touches the floor. A tailored, custom look. Needs a level floor and careful measuring.



Puddle

Extra length rests on the floor. Soft and formal. Not for motorized track or busy rooms.

A complete soft treatment order

Every line filled in means no callbacks and no delays.

- | | |
|---|---|
| <p>1 Style and heading
Ripplefold, pleated (triple, double, Box single) or grommet</p> | <p>6 Draw, stack and returns
One way or split, stack side, master, return size</p> |
| <p>2 COM fabric and shipment
Marked: dealer, PO, sidemark, SBM order #, Drapery Workroom</p> | <p>7 Track and motor
Architrac, Neo Trak or Glydea. Versa, Glydea Ultra 60, Irismo 35</p> |
| <p>3 Lining
Unlined, standard or blackout. Sheers are unlined</p> | <p>8 Mount, color, carriers
Ceiling or wall, white or black. Own ripplefold track: carrier count</p> |
| <p>4 Fullness and hem
Ripplefold 60 to 120%, pleated x2 or x2.5. 4" double or Euro hem</p> | <p>9 Roman system
Soft Roman style and lining, or No Sew</p> |
| <p>5 Size
Width, measured length, deduction taken Y/N, inches, clearance</p> | <p>10 Roman size and control
Width x height, inside or outside, control side</p> |

Custom drapery cannot be changed or cancelled once the goods are cut. Check every line first.

Knowledge check

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

1 In the COM drapery program, who is responsible for ordering enough yardage?

- A SBM inside sales
- B The dealer
- C The track supplier

2 Which drapery style forms even S shaped waves set by the track carriers?

- A Ripplefold
- B Pleated
- C Grommet

3 What is stack back?

- A Extra length resting on the floor
- B Space the drapery takes when open
- C Fabric added for hems and headings

4 Which floor clearance suits motorized drapery track best?

- A Puddle
- B Kiss
- C Float

5 A designer wants a Roman in the same screen fabric as the roller shades. Which system?

- A No Sew Roman
- B Soft Roman, Classic fold
- C Soft Roman, Knife Pleat

6 What do you measure for a drapery order?

- A The window opening only
- B The glass size, then deduct
- C Track width and finished length

Knowledge check: answers

Soft Treatments: Drapery & Roman Shades

#	Answer	Why
1	B The dealer	COM means the dealer supplies and owns the fabric.
2	A Ripplefold	Kirsch snap tape on carriers. Fullness 60, 80, 100 or 120%.
3	B Space the drapery takes when open	Extend the track so open drapery clears the glass.
4	C Float	A hem that drags fights the motor. About 1/2" clear.
5	A No Sew Roman	No Sew Romans take screen fabrics with no stitching.
6	C Track width and finished length	Write measured length, deduction taken Y/N, and inches.

Where to go next

Course 6 is the soft treatment layer. These courses go deeper.

RECOMMENDED NEXT		
Course 2	Shades 101	Shade basics, controls and measuring fundamentals
Course 3	Product Architecture: Interior Roller Shades	The roller shades that layer behind drapery
Course 4	Fabric Program	SBM fabrics, including screens for No Sew Romans
Course 8	Motorization & Integration	Somfy and Automate by Rollease Acmeda motors and controls
Course 9	Sales Strategy, Objections & Winning the Job	Positioning SBM, objections and winning the job

Every course is free, live, one on one, and booked around your schedule.





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