

# DRAPERY & DESIGN PROFESSIONAL



Serving the Custom Home Furnishings Industry since 1993



Michele Williams  
Communications Director  
CHF Academy

# From the D&D Pro Network

**D**o you know it all? Of course not! Do you sometimes face the fear of starting a new project where you're challenged beyond what you've constructed before? Yes! Well, no matter how many years we've been in business, we can all have these challenges and fears. We will never know it *all*. This is custom and, as such, each job can be different and challenging.

Recently my mom asked me to re-cover an ottoman with an attached cushion. Now, I have been in business since 2000 focusing primarily on window treatments and bedding. Upholstery has never really been something I've tried (unless you count dining room chairs — and those are easy). My first thought was, *Sub it out*. My second thought was, *I can do this because there was an article in Volume 2010, Issue 1, written by Laurie Medford that provides a step-by-step process*. So, I decided to challenge myself to something new and face the fear that I might mess it up. Guess what, I did it! The directions gave me the information I needed, and where I had to improvise a little based on the ottoman I was working with I was able to do so because of my prior experiences.

Every day professionals are learning from our webinars, classroom and online Forum. Every day professionals are facing their fears — no matter how small or how large. Every day we are all accepting the challenge of a new job, and then rising to the task. Every day we learn a little something new — even if it is to try a new technique and face our fear. How cool is that?

Keep learning. You won't regret it. ↪

*Michele Williams*



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Cover photo - Window Treatment by Elizabeth Gerdes of Stitch Above the Rest, photographed by Brandy Stoesz

# Time-Saving and Instant Spacing: Grommet Tape

By Susan Woodcock  
Charlotte, NC

**H**ave your customers been disappointed because the cost of grommet panels was out of reach? Would you like a faster and easier method for creating grommet drapery panels?

The new Grommet Tape from Rowley Company offers a more efficient and less complicated way to create grommet panels, saving time in the workroom and creating a more affordable option for budget-conscious customers.

## Features

- Two rows of stitching
- Stiff polyester tape (eliminates the need for buckram)
- 10 grommet holes per 44 inches of tape
- Compatible with our No. 12 metal or No. 10 plastic grommets
- Gathering tape for even spacing for traversing panels



**Step 1** Create a drapery panel with a 4-inch double fold heading, and center the tape on the back of the drapery heading. Begin and end with the green repeat indicating thread. Pull out and tie off shirring cords and cut away excess tape leaving 1 inch to turn under on each end.

**Step 2** Pin the tape in place and straight stitch with a matching thread, following the yellow sewing lines at the top and bottom of the tape and being careful not to sew over the shirring cords.

**Step 3** After the tape is sewn, cut holes and set the grommets.

**Step 4** Pull up the shirring cords to create the finished width needed and evenly space the grommets by adjusting gathering strips. Tie off the cords and tuck them under the end of the tape and hand stitch to keep the cords hidden. ↪



# Meet The Writers



**Jan Britt** is the owner of Jan Britt Interiors, located in Marietta, Georgia. She has worked in the interior design and window treatment industry for over 20 years and has worked as an instructor at Kennesaw State University, made multiple appearances on HGTV, and has written articles that were published for local newspapers and magazines. Jan specializes in window treatments, interior design, and staging.



**Liz Cox** is the owner of Signature Interiors, a custom soft furnishing and upholstery business providing bespoke service to residential and commercial customers in Bermuda and the United Kingdom. Liz specializes in the use of traditional materials and methods while also meeting the needs of the modern market. Liz is a member of the Association of Master Upholsterers and Soft Furnishers.



**Donna Cash** operates a workroom in Flowery Branch, GA. She's a 20-year veteran of the window coverings industry and has an associates degree from the Art Institute of Atlanta. She's a WFCP Associate, and a member of WCAA, DraperyPro and the Designers Workroom Council in Georgia. Donna is also a certified yoga instructor.



**Sarah Devaney-O'Neil** is the owner of Storibook Designs Inc., a custom home furnishings and design business providing design and advice for both residential and commercial clients. She has 20-plus years of leadership experience, including sales training and upper management positions for two large home furnishings retailers.



**Carol Collard** Since 2005, Carol Collard, the owner of Creations by Carol located in Medway Massachusetts, has been creating custom soft furnishings including window treatments, bedding, custom slipcovers and lampshades. She is a career professional in both slipcovers and window treatments. As a WCAA member, Carol became Treasurer of her local chapter in 2010, and was recently appointed to the WCAA Board of Directors as a director at large.



**Kristine Gregory** is principal of Bedeckers Interior Effects Inc. Kristine is an Allied Member of American Society of Interior Designers, past president of the Richmond Chapter of WCAA and a WFCP Specialist. She is the only designer in the Richmond area who is an expert in both the psychology of color and personal organization. Visit her website at [www.bedeckers.com](http://www.bedeckers.com).



**Nancy Letts** is the owner of Pine House Drapery, a full service workroom started in 2001 that serves interior designers and a few retail clients in beautiful northern Michigan. Nancy and husband Rob fabricate everything from window treatments to upholstery. Nancy is a member of the D&D Pro Network, DraperyPro, WCAA, and is a CHFA Career Professional in Slipcovers.



**Linda Principe** is the owner of Linda Principe Interiors in Monroe, New Jersey, specializing in interior design and window treatments. Linda was involved in the formation of the WCAA Central NJ Chapter and is the Immediate Past President of that Chapter. Linda is currently the President of the WCAA National Board of Directors.



**Jo Moore** has operated Jo's Sewing Studio since 2004, but began specializing in home-décor fabrication in 2007. She's a CHFA Career Professional in Window Coverings and Cornices, was featured at the 2010 IWCE Alumni Showcase, made Cincinnati Magazine's Best of the City 2010 list, and serves on WCAA's Education Committee.



**Susan Woodcock** is Brand Experience Manager for Rowley Company. Prior to joining Rowley, Susan owned Tavern Hill, a professional drapery workroom founded in 1988. She is an instructor for CHF Academy and a popular industry speaker. Susan has been featured in many books, magazines and CHF Academy workroom videos. She's a member of the WCAA and a WFCP Expert.



**Margie Nance** started her workroom in 1992, then began teaching at the CHF School with Cheryl Strickland in 2000. Just five years later, she and her husband, Andy, purchased the school and moved it to its current location in Charlotte, NC as she took on the position of CEO until mid 2009. Margie is a master artisan and educator. In 2010 she received her certification training as a Life Coach and specializes in working with people in creative industries.



**Massachusetts North East Chapter, WCAA** The Massachusetts Northeast Chapter of the WCAA is a group of 35 window treatment professionals (workrooms, designers, installers, and vendors) from RI and MA who meet monthly in the Littleton, MA area. In addition to education and networking, the group has been actively involved in local and national charity projects. See [wcaa.org](http://wcaa.org) for more info.

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