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Laurie Medford is the customer engagement manager for Rowley Company. Before joining Rowley Company, Laurie owned Centsible Creations, a professional design, fabrication and installation company for both wholesale and retail customers. Laurie is an instructor for Custom Home Furnishings Academy and is a member of WCAA and WFCP.





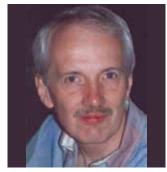
Chrystal Younger, owner of Windows and More in St. Charles, Mo., learned how to sew in 4-H. When she started a family she decided to sew window treatments for family and friends. A business was born. Today she provides services to retail customers and designers. She has attended classes and conferences to further her education.





JoAnne Lenart-Weary has been creating beautiful rooms and teaching others to do the same for over thirty years, and has created a variety of popular tools and systems used by professionals. She is the founder of The Decorating and Staging Academy, One Day Decorating, The Confident Consultation and The Confident Color System. Join JoAnne for her "Last Tuesday Webinar Series", offered free every month. www.thedecoratingandstagingacademy.com





Bob Hansen operates Robert Hansen Interiors in the Dallas Metroplex, providing workroom and design services to designers and individuals. Graduating from UN and pursuing an accounting profession, Bob became an entrepreneur building two floral and gift studios in Dallas followed by 12 years as a bed-andbreakfast owner in Belfast, Maine. Bob is current president of the DFW/North Texas WCAA chapter and member of WAOA.

Making a Small Footstool

By Laurie Medford Charlotte, N.C.

ne of the easiest and quickest add-on sales for a customer is a small footstool. Generally, you can use scraps of fabric, foam and batting to complete the job. Our footstool measures 14 inches wide by 10 inches deep. With the exception of the legs, all materials used were from the scrap pile.

Step 1 Cut two pieces of FirmaFlex 14x10 inches. On one of the pieces, mark the bottom for the leg placement (2 inches in from each edge). Choose a T nut that fits the shank size for your chosen leg, making sure the T nut shank isn't longer than the thickness of the base material being used. Drill a hole — the same size as the shank of the nut — for the T nut at the marked locations. Finger press the nuts into the holes, then tap them down with a hammer so the top is flush with the base material. Screw on the decorative legs to finish pulling the T nut into the FirmaFlex. Don't worry if the length of the leg screw is longer than the shank of the T nut — any extra length just goes up inside the frame.

Step 2 Screw the second piece of FirmaFlex to the top of the piece with the legs, making the base a double thickness with the legs exposed to the bottom. Use enough screws that it holds together, and if you glue first, you can use fewer screws.

Step 3 Cut a piece of foam 15x11 inches and place it on top of the base, centering it so that ½ inch of the foam sticks out over the base all the way around. Spray-glue this in place. Cover the foam with a layer of batting (I use 5-ounce batting for all my upholstery projects), wrapping it to the bottom and stapling. Cut away any excess batting on the corners and bottom.









Step 4 Cover the top. Here you have two options: folded-in corners or sewn-in corners. For the folded-in corners, place the fabric faceup over the batting, centering the pattern. Pull the fabric to the bottom and staple, stapling the front and back first. To make the pleats, fold in the corner fabric to make a straight fold with the folded-in fabric tucked behind and then folded back toward the short sides. Remove any excess bulk, if needed, and finish stapling to the bottom. You can hand close the corners later if needed.

Step 5a For a sewn-in corner, place the fabric face-down over the batting, centering the pattern. As an optional step, you may want to lightly tack the fabric in place to keep it from shifting. If you do tack, be sure to remove these staples to continue. Reverse-pin the corners, pulling the fabric tight but not misaligning the pattern. Pin your seam line at all four corners.

Step 5b Gently remove the fabric from the base and sew the corners, following the pin line. At the top of the stitching, slightly curve the seam in toward the fabric to make a rounded finish. Rounding the top will eliminate a pointed corner. Turn the fabric right sides out and pull onto the base.

Step 6 Pull the fabric to the bottom, tucking the seam fabric to the short sides so any bulk isn't visible on the front or back of the footstool, and staple to the bottom. If you have a lot of bulk from the seam, you can trim it away and open the seam as you pull the fabric onto the base. The top should be slightly rounded due to the tension of pulling the fabric over the foam. To finish the footstool, add a row of welt and/or trim to the bottom edges. Unscrew the legs and cover the bottom of the footstool with a layer of cambric. Reattach the legs. ≯<











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