

**NORMAN**<sup>®</sup>

*Soluna*<sup>™</sup>



## ROLLER SHADES

Price and Reference Guide

# NORMAN®

## Soluna™

### ROLLER SHADES



- Featuring premium fabrics and colors from Phifer and Norman® Classics. All fabrics are in compliance with NFPA 701. Select fabrics are GREENGUARD® certified for children and schools.
- Wide array of privacy levels ranging from 0% to 12% openness.
- Complete selection in shade operating systems, including manual clutch and motorization systems, featuring Norman® ProLift™ and Somfy®.
- Cassette and Pocket systems offer a clean and modern look by concealing the fabric roll.
- Unique Total Blockout system provides enhanced light blockage.
- Contract program available.

# NORMAN®

## Soluna™

### ROLLER SHADES



## ROLLER SHADES PRICE GROUP ONE

Retail Pricing

Width

Length	Width																	Side Channel
	24	30	36	42	48	54	60	66	72	78	84	90	96	108	120	132	144	
36	83	91	101	109	119	127	137	146	158	179	190	201	213	235	257	363	390	46
48	92	103	113	124	135	148	161	174	187	211	224	238	251	277	301	406	431	61
60	102	113	125	140	156	171	186	201	218	242	258	274	286	311	334	443	471	76
72	110	124	141	159	176	194	212	229	247	273	286	300	314	341	369	480	511	91
84	120	138	158	178	197	217	237	256	271	295	311	326	341	371	403	516	551	106
96	130	152	174	196	218	240	258	276	292	318	335	352	369	403	436	553	592	121
108	142	166	190	215	238	259	277	295	314	342	360	378	397	433	470	590	632	137
120	154	181	207	233	257	276	295	315	335	365	385	405	425	465	504	627	672	152
132	165	195	223	251	272	293	314	335	356	388	409	430	452	495	538	664	712	167
144	178	209	239	264	287	310	333	355	378	410	434	457	480	525	572	700	751	182
156	228	261	292	316	340	365	390	413	438	472	497	521	545	595	643	775	829	197
168	239	276	304	330	356	382	408	433	459	495	521	547	573	625	677	812	869	212
180	252	290	316	344	371	399	427	453	481	518	545	573	600	656	711	849	909	228
192	264	300	329	358	387	416	445	473	503	542	570	599	628	687	745	886	949	243

# NORMAN<sup>®</sup>

## Soluna<sup>™</sup>

### ROLLER SHADES PRICE GROUP TWO

Retail Pricing

Width

Length	Width																	Side Channel
	24	30	36	42	48	54	60	66	72	78	84	90	96	108	120	132	144	
36	87	96	106	115	125	134	144	154	166	188	200	212	224	247	271	382	410	46
48	97	108	119	130	142	156	169	183	197	222	236	250	264	292	317	427	454	61
60	107	119	132	147	164	180	196	212	229	255	272	288	301	327	352	466	496	76
72	116	131	148	167	185	204	223	241	260	287	301	316	330	359	388	505	538	91
84	126	145	166	187	207	228	249	269	285	311	327	343	359	391	424	543	580	106
96	137	160	183	206	229	253	272	290	307	335	353	371	388	424	459	582	623	121
108	149	175	200	226	251	273	292	311	330	360	379	398	418	456	495	621	665	137
120	162	190	218	245	270	290	311	332	353	384	405	426	447	489	530	660	707	152
132	174	205	235	264	286	308	331	353	375	408	431	453	476	521	566	699	749	167
144	187	220	252	278	302	326	350	374	398	432	457	481	505	553	602	737	791	182
156	240	275	307	333	358	384	410	435	461	497	523	548	574	626	677	816	873	197
168	252	290	320	347	375	402	429	456	483	521	548	576	603	658	713	855	915	212
180	265	305	333	362	391	420	449	477	506	545	574	603	632	690	748	894	957	228
192	278	316	346	377	407	438	468	498	529	570	600	631	661	723	784	933	999	243

### ROLLER SHADES PRICE GROUP THREE

Retail Pricing

Width

Length	Width																	Side Channel
	24	30	36	42	48	54	60	66	72	78	84	90	96	108	120	132	144	
36	100	113	125	138	151	163	176	190	205	230	245	260	275	305	335	453	488	46
48	113	128	143	158	174	192	210	228	246	274	292	310	328	365	397	516	551	61
60	126	143	161	181	202	223	244	265	287	318	339	361	378	414	449	572	612	76
72	139	159	182	206	231	255	279	303	327	360	380	400	420	461	501	629	674	91
84	152	177	204	232	259	286	314	340	362	395	417	440	462	507	553	685	735	106
96	166	196	226	257	287	318	345	370	394	430	454	479	504	554	604	742	797	121
108	181	215	249	282	316	345	372	399	427	464	492	519	546	601	656	798	858	137
120	197	234	271	307	341	370	400	429	459	499	529	559	588	648	708	855	919	152
132	213	253	293	331	363	395	427	459	491	534	566	598	630	695	759	911	981	167
144	229	272	315	352	386	420	455	489	524	569	603	638	672	742	811	968	1042	182
156	285	331	375	412	449	486	522	559	596	643	680	717	755	829	903	1064	1143	197
168	301	350	393	432	471	511	550	589	628	678	718	757	797	875	954	1121	1205	212
180	317	369	411	452	494	536	577	619	661	713	755	797	839	922	1006	1177	1266	228
192	332	384	429	473	517	561	605	649	693	748	792	836	881	969	1058	1234	1327	243



# NORMAN®

## Soluna™

### ROLLER SHADES PRICE GROUP **FOUR**

Retail Pricing

Width

Length	Width																	
	24	30	36	42	48	54	60	66	72	78	84	90	96	108	120	132	144	Side Channel
36	113	129	145	160	176	192	208	225	243	272	290	308	327	363	400	524	565	46
48	129	148	167	186	206	228	250	272	294	326	349	371	393	437	478	604	648	61
60	145	168	190	215	241	267	293	319	345	381	407	433	456	501	546	679	728	76
72	161	187	216	246	276	306	335	365	395	433	459	485	511	562	614	753	809	91
84	178	209	243	277	311	344	378	410	439	479	508	536	565	623	681	827	890	106
96	195	232	270	308	345	383	417	449	481	524	556	588	620	685	749	901	971	121
108	214	255	297	339	380	418	453	488	523	569	604	640	675	746	817	975	1051	137
120	233	278	324	369	411	450	488	527	565	614	653	692	730	808	885	1050	1132	152
132	252	301	351	399	441	482	524	566	607	660	701	743	785	869	953	1124	1213	167
144	271	324	378	425	470	515	560	604	649	705	750	795	840	930	1020	1198	1293	182
156	330	387	443	491	539	587	635	683	731	790	838	887	935	1032	1128	1312	1414	197
168	349	410	465	517	568	619	671	722	773	835	887	938	990	1093	1196	1387	1495	212
180	368	433	488	543	597	652	706	761	815	881	935	990	1045	1154	1264	1461	1575	228
192	387	453	511	568	626	684	742	800	857	926	984	1042	1100	1216	1332	1535	1656	243

### ROLLER SHADE PRICE GROUP **FIVE**

Retail Pricing

Width

Length	Width																	
	24	30	36	42	48	54	60	66	72	78	84	90	96	108	120	132	144	Side Channel
36	126	145	164	183	202	221	240	261	282	314	335	357	378	421	464	594	642	46
48	145	168	191	215	238	264	290	316	342	379	405	431	457	510	559	693	744	61
60	165	192	219	249	280	310	341	372	403	444	475	506	533	588	642	785	844	76
72	184	215	250	285	321	356	392	427	463	507	538	569	601	664	726	877	944	91
84	204	241	282	322	362	402	443	481	517	562	598	633	669	739	810	969	1044	106
96	224	268	313	358	403	448	490	529	568	618	657	697	736	815	894	1061	1145	121
108	246	296	345	395	445	490	533	577	620	674	717	761	804	891	978	1153	1245	137
120	268	323	377	431	482	530	577	624	672	729	777	824	872	967	1062	1245	1345	152
132	290	350	409	467	518	569	621	672	723	785	837	888	940	1043	1146	1337	1445	167
144	313	377	441	498	554	609	664	720	775	841	896	952	1008	1119	1230	1429	1545	182
156	375	444	510	570	629	689	748	807	867	937	996	1056	1115	1235	1354	1561	1685	197
168	397	471	538	601	665	728	792	855	918	992	1056	1120	1183	1310	1438	1653	1785	212
180	420	498	565	633	700	768	835	903	970	1048	1116	1183	1251	1386	1522	1745	1885	228
192	442	521	593	664	736	807	879	950	1022	1104	1175	1247	1319	1462	1606	1837	1985	243

## ROLLER SHADES FABRIC LISTINGS

Brand	Fabric	Price Group	Openness	Fabric Width	Fabric Content	Railroading	Seaming
Classic Series	Y503	1	0%	78"	100% Polyester	Width: 78" to 144"	Height: 78" to 192"
Classic Series	A300 (10%)	1	10%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A400 (10%)	1	10%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A300 (5%)	1	5%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A400 (5%)	1	5%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	W120	1	12%	98"	15% Polyester, 85% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	B300	1	12%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	B420	1	8%	98"	25% Polyester, 75% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A300 (3%)	1	3%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A400 (3%)	1	3%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A100	1	3%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A820	1	3%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	B200	1	5%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	B510	1	5%	98"	25% Polyester, 75% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A90103	1	LF	95"	82% Natural Fiber + 18% Polyester	not available	not available
Classic Series	A90104	1	LF	95"	82% Natural Fiber + 18% Polyester	not available	not available
Classic Series	A90105	1	LF	72"	74% Jute + 26% Polyester	not available	not available
Classic Series	W800	2	8%	98"	21% Polyester, 79% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A300 (1%)	2	1%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	A400 (1%)	2	1%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	AD00	2	0%	96"	3 plys plasticized PVC 1 plys 100% fiberglass	Width: 96" to 144"	Height: 96" to 192"
Classic Series	W100	2	1%	98"	20% Polyester, 80% PVC	Width: 98" to 144"	Height: 98" to 192"
Classic Series	AA0314	2	RD	118"	100% Polyester	not available	not available
Classic Series	AA0315	2	RD	118"	100% Polyester	not available	not available
Phifer	SheerWeave 7500	2	0%	98"	100% Polyester with Acrylic Coating	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave BASIC 3%	3	3%	98"	38% Fiberglass, 62% Vinyl on Fiberglass	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave BASIC 5%	3	5%	98"	38% Fiberglass, 62% Vinyl on Fiberglass	Width: 98" to 144"	Height: 98" to 192"
Classic Series	AJ17	3	9%	98"	30% Polyester, 70% PVC	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave 2390	3	5%	98"	35% Fiberglass, 65% Vinyl on Fiberglass	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave 4000	3	5%	98"	25% Polyester, 75% Vinyl on Polyester	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave 4500	3	5%	98"	17% Polyester, 83% Vinyl on Polyester	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave 2410	4	3%	98"	35% Fiberglass, 65% Vinyl on Fiberglass	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave 4400	4	3%	98"	25% Polyester, 75% Vinyl on Polyester	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave 2500	4	1%	98"	37% Fiberglass, 63% Vinyl on Fiberglass	Width: 98" to 144"	Height: 98" to 192"
Phifer	SheerWeave 4800	4	1%	96"	24% Polyester, 76% Vinyl on Polyester	Width: 96" to 144"	Height: 96" to 192"
Phifer	SheerWeave 5000	4	7%	98"	Q46 & Q51: 27.5% PET, 67% Vinyl on PET, 5.5% Acrylic	not recommend	not recommend
Phifer	SheerWeave 5000	4	5%	98"	Q94: 36% PET, 64% Vinyl on PET	not recommend	not recommend
Phifer	SheerWeave 5000	4	5%	98"	Q95: 37% PET, 63% Vinyl on PET	not recommend	not recommend
Phifer	SheerWeave 5000	4	3%	98"	U12: 43% PET, 57% Vinyl on PET	not recommend	not recommend
Phifer	SheerWeave 7000	5	0%	94"	100% Polyester	not recommend	not recommend

## ROLLER SHADES SURCHARGE OPTIONS

### Retail Pricing

WIDTH	24	30	36	42	48	54	60	66	72	78	84	90	96	108	120	132	144
Fascia (square)	\$38	\$42	\$48	\$52	\$56	\$62	\$66	\$72	\$76	\$80	\$84	\$88	\$94	\$102	\$112	\$124	\$134
Fascia (rounded)	\$44	\$50	\$58	\$67	\$73	\$80	\$88	\$96	\$104	\$110	\$118	\$125	\$134	\$148	\$164	\$182	\$196
Cassette	\$44	\$50	\$58	\$67	\$73	\$80	\$88	\$96	\$104	\$110	\$118	\$125	\$134	\$148	\$164	\$182	\$196
Cassette with fabric	\$70	\$75	\$80	\$85	\$90	\$98	\$105	\$115	\$125	\$135	\$145	\$155	\$165	\$185	\$200	\$215	\$230
5" Fascia (for dual shade)	\$70	\$88	\$105	\$123	\$140	\$158	\$175	\$193	\$210	\$228	\$245	\$263	\$280	\$315	\$350	\$385	\$420
Pocket	\$130	\$150	\$170	\$185	\$200	\$220	\$240	\$260	\$280	\$295	\$315	\$330	\$350	\$390	\$425	\$460	\$500
Sill Channel	\$32	\$36	\$39	\$43	\$47	\$52	\$55	\$58	\$62	\$66	\$70	\$74	\$77	\$85	\$93	\$100	\$108
Cordless	\$80	\$85	\$90	\$100	\$105	\$110	\$120	\$130	\$170	\$180	\$190	\$200	Not Applicable				

\* Note: Fascia and cassette upgrade = 10% surcharge

Motorization Pricing				Remote Control Price	
Brand	Motor Type	Model	Motor Price	Single Channel	Multi-Channel
<b>Pro-Lift™ Motorization</b>	Battery-powered motor	25CE 12V	\$475	\$130	\$140
	Plug-in DC motor	25DE 24V	\$560		
	Plug-in AC motor	45RQ	\$648		
		35R	\$652		
		35S	\$400	NA	NA
<b>SOMFY® Motorization</b>	Battery-powered motor	LT30 RTS 12V	\$594	\$155	\$175
	Plug-in DC motor	ST30 RTS 24V	\$700		
	Plug-in AC motor	ST50 RTS	\$810		
		Altus 50 RTS	\$815		
		LS40	\$500	NA	NA
<b>Other Parts</b>	AC Adaptor		\$108		
	Pro-Lift™ 15-channel LED Remote		\$180		

Additional Surcharges	
Spring assisted clutch (60" minimum width)	\$200 per shade
Coupled shade	\$100 per shade
Dual shade	\$30 per shade
Stainless steel chain	\$12 per shade
External hem bar	\$15 per shade
Rollease clutch	\$6 per shade
Galaxy clutch	\$65 per shade
Wand	\$35 each for 36" / \$45 each for 68"