

BLINDS BETWEEN GLASS



CONTROL

CONVENIENCE

DURABILITY

FLEX Blinds Between Glass (BBG)

What is it? Flex BBG is a flexible program that makes your participation in the growing Blinds-Between-Glass market for sliding glass doors EASY.

MARKET

FLEX BLINDS BETWEEN GLASS ARE THE ANSWER TO HOMEOWNER NEEDS



62% of homeowners are dissatisfied with their current sliding patio door treatment.

43% of sliding patio door owners prefer blinds between glass.



WHY FLEX BBG?

Why homeowners prefer Blinds Between Glass for their patio door treatment.



Control of light and privacy



Safe for children and pets



No Dusting



Easy operation



Energy efficient insulated glass



Durability

OUR EXPERTISE

6,000,000

Western Reflections is the **INDUSTRY-LEADING** manufacturer of Blinds Between Glass, with over 6 MILLION blinds sold.



DESIGN

Flex BBG is designed to meet the wider IG requirements of sliding patio doors.

QUALITY

Efficient force-to-lift ratio for easy operation.



Robust internal mechanisms assure durability.



Reliability-Tested Blinds

UV Coated 

Slam and Ship testing 

10,000 raise and lower cycles 



NFRC Certifiable Options



10 Year Warranty



Best Rated Customer Service in the Industry

WHAT DO YOU GET? _____
FLEX BBGs PROVIDE YOU FLEXIBILT, CUSTOMIZATION, AND PROFITS.

- The opportunity for a whole new revenue stream.
- Custom sizing on any order to meet your specific needs.
- Tiered pricing that makes the program affordable and profitable.
- Quality that comes from 15 years of success in building blinds between glass.

PROGRAM TIER STRUCTURE

| | TIER 1* | TIER 2* | TIER 3** |
|-------------------------|--|---|--|
| Quantity Range: | 1-40 units | 40+ units of each size | 80 units per quarter of each size |
| Minimum Order Quantity: | 1 unit or 10 unit multiples per size/per handing | 40 units (must order in multiples of 20 per size/per handing) | 20 units (must order in multiples of 20 per size/per handing) |
| Lead Time: | 30 business days | 30 business days | 30 business days (10 business days on all additional orders for the same size)** |

* Intercept in some sizes, Low-e options, and in quantities fewer than 10 units available Spring 2014

** Supply Agreement and Forecast Required

ALL 3 TIERS

| | |
|-----------------|---|
| Size Options:* | Width: 18" min to 36" max Height: 37" min to 78" max |
| Glass Options:* | Clear and Low-E |
| Warranty: | 10 Years |

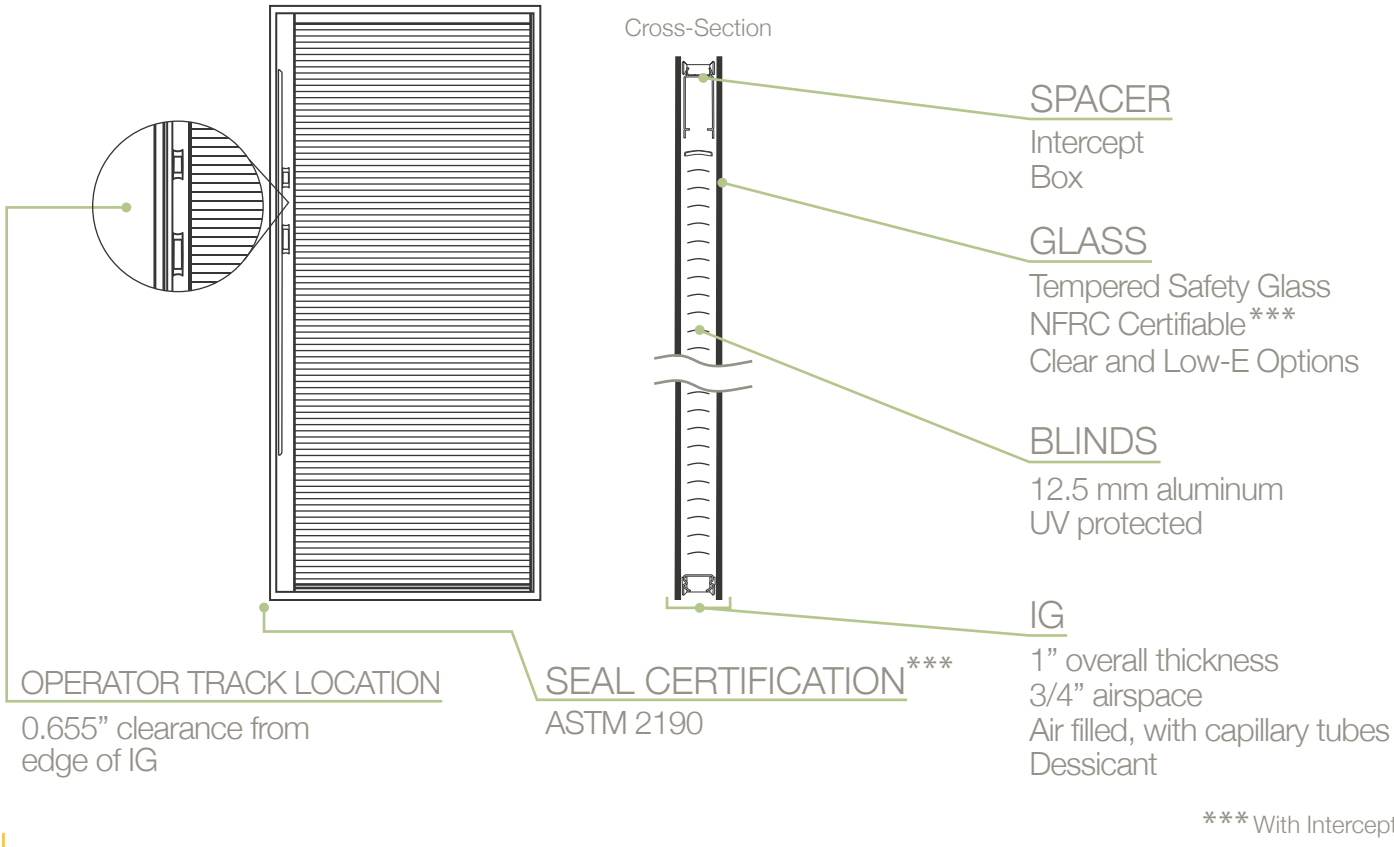
EXPECTED VALUE RATINGS

| Glass Type | Clear | Low-E |
|---------------------|-------|-------|
| U-Factor | 0.49 | 0.35 |
| SHGC | 0.65 | 0.31 |
| Visual Transmission | 0.68 | 0.58 |

Overall ratings are calculated based on the manufacturer's sliding patio door with FlexBBGs. The chart below shows average values. Your rating could be different depending on door construction.

SPECS AND TECHNICAL INFO

FlexBBGs are built to manufacturer's specified sizes and are ideal for vinyl, wood, and fiberglass sliding patio doors. All FlexBBGs have the following specifications:



SLIDING PATIO DOOR HANDING

View from inside looking out



Some manufacturers use both a Right and Left Handed BBG with the operators positioned at each end of the door.

WARRANTY

The warranty begins on the date of purchase by our customer and extends for the following periods:

Ten years on operation of the blind, insulated glass seal, and the external control mechanism attached to the glass.

For the full warranty, visit www.western-reflections.com

BBGs are typically handed so that the operators are located opposite the patio door handle on operating sash and opposite the center mull on the fixed sash.

WESTERN
Reflections

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