



The Alustra Collection

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Hints and Tips

3425-B N. Ridge Ave.

Arlington Heights, IL 60004

Hours: Monday - Friday 9am - 5pm



Upcoming Events:

Larry Laslo, Designer

CHICAGO DESIGN TEAM

CDT

Another autumn is upon us and we are entering the busiest season of the year. We have two great events on the fall calendar. IFDA's "All About Business" will take place on September 25th and the Arlington Design Center's Annual Bash will kick off with a special appearance by design superstar Larry Laslo. See the coming events portion of the newsletter, and watch your mail and e-mail for details.

Several new additions to the product mix at CDT will help you make it the most profitable season ever. The big news is from Hunter Douglas. Always the innovator, they have actually found a way to improve on Duette! This beautiful variation is called Architella. It is the typical single honeycomb cell, with another smaller cell within it. This means that deeper, richer colors are now available with less color shift from the light. On blackout shades, the colors are also much prettier and with a much nicer texture. Also new is Skyline. This is a panel track system similar to Ado Glide. There are 187 colors, textures and patterns available, including woven woods, sheers and blackouts. Your clients are sure to love this product. Most exciting of all is the addition of the Alustra collection to Hunter Douglas blinds. Designed specifically for the luxury market, this sophisticated line features upgrades and enhancements of your favorite products. For example, the Modern Precious Metals come with wooden head and bottom rails, and lovely pearlized finishes. The Country Woods are available with very cool exposed pulleys and covered cords for a chic vintage look. Silhouettes are offered in elegant metallic fabrics. Come in to CDT and see our new Hunter Douglas display.

We are also pleased to announce the addition of three new furniture groups. Sovereign is a collection of antique reproductions, featuring 18th century pieces, campaign furniture, and lots of interesting, hard to find things. Mayland Court is an extensive collection of case and occasional furniture that comes in a wide variety of finishes, including some hand painted designs. Cresnet offers a series of bedroom and dining ensembles in up to the minute styles at affordable prices.

We hope you'll visit CDT for business and for pleasure this fall. We promise you a great experience either way!



The exclusive Alustra Collection from Hunter Douglas elevates the windows in your home to a level of understated luxury, classic beauty, and distinctive design.

## Hints and Tips

According to federal law, a customer has 72 hours in which to cancel an order. This means you should not cash their check or place their order for 72 hours. After that time, their right to cancel is waived. Consider adding this disclaimer to your contract.

CDT has a very "active" lost and found! If you are missing glasses, earrings or other treasures, stop and take a look!

When you have a drapery or furniture installation, consider taking several accessories out to the job site with you. It's a great time to get the client thinking about accessories, which will add to your bottom line. The client will appreciate the personalized service.

## CDT will be closed

Thanksgiving  
November 21-25

Christmas  
December 24-26

New Years  
December 31-Jan 1



## Upcoming events

### All About Business September 25

IFDA sponsors booths and speakers aimed at improving the business practices of interior designers.

8:30 a.m. Continental breakfast at CAI

9:00 a.m. Website designer Ann Sheer from Off Site Solutions

10:15 a.m. Motivational speaker Tammy Cook -  
*Get off your "but..."s!*

11:30 a.m. Debbie Green from Minutes Matter Studio demonstrates their user-friendly window treatment rendering and floor planning system.

Lunch from DiSalvo's will be served after the last speaker.

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### Arlington Design Center "Fall Gala" November 1

3:00 p.m.-7:00 p.m.  
RSVP 847-394-1373



Our annual party featuring great food, drinks, and entertainment with a very special guest, courtesy of Robert Allen Fabrics.

The World According to Larry Laslo will be held at our Fall Gala.

### The World According to Larry Laslo November 1

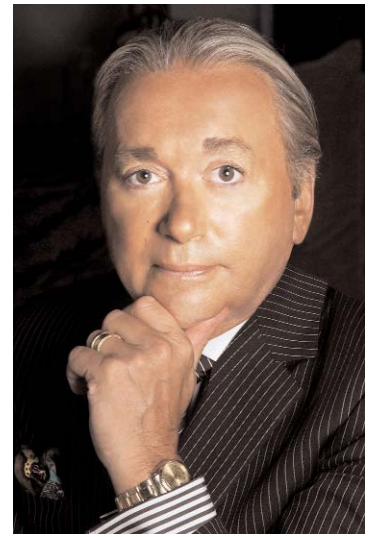
3:00 p.m.-4:00 p.m.

Design Icon Larry Laslo presents his most recent and celebrated interiors and discusses his inspirations. Hear his thoughts on upcoming trends and the total room concepts he is creating for Robert Allen.

Laslo, an internationally acclaimed designer, is one of the industry's most fascinating personalities. Laslo has created collections for Mikasa, Towle and Ferguson Copeland. His interiors are regular highlights in top shelter publications.

Meet Larry Laslo and see his new collection for Robert Allen at Chicago Design Team immediately after the presentation. Cocktails and hors d'ourves will follow.

For more information on the Fall Gala, contact CDT. Invitations to follow.



*Larry Laslo,  
Internationally Acclaimed  
Designer*



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