

quick **fix**

Custom vs. 1 North Jersey Homes

BY EILEEN WATKINS

"There are people with beautiful rooms and nothing on the windows, because they think window treatments will cost them thousands," said Paul Ippolito, senior decorating consultant with Metropolitan Window Fashions (formerly Nassaus) in Paramus. "They don't realize they can do a nice job with ready-made pieces, until they can afford custom."

He notes that, with a custom window treatment, the client gets a free consultation and the designer will come to the house to supervise the installation. But with ready-made pieces, the customer can bring the specs of the job to the store, a designer can set up the installation, and the treatment still will be installed as per the designer's instructions.

Ippolito explained that buying ready-made pieces can cost from a quarter to a tenth as much as having window treatments custom designed. The prices are influenced by the cost of the fabric and the ornateness of the design. A custom order can take six to eight weeks, while with ready-made pieces, the customer can just take them home from the store.

The catch? "Ready-made products do offer a limited choice," Ippolito said. "We stock colors that are in style, which is determined by the furniture manufacturers. With custom, the sky's the limit and you can be more creative. You can choose from thousands of fabrics and hundreds of styles."

So even if you need to be frugal now, you may want to save up for higher-end window treatments in the future. Ippolito promised, "We'll work within any budget."

Comparison of window treatments from Metropolitan Window Fashions:

Single Window: Ready-Made

Valance, \$189.99
Panels, \$129 each
Sheers, \$20 each
Tie-back with tassels, \$49 each
Pole, \$50
Total, \$506.99

Custom

Valance, \$2,700
Panels, \$1,000 a pair
Shade, \$700
Tiebacks, \$100 each
Pole, \$200
Total, \$4,000

Bay Window: Ready-Made

Damask panels, \$199 each
Six embroidered sheers, \$24 each
Rod system, \$125
Tiebacks, \$59 each
Total, \$785

Custom

Festoon and jabot valance treatment including side panels, tiebacks and trim, \$2,200
Three shades, \$400 each (\$1,200)
Total, \$3,400

CUSTOM



CUSTOM



READY-MADE



READY-MADE

