

# Blinds by Peter Meyer | July 2011 Newsletter

## I've got a lot to tell you again



*Peter*

Half the year has gone and what an interesting year it has been so far with no sign of changes slowing down. We've been negotiating very hard with our suppliers so we can offer our customers the best possible products and pricing. It's become very obvious that our customers are expecting better deals and the strong \$A is starting to make a difference. As of July 1st we announce new changes that will add to your bottom line.

## Reminding you about the latest Somfy pricing

Somfy recently announced exceptional new prices for Somfy motors for rollers. Somfy will promote these prices so it's quite possible that your customers will be aware of them.

**Your normal discounts will still apply on these discounted prices.**

These are revolutionary prices and we expect this new affordability for your customers will boost your motor sales considerably. New pricing for:

### 3/30 Mercure

with inline connector and a Wall Switch - **\$299** retail

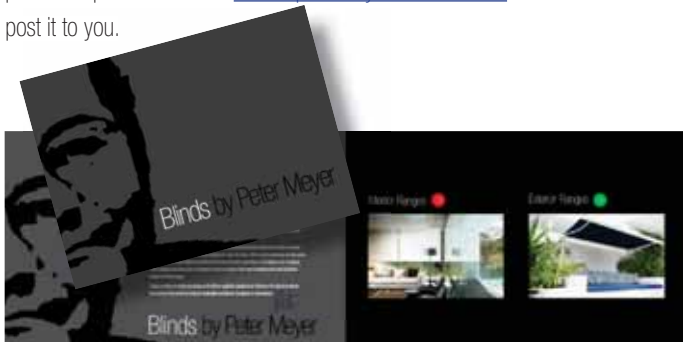
### 3/30 Altus RTS

with inline connector & 1 channel white remote controller - **\$599** retail

If you order more than two motors, we will **automatically upgrade you to 4 channel controllers** and work out how many you need.

## Our new 60p brochure is now released !

Our new 60 page brochure has arrived. If you haven't received a copy yet, please drop us an email to [sales@petermeyerblinds.com.au](mailto:sales@petermeyerblinds.com.au) and we will post it to you.



## New Somfy controllers



Somfy have now released a 6 channel and a 16 channel remote control. Both are very stylish with enhanced functionality, programmable via easy-to-operate LCD screen interfaces. The **Telis 6 Chronis RTS** remote controls up to six individual or groups of products. With in-built timer function, owner presence can be easily simulated when users are away.

The **Telis 16 RTS** allows management of multiple motorised products for both domestic or commercial applications. Programming with the large LCD screen and uncomplicated navigation buttons is simple and easy.

## Our new 5 year warranty

From 1st July we are extending our standard warranty to **5 years**. We were one of the first companies to offer 3 year warranty and now we are again leading the way with 5 year.



## SATURDAY IN DESIGN SYDNEY MELBOURNE SINGAPORE

If you don't know of **Saturday in Design**, keep **August 19th and 20th free for the biggest design event to hit Sydney this year**. This link will take you to our details and if you look along the top of the page you will see the other areas and exhibitors.

<http://saturdayindesign.com.au/exhibitor-listing/blinds-by-peter-meyer/>.

'Saturday in Design is an annual trade event for the design community. It began in Sydney in 2003, and alternates each year between Sydney and Melbourne. It involves Australia's **premier designer furniture, finishes, fixtures and lighting** showrooms opening their doors on a Saturday to allow architects, designers, students and design-savvy members of the public to enjoy the products they specify, in a showroom environment. **Saturday in Design** has traditionally been an opportunity for **local and international products from hundreds of reputable brands** to be launched to thousands of members of the design community in 1 day.

To enable **hassle-free travel in between showroom venues** around the city, a number of **complimentary shuttle buses** run on pre-arranged routes for the entire day.'

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## Somfy home automation panel in our showroom

We have installed one of the new Somfy I7000 Touch panels in our showroom. It's an amazing bit of technology allowing centralised control of Somfy automated blinds, awnings, curtains, louvres, shutters and lights and we

are happy to demonstrate it for you and your clients.



## Grey brackets

Following several customer requests, we are adding grey to our standard bracket colour range. This is good for anodised frames as well as several other applications. Please be sure to specify this new colour.

## Emailable Order Form

There is a new version available on our website.

Left hand side under: 'Other' then 'Services'. You can 'submit by email' bottom right hand corner, or print and fax to us.

## Big reductions with price group moves!

**Cachet:** Translucent moves to group 2 and Blockout to group 3. These are substantial reductions.

**Also we still have some Cachet Collection Books available !**

The books are just \$120 and show all the latest Blockout, Translucent & Sunscreen fabrics in wide widths & lots of textures. A great sales aid. Please just let Tamara know if you need one.

**Stamford:** Translucent moves to group 2 and Blockout to group 3. These are also significant reductions.

## We're seen in all of the best publications in Australia



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## Child safety devices

We are still occasionally having customers who don't want child safety devices installed. Unfortunately this is not optional, it's a mandatory safety requirement. It's important that you explain and discuss with your clients about child safety devices at the time of check measuring. If your client is insistent on not having them, suggest that they have motorised blinds. If they still refuse, I suggest you walk away or make yourself familiar with the substantial fines that apply if you don't do it. You may view this matter differently after seeing them.

## Understanding bottom up blinds

Our bottom up blind is designed to cover the bottom section of a window. Recently we have had some comments about the pulleys and that the blind will not close fully at the top. If you want to achieve this, a simple pelmet will do the job. If you require a total cover at the top, may we suggest our top down/bottom up XL50 which will do this.

## XL50 Pleat update

We now have the XL50 monocontrols in stock. This gives the ability to raise and lower the XL50pleat by just a single continuous loop. Please note it is only available in right hand control.

XL50 pleat was a great success for us last year. The product looks fantastic on the window and works really well and it's simple. It's also unique.

**Something really NEW is rare.**

Specification size update for XL50 pleat.

**Manual headrail** 75mm x 40mm

**Motorised and monocontrol headrail** 90mm x 90mm

Please note Monocontrol is only available in right hand configuration.

## Updates & Discontinued

**Chantilly:** the round reed woven timber with strong pattern stripe is no longer available.

**French Woven Timber:** We've just landed a new shipment & have all weaves in stock.

**Chinois Eclectic:** Earth is no longer available. The manufacturer has disappeared into the ether of the GFC I suspect. Please remove from your range. A weave in our **Woodweev** collection is quite similar.

**Fusion:** White will be deleted when current stock is sold. We are about to source a replacement from Europe which will be even better. We will keep you informed.

**Mermet 8505:** Discontinuing some less common colours listed:

**Linens:** Ultramarine

**Greys:** Lotus, Ultramarine, Huntergreen

**Charcoals:** Huntergreen, Mandarin, Sky, Bronze

**Whites:** Sable, Grey, Canary

**Pearls:** Apricot, Lotus, Turquoise, Canary, Mandarin, Parrot

**Visionwood:** Discontinuing some less common colours listed - effective immediately: Black Walnut and Pecan

**Visionwood available:**

**63mm:** White, Pearl white

**50mm:** White, Pearl, Chalk, Alabaster, Antique. Light Cedar, Medium Cedar, Primrose

**Basswood:** All 63mm now discontinued. All 50mm OK.

Please adjust your samples accordingly and remove the discontinued colours from your **Signature Collections, Cachet Ranges** and **Mermet 8505** sampling.

**New sample sets of 8505 are now available.** Please ask.

