

Blinds by Peter Meyer | November 2011 Newsletter

We really have a lot going on.



As we move towards the end of yet another year, I'm pleased to be able to tell you that despite the best efforts of the government, media, the Greek economy etc, our customers remain very positive. With the last rate cut I'm expecting to see a further rise in consumer confidence. We are all very pleased about the uptake in our new product lines. Our exterior sales are very positive & our Basics range is exactly filling the void that we expected

so we are very busy. Thank you all for your support.

Christmas cut off times.

We anticipate that our cut offs for various products will be like this:

Rollers and Romans	1/12/11
Custom finished Venetians and woven	21/11/11
Solare Teknica products	21/11/11
Most other products	1/12/11

If we are installing for you, we need a reasonable time frame please.

Closing & reopening dates.

Closing date :

Wednesday 21st December 2011

Reopening date:

Monday 9th January 2012

Fabric of the month: Balauff French woven timber

This month we are featuring our classic Balauff French woven timber. This timeless look has been part of our range since we began our company in 1987 and for 10 years before that from another manufacturer.

Simple, elegant and timeless in custom painted, stained and natural. We make romans and curtains in these stylish weaves. See them on our website at: www.blindsbypetermeyer.com.au



Solare Teknica: Range of external blinds and awnings



We have released our **wholesale range** of **external screens & awnings** under the name **Solare Teknica** brand. The range will consist of 4 straight drop screens and 2 folding arm awnings. As usual we will provide excellent quality plus the service you need and the confidence and **margin** to sell



this outstanding range.

We've chosen to **weld our fabrics** rather than sewing to achieve a superior finish and avoid pinholes



Our New 5 Year Warranty

From 1st July we have extended 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 years.



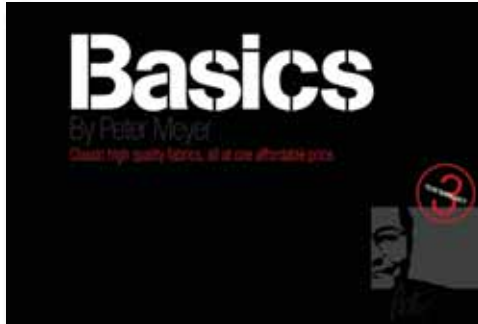
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Blinds
by Peter Meyer



> Basics. New range release

We have just released our new **Basics** range of blind fabrics. This smart range of **47 exclusive fabrics** is our new **entry level** of rollscreens. We have distilled all our knowledge and experience to present this domestic + commercial range to you and it has hit the ground running. Three of the ranges, California, Arizona Screen and Colorado are **Flame Retardant** to Australian Standards. If you want more information email rhonda@petermeyerblinds.com.au.
Sample books are available at \$30 ea.

> MONTHLY TECHNICAL TIP: Linking

This month technical tip is linking. You can link blinds with all sorts of possibilities and I've listed some here

- 1) Two blinds with one chain left or right. (You could include spring assist)
 - 2) Two blinds, chain left and right to achieve smaller centre gap.
 - 3) Two or three blinds linked on one motor.
 - 4) Angled links to take a blind around a corner on one chain or motor.
- Linking is a **great tool** to have in your arsenal.

Somfy Sonesse 40 RTS. Now the standard

The new Somfy Sonesse quiet motor is now our rts standard. We received the first consignment today. This is a **major improvement for your clients at no extra cost.**



Grey brackets

Following several customer requests, we **have added 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.

 www.petermeyerblinds.com.au

 **Freecall 1800 254 631**

Fabric Ranges | Updates & Discontinued

Fusion: Sizes-important clarification

Please note there are some **discrepancies in the width** of the various Fusion fabrics. Can you please record this on your samples and price list?

Fusion Bambu fabrics are **2300mm wide.**

Fusion Copper, Honey, Putty, Silverthread & White fabrics are **2400mm wide.**

Fusion Cream & Charcoal are only available in **2100mm width.**

Fusion White Please note that is **low in stock** but is still available at present. We will also reweave it again shortly.

> Did one of your current suppliers just drop Mermet 8505.....traditionally one of Australia's best selling screens?

It has come to our attention that **one of our major competitors has just dropped Mermet M Screen** from their range. **It's still one of our best selling screens in Australia and with it's new colour range, even better, and we would be happy to make them for you.** They are replacing it, we believe, with a screen very similar to what we are offering in our Basics range. **Make sure it is priced like our Basics.**



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.

More Green parts

Our 15mm base bar insert is now PVC free. As sustainable or recyclable components become available we just move over to it as part of our commitment to sustainability.

> **Make this the year you learn about motorisation.**

