



# Newsletter

## April 2008

### Technical injection

As we have recently announced, we are now distributing Wareema external metal venetians. These are German made and the world market leader. Because these are custom made in Germany for us, they are also economical. We have now added the Aluxor range of awnings which includes folding arm and straight drop. Again, German quality. You know we pride ourselves on the work we do, so you know we will do this properly. To this end we can announce that we have secured an on staff technical expert to advise, quote and install our awnings. This expertise will extend to difficult installations and larger skylight applications. This will give our interior decorators a new area to make money and you can recommend us with confidence to your clients to take care of this aspect of their project. Ask us for more details.



Wareema exterior aluminium venetians are an architectural feature

### Editable order form

We now have an order form you can fill in onscreen and email directly to us. It's available for the asking, by email as is the email copy of our new showroom pricelist.

### The Signature Collection is an outstanding success

Thank you to all our clients who have given us such enthusiastic feedback about our Signature Collection. Most of you have said that it's such a complete collection that it's all you need to have in roller, roman and moving panels and I also appreciate the feedback about the new pricelist. Without your feedback we don't always know what we do right or wrong.

### Welcome to Sally.

Sally Marett has joined our office to help Simon and Colin. We waited along time for the right person and Sally is that. On top of that she is a terrific jazz singer. Sally has fitted straight into our office so say hello next time she answers the phone. Sally is also in charge of our A4 sample service.

### Designex 10<sup>th</sup> -12 April.

We are currently finalising our stand at Designex. We will have lots of new products, some purely concept fabrics and some unique ideas for you to ponder. If you haven't seen The Signature Collection yet and wonder what all the hype is about, it will be on our stand for you to inspect. If you haven't seen us for a while, drop by and say hello. Take a moment to put your feet up in our "Designers Lounge"

### Three year warranty

Please remember that our product warranty is three years. This is three times longer than most manufactures except for those who offer a "limited lifetime warranty". A "limited lifetime warranty" means that when something breaks, that it's lifetime. Nice scam. Mermet and Somfy both offer 5 years manufacturer's warranties.

### New Somfy Controller

Somfy have released a 20 channel controller and it is in our new price list. We are also now offering Somfy wireless motors and Somfy motorised curtain tracks. Somfy curtain tracks have manual override which is a great advantage. It can run all your motorised blinds, motorised curtains, external awnings, lighting and your garage doors. I have posted an extract from a Somfy newsletter on our website and it outlines the benefits and details of the new controller. It's also worth remembering that Somfy controllers now come in black and silver. There is a small extra cost for these colours.



20 channel controller



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