



# NEWSLETTER

## July 2006

### Electronic news.

I've decided that this newsletter will only be delivered electronically. I hope you find this convenient. Please let me know if this doesn't work for you. Speaking of electronically transmitted, remember we have our order form in reusable electronic format.

### Timber weaves and so much more

For twenty years we have made and distributed the Ballauff range of French Woven timber, so I could hardly call it "new", but we have reintroduced "Woodweev" and that is new! We also have our range of Chinois Eclectic which are great weaves as well. You can see them all on our website or see woodweev.com.au.

We are the wovenwood experts and have excellent stock of all weaves. We also have lots of textures like Urban Weave and Malta.

### Update Simply Roller 11.

Please adjust your samples to note that, due to change in specifications, Pablo and Bellini, only in translucent are no longer suitable for roller blinds as the edges are unstable. They are still no problem for romans, and the blackout is also no problem. Please amend your samples accordingly and I apologise for any inconvenience. We will either repair or replace (with an equivalent fabric) any blinds that are giving you problems. Many are working without problems and will continue to do so, but since the cotton percentage has increased, some edges are becoming problematic.

### What's new?

**Stamford, Mercury and Comet.** These are three new fabrics that we are adding to the Simply Roman collection immediately. Some of you will have seen and have samples of these already. Price will be Simply Roman or Roller without surcharge. Stamford is already on our website. These three new ranges come in translucent and blackout and are great designs. We will be happy to show these to you.

**40mm RTS motor.** The retail price on this is \$750 in our standard roller blind system. This will then be in 43mm or 43mm heavy duty tube, depending on the width. It is also available in our Reflex System at \$900. This is a 40mm RTS motor in a 60mm tube size.

**Spring assist Upgrade.** We are changing our spring assist componentry to the "Ezi-Lift Retro fit". Pricing will remain the same but the new system will come to you pre tensioned and will fit our standard brackets. You will be able to easily adjust the tension as well.

**Woodweev.** The new Woodweev range of materials is on show on our website woodweev.com.au and the suggested retail prices are also there. Please remember that rollup blinds are no longer legal in NSW, ACT, Queensland,

Tasmania and Western Australia, so please if you are in those states, roman blinds are for you.

### Battery life on Somfy RTS

It's probably opportune to suggest that the batteries in some of the earliest RTS transmitters and receivers may require changing about now. RTS technology is now about 5-6 years old so those batteries are probably at the end of their life. Some of you will get phone calls from customers saying "their blinds don't work anymore". Please check the batteries first.

### You are only as good as your suppliers

I recognised this many years ago. If we do a good job for you, it makes you look good and that's what we try to do....and I think we do a pretty good job. I hope we make you look good. The downside is that it costs a bit more to provide this service. As does a three year warranty. We are often asked to fix up other people's work. I'm usually reluctant to do it. If your current supplier provides substandard product, your clients will remember it for a long time.

### Motorisation

We are motorisation specialists and we use and recommend SOMFY motors and transmitters. If I have learnt anything in my 15 years of using motorisation it is to use the best motors and hardware. It's cheaper in the long run. SOMFY are the market leaders in internal motorisation in Australia and proven to operate under all conditions. All our motors come supplied with Molex connectors at no extra charge.

### Measure and Installation service

We offer the trade a measure and installation service in Sydney, Melbourne and Brisbane/Gold Coast and of course this includes our experience at no extra charge. It doesn't mean that this service is free, but it is good value.

### Pricelist update.

We have reprinted our pricelist and we took the opportunity to update a lot of the technical data and correct some minor errors. All prices remain the same. If you want a new copy, just drop us an email. Speaking of emails, let's do more email correspondence. It's economical and saves time.

### New Designer base bar.



This new optional base bar is now available at \$10.00 per metre r/r.

[www.petermeyerblind.com.au](http://www.petermeyerblind.com.au)

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

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**We always have fabric specials. Perfect for developers or budget jobs. Some are discontinued or not fast sellers but are all great for Budget jobs. All can be seen in our showroom.**

**Ask us next time you have a budget job. These are all first quality fabrics.**

**[www.petermeyerblind.com.au](http://www.petermeyerblind.com.au)**

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