



## Welcome to 2011

A belated Happy New Year to you all. I'm a little late with our first newsletter because I was waiting on the **Somfy news** in the next item to be confirmed. It will have a huge impact on the motorisation marketplace.



Damien, Simon and I were in Germany in early January for **Heimtextil**. The main purpose this year was to start sourcing new fabrics for our next **Signature Collection**. While these things

do take a lot of time, we are very excited by our progress so far. We also take this opportunity to catch up with suppliers and friends in Europe and it's generally a good barometer of international sentiment.

My feeling is that for the first time in two years, we thought the business sentiment was much more positive with most companies reporting improved enquiries and sales. I think it's fair to say that Australia has escaped the worst of the financial circumstances that have afflicted Europe and America and I believe we will continue to see improved trading conditions throughout this year.

## Major price reduction in motorisation costs

As you will be aware, we have always used and recommended Somfy motors exclusively. **Somfy are the absolute market leader in motorisation** and while there have been many new players enter the lucrative motorisation arena, nobody has seriously challenged Somfy dominance. In a very exciting move, Somfy have stamped their authority on their best selling 40mm motor market by now **significantly reducing their prices**. This is an absolutely radical move and we are pleased to be part of this and pass on these new prices to you, our valued clients.



**From 1st March** our prices on 40mm non rts motors (bus compatible) will be around **\$390 - down from \$698**. This will include inline connectors, **full 5 year warranty**, our factory testing and presetting. A replacement page to add to your current pricelist attached to this email. If you currently have a motorised quote pending, please contact us so that we can revise it for you.



## Printing new brochure

We have decided to print our 60 page brochure in limited numbers. As I'm sure you will appreciate, this is a huge undertaking but we have decided that its time to take this commitment. I will keep you updated on this but we expect it to be available around mid March. You can see it on our website.



## XL50 Pleat update

We now have the **monocontrols** in stock and they work really well. 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. A product like XL50 being so innovative will provide your clients with a very wide range of design & functional solutions. Such a really NEW range is rare. The XL50 range is exclusive to Blinds by Peter Meyer.

### Specification update for XL 50 pleat.

Manual headrail	90mm x 40mm
Motorised and monocontrol	90mm x 90mm

*Please note. Monocontrol is only available in right hand configuration*

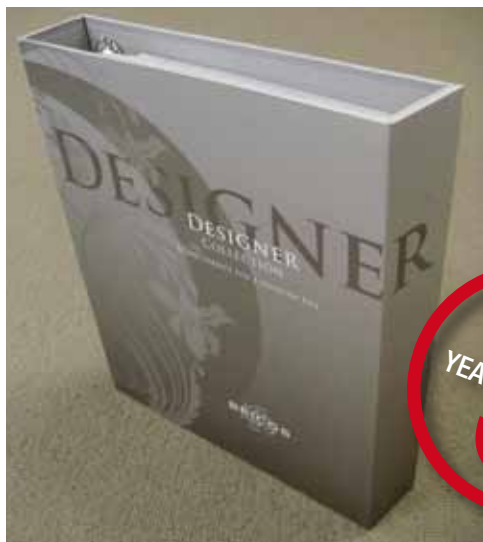
## New Acmeda 35mm system

We will now also offer the new Acmeda 35mm system. This system is very neat with minimal light gaps, slimline bracket covers, spring assist and heavy duty tube option. Please remember that this is a small system and as such, has some limitations in sizing. While it is rated to 5.5kg and 6 squ metres, this is based on 450gsm and care needs to be taken when using blackout fabrics in regards to clearances. While the tube could go to about 2100 x 2800 (heavy duty), if using a blackout fabric, it would probably rub on the foot so please bear these things in mind.



## Fabulous new fabric range from Bricos

Bricos is an important supplier of fabrics in the decorator market and when they introduce a **'Designer Range'** it's sure to be of interest. We are pleased to offer this fabulous new range, **sample books are available** and all the fabrics fall into our Group 3. Sample books are available on request at a nominal cost.



## 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.

## New Child safety Laws

On 1st January 2001, a new standard for Child Safety regulations came into operation Australia wide. Basically no loops or possibility of loops within 1600mm of the floor. One interesting thought I have heard is that it will be legal to put a cleat at 1600mm and tie the chain off with that cleat as long as the chain doesn't hang down presumably. It's worth briefing your sales staff to always discuss the positioning of child safety devices with their clients at time of sale.

## New Trade Representative

We are pleased to announce that **Moussa Seecy** has joined us as trade representative to service our retailers and designers. Give Moussa a call and discuss how to best expand your Peter Meyer presence. Moussa has a lot of experience in this industry in both internal and external products having worked for the largest manufacturer and also ran his own business. Moussa is very enthusiastic and easy to talk to. We appreciate that this has been an area where we have not lived up to our own expectations of service to the trade so Moussa has come on board to address this.

Moussa's **mobile number** is **0409308108** and he will be delighted to hear from you.



## Vertiscreen Exterior Rollers

As an important add on to our range is our **new external range of drop down screens**. We are now realising the importance of stopping heat before it hits our windows and our external **Vertiscreens** are really starting to sell well. If you are in the window covering business, you can't afford to ignore this important aspect. See **page 33 of our pricelist** and please make sure it is the up to date version.



## Discontinued.

Please note that **Fusion white** will be deleted when current stock is sold

**Earth** from the **Chinois** range will be deleted when stock runs out.

**Mermet** are discontinuing some of their less common colours listed below:

Grey/Lotus  
Grey/Ultramarine  
Grey/Huntergreen  
Charcoal/Huntergreen  
Charcoal/Mandarin  
Charcoal/Sky  
White/Sable  
White/Grey  
White/Canary  
Pearl/Apricot  
Pearl/Lotus  
Pearl/Turquoise  
Pearl/Canary  
Pearl/Mandarin  
Pearl/Parrot  
Linen/Ultramarine

Please remove the above colours from your:

**Signature Collections, Cachet Ranges** and **Mermet 8505** sampling.



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



**Freecall 1800 254 631**