

Somfy Newsflash!

Somfy motorisation very affordable

We have updated our Somfy motor prices AGAIN, Sorry for the confusion but it needs to be done and it's worthwhile for you - as these prices show:

3/30 Mercure | Non RTS

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

3/30 Altus | RTS

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

We really do understand blind retailing

I started my career in blinds - as a retailer. I had a number of shops - and my retailing businesses spanned 15 years. So, I really know your side of the window covering industry.

What did I learn in my 15 years of blind retailing?

Most importantly, that good suppliers are worth their weight in gold to a good retailer. In fact without good suppliers, I wouldn't have had a business.

How often have we rung you to check a detail on your orders?

Had we not picked up the phone, could your order have been wrong?

A mistake or misunderstanding in an order costs you money & profit.

In the marketplace, we place a very high value on our service and our warranty.

We can give 3 years guarantee because we build quality that doesn't let you down.

How often do we get warranty claims? Very rarely.

We can say this because we have over twenty years experience as proof.

Remember our warranty is to you, and you pass it on to your customer.

My point is - that it's worth noting that there are companies who make all sorts of warranty offers but can they back them up? There are a lot who can't or won't.

As manufacturers, we are active members of the Blind Manufacturers Association of Australia (BMAA). It's just another way that we try to guarantee and improve our service and quality to you, our customers.



Peter Meyer



Somfy motorisation
now available from
\$299

somfy.

AUTOMATION
SPECIALIST

If you order more than two

motors, **we will automatically**

upgrade you to 4 channel controllers and work out how many you need.

Somfy will promote these prices so it's quite possible that your customer will be aware of them. **Your normal discounts will still apply with this new pricing.**

These are quite exceptional prices from the leader in quality motorisation

and we expect this new pricing will **boost your motor sales** considerably.

All motorised blinds leave factory pre programmed

We rack test EVERY blind that leaves our factory and we **now pre program our non rts motors to your drops and are happy to program RTS motors**

if you specify which channel on the controller you want them programmed to.

We can also assist your installer by phone to adjust the limits on the motors.

These are important points of difference for us.

Our new 60p brochure is now available

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 and we will post it to you.



New M Screen 8505 colour range launched !

We're proud to offer **17 new & exciting colours**, available in **4 widths up to 3.1m**

for large windows. New colours are made using up to three different coloured yarns, expanding the range to include colours with more depth and texture, providing a sunscreen with a softer appearance & also offering a wider spectrum of the highly sought after shades. Samples will be available shortly.



Freecall 1800 254 631



www.petermeyerblinds.com.au



Blinds
by Peter Meyer

Blinds by Peter Meyer | May 2011 Newsletter

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.



Ask the important questions

When a customer asks us about blinds, there are some helpful questions we ask to try to establish what they particularly need. Are these the questions you ask?

- 1) Do you need privacy?
- 2) Do you want blackout.
- 3) Do you want motorised.

Aside from a few issues like spring assist, texture and colour, these lead questions should get you most of what you need to know.

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.

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

Please note Monocontrol is only available in right hand configuration.

Updates & Discontinued

French Woven Timber: Chantilly the round reed woven timber with strong pattern stripe through it is no longer available. However, we've just landed a **new shipment** & have **all** other 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 currently to sourcing a replacement from Europe which will be even better. We will keep you informed.

Mermet 8505M: Discontinuing some less common colours listed:

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



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



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