



Newsletter

December 2010

Merry Christmas and a Happy New Year

It's that time of year again. As I write this we are closing off the book for 2010 production and looking to the work we need to perform in January. We reopen on the 5th.

On reflection, this has been an interesting year. Despite the best efforts of our politicians to destroy public confidence, we have managed to survive and the fiscal year has really been quite pleasing. A little sunshine would top it off nicely.

May I take this opportunity to thank our loyal customers and suppliers for their support this year. From all our staff, to everyone in your organisation, a happy, safe and prosperous new year. On a personal note, my son Simon has just become a father for the first time. A beautiful daughter called Georgie Eva Meyer.

Also as has now become a tradition, we will send a donation to the Exodus Foundation instead of Christmas cards to you individually. Exodus feeds Sydney's homeless and is a great organisation. I send the donation on behalf of all our customers.

Simon, Damien and I are off to Heimtex on the 7th January to see the latest trends in Europe. Watch this space.

We are convinced that quality is its own reward.

My office has a window and I look down into our factory. I see the attention to detail that my staff put into all our products. They really care about each and every blind. To improve this further we have appointed Jordan Turner to be our quality control manager. Jordan inspects every blind and we are already seeing further improvements. You are always welcome to visit us and inspect our facility. It will give you a better understanding of what we do and why. We are having a record year. I have to keep pinching myself but I'm more convinced than ever that it's because we produce a better product. Sometimes we are accused of being a little expensive. It's because if we have the choice of using cheaper and inferior materials we just don't do it. It's why we have a 3 year warranty on our products. I had a call from a customer (in this case not one of ours) who asked if we would carry out a repair for him. The company-and it's one of the biggest- will not repair products over 5 years old, and they offer a "Lifetime Warranty". Product broken....oh well, that must be its lifetime!

Did you know we sell these products?

Somfy Motorised Curtain tracks. Page 23 of the pricelist.
Chrome and brushed steel premium brackets. Page 5
Headbox and side channels. Page 5
Pelmets. Page 6
Side Wire Guides. Page 6

Brushed Aluminium pulls. Page 14.

Front Pelmets on Roman shades. +10% on blind price.

XL50 pleat update

We now have the monocontrols up and working and they work really well. XL50pleat has been a great success for us this 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 update.

Manual headrail 90mm x 40mm

Motorised and monocontrol 90mm x 90mm

Please note. Monocontrol is only available in right hand configuration

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 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.

Woven timber rollups

We have seen a sharp increase in demand now that we are able to produce rollup blinds again. This applies to our Ballauff French woven timber and also our Chinois Eclectic range. As we have published our prices as romans for the last few years, rollups are less 13%. Samples are available on request and these timeless blinds are a winner.

Important Technical Update

1) Our 45mm system can be crank operated. Why? Well let's say you have three blinds in a large door linked and you don't want any chains. Use a crank operation. Simple and no motor needed. Also if you can't get a lead for a motor to a large window, use a crank. Or you have a commercial application and don't want people playing with the chains.

2) In the next few months we will be upgrading our clutch systems. We will achieve smaller gaps and neater fittings. These changes will flow seamlessly onto products as they become available.

Cachet on Website

Cachet is now on our website. Photos of all the fabrics. We should also have an updated version of our 64 page brochure, a new order form and very soon a completely revised website as well. Please check it regularly. It's a great resource and we keep it up to date.

www.petermeyerblinds.com.au

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Simply 3% widths and details

Our new Simply 3% fabric for the Signature Collection has moved to Group 2 but some of its important technical specifications have also improved. It's now 3000mm in some more popular colours and 2500mm in all colour ways, Composition is 25% Polyester/75% PVC. It meets Ecospecifier, Oekotex 100 and Greenguard as well as being F/R and manufacturer guaranteed for 5 years. All solar properties available on request.

New Child safety laws

On 1st January the child safety laws that we operate under will change and become one law 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.

No custom painted basswood

Please note that we are no longer offering custom painted Basswood. Please remove this option from your pricelist. We still custom paint cedar of course.

Skylight with side channels can only use small base bar.

Please note that our headbox and side channel system is only available with our small designer base bar. The larger base bar doesn't fit the channels. The larger base bar is now standard on bottom up blinds for strength.

Mermet Screens price reduction.

Just a reminder about our permanent Mermet price reduction. We have been able to reduce our prices on our best selling screens substantially. 8505 has moved to [Group2](#) and 7510 moves to [Group1](#). Decoscreen moves to [Group2](#) also. So we now have a top quality screen in price [Group1](#) and our best selling screens in [Group2](#), a price reduction of between 10-20%. Our Simply 3% is also in [Group2](#). This will continue into next year.

Exterior rollers

Worth noting is that we now manufacture exterior rollscreens for the wholesale trade. These are easy to sell and install. Motorisation is available and these are a sure profit generator. Ask us for more details.

Back Romans with front pelmet

We have had really good acceptance from our clients about a new format we are offering for roman blinds. We are offering a front pelmet, similar to our woven timber

format. This makes for much easier operation especially in a reveal negating the need to reach behind the blind for the cord. This option is 10% extra. Why not consider a sample blind for your showroom.

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