



NEWSLETTER

November/December 2006

Updates

We are well and truly into our Christmas production rush. I called "time" at the 24th November. Shutters have already closed and painted timber Venetians are also now closed.

We will recommence production on the 8th January. All orders placed between 4th December and 22nd December for delivery in January will attract an extra 10% discount. This offer cannot be used in conjunction with any other offer.

New

The new ranges called Stamford, Mercury and Comet have exploded! These have been so well received that if you haven't got them, you are really missing out!

We have several new products still in the pipeline and these will be released as we complete sampling. Our new base bars are now options but please note that I am intending to make the new "slim" bar our standard in 2007. One of the major advantages, besides the look is the optional end caps that allow for side guides. I have included the picture again to remind you.

New Base bar



The base bar above is 25mm wide and has "curved" edges. The current round and the new "Studio" (square) base bar can fit and look good on every size blind.

New Sample Book

Simon Meyer is putting together our newest sample collection which will be the consummate collection of all our roller and roman fabrics. All our current screens, translucents, blockouts and textures plus many new fabrics. Over 200 different fabrics in total. I believe it's the best collection from any blind manufacturer in the market today. You will never need another sample book.

This will be available early in 2007.

New quote lay out

We will no longer include sizes on our quotes. I suppose the reasons are obvious. We provide Damien and Malcolm to do measures in Sydney, Kevin in Queensland etc. This expertise is ours and when our boys do a measure, it's correct and their advice is backed by years of experience. A few unscrupulous people have been taking advantage of our generosity. This ended when someone who shall remain nameless, sent Malcolm to Scotland Island (yes on the ferry) on the pretext of a confirmed job and then "changed their mind" after he had done the measure.

7505 fixed

Some time ago in a newsletter, I said that we were experiencing some problems with Sunscreen 7505. This is no longer the case. 7505 and 7510 are now performing and selling extremely well.

Rollup Woven Timber

Not everybody appreciates the natural beauty of woven timber and bamboo, but those of you who do, know that there is nothing that can create the ambiance of this unique material. Remember we now have three ranges, our original French woven timber, our unique and exclusive Chinois, and the new Woodweev range. Just a small point. We CAN make rollups.....but it's illegal to sell them in NSW, ACT, Queensland and WA and the fine is about \$20,000. On this basis we recommend romans, panelglides or curtains in this material. Just an update on this issue. I have written to the department of Fair Trading and the BMAA requesting some assistance with enforcement of this legislation. It's worth noting that if you choose to ignore this law, the legal consequences could be totally crippling. I have named several manufacturers that I know continue this practice.

Discontinued

We are discontinuing Fiz current immediately.

Also a reminder that that Pablo and Bellini in translucent only are not suitable for Simply Rollers.

Woodweev

We have samples of the new Woodweev range if you want them. To view the range please visit Woodweev.com.au

Website

Don't forget our website petermeyerblind.com.au and woodweev.com.au

What we do best.

We have based our success on quality and service and we do it well. It's stood us in good stead for many years. We also find the latest fabrics, technology and styles.

Also Please note:

Our price list is a retail price list (Showroom Price List) and is **not** your "wholesale" price. While the majority of your staff will already be aware of this, it is important that any new staff be made aware of this point therefore avoiding any over quoting and the potential loss of a sale. We have done our pricelist this way for the past 6 years but we still have the occasional client who misses this important point.

Why our value added rollscreens are better!

This section of our market is getting very competitive and some manufacturers still believe that cheap is best. We take the view that best is best.

Just a few quick points that distinguish our screen blinds from the opposition.

- 1) We ultrasonically cut our edges. This provides a better cut and seal. Our Ultrasonic table also squares fabrics to within 1mm. Almost all our roman blinds have side hems (and you thought everybody did?)
- 2) We use three different tube sizes to suit the blind size and at no extra charge. We just use what is best so no bowing blinds! Some manufactures don't know or don't care. This will come back to bite you in about 12 months.
- 3) We have the best technology for linking, spring assist and fully enclosed headbox.
- 4) We have all the technical specs and capabilities published on our website and now in our pricelist.
- 5) We can easily motorise after manufacture and provide advice on easy motorisation of our standard system.
- 6) When ordering double blinds on the same window we supply the double brackets at no extra charge.
- 7) When you sell cheap blinds you make less money and customers remember a good job much longer than a cheap price.

www.petermeyerblind.com.au

Make this the year you learn about motorisation

New South Wales, ACT & WA Phone: (02) 8762 1900 Fax: (02) 8762 1901 Victoria - Metro Phone: (03) 9736 1917 Fax: (03) 9737 0632
Victoria Country - Agent Phone: 0418 579 579 Fax: (03) 5831 2678 Tasmania - Agent Phone: 0407 877 285 Fax: (03) 6334 6133
Queensland - Agent Phone: (07) 3368 2338 Fax: (07) 3844 8415 South Australia - Agent Phone: (08) 8277 3081 Fax: (08) 8374 0024



NEWSLETTER

November/December 2006

8) All our blinds are rack tested and inspected before they leave our factory.

Thank You

Helen and I would like to take this opportunity to wish you and all your staff a merry Christmas and a happy new year. Thank you for all your support during the year.

www.petermeyerblind.com.au

Make this the year you learn about motorisation

New South Wales, ACT & WA Phone: (02) 8762 1900 Fax: (02) 8762 1901 **Victoria - Metro** Phone: (03) 9736 1917 Fax: (03) 9737 0632
Victoria Country - Agent Phone: 0418 579 579 Fax: (03) 5831 2678 **Tasmania – Agent** Phone: 0407 877 285 Fax: (03) 6334 6133
Queensland – Agent Phone: (07) 3368 2338 Fax: (07) 3844 8415 **South Australia – Agent** Phone: (08) 8277 3081 Fax: (08) 8374 0024