



NEWSLETTER

September/October 2006

Updates

It seems far too long since my last newsletter and there is so much happening and new. I'll try to keep it short and sweet.

We have two new ranges that are selling really well. Comet and Mercury (I call it one range) and Stamford. Both are available in Translucent and Blockout and Stamford is almost 2950mm wide while Comet and Mercury are 2500mm. We are trying to stock both of these winning fabrics. New Spring assist. We have introduced a new spring assist that is exceptional. It works so smoothly and does not require a special bracket. It is now our standard.

Somfy 40mm RTS motors are now available again after a few hiccups.

New Base bar



The base bar above is 25mm wide and has "curved" corners. It is so smart, I want to make it our standard base bar. I'd welcome any feedback. The other one below is 40mm wide and really only suits bigger blinds so it can't be our standard. The current round and the new "Studio" (square) base bar can fit and look good on every size and the reason I want to use it becomes obvious when you look at the next photo which shows headrail and base bar with provision for side wires to fit inside the base and then inside a side rail system.



Rollup Woven Timber

Not everybody understands the true beauty of woven timber, but those of you who do understand 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.

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

For Free

We have a limited number of our old spring assist that we will put into roll screens if you request it. This option was \$55 so it's a limited offer while our stock lasts.

Website

Don't forget our website petermeyerblind.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.

New Price List

We have reprinted our 2005 pricelist with some corrections and additional information. We haven't distributed this as such but if you want one, please let us know, preferably by email. There are no price increases, just some corrections and more technical information. We are trying to increase our use of emails and the Internet communications in general. If you are having a problem with this you are probably like me and remember when hardly anyone had fax machines, and some businesses still used telex! Our website is www.petermeyerblind.com.au and our email is sales@petermeyerblind.com.au. The pricelist is also available via email in PDF form if you wish. There is a lot more detail in the motorised area and special pricing on 40mm motors that you should look at. We can email just that page, which is an addition.

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.
- 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

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

American Express Survey

Thank you to those who took the trouble to reply to my question about American Express. The resounding answer was no. I was very surprised but it was actually almost 90% of you who said they didn't want Amex.

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