



# Newsletter

## September 2008

### **A very busy month.**

I only send newsletters when I have something to tell you and this one is full of new information. I strongly suggest you read this and pass it to your sales people as this is our main way of communicating updates and changes, and in this business, these are constant!

### **Signature Collection update.**

This will be a **regular feature** of every newsletter and will be an update reference for the Signature Collection. With over 200 fabrics, availability does change and I want you to know about it. If you have a Signature collection why not ask Simon for a free display blind. He's being very generous this month.

### **Fusion:**

White is very low stock but we are trying another source and should eventually have all colours in 2400 width. Also we are looking at two new colours but more of that later.

### **Screen Opulence:**

New Colour white. Samples will be sent to Signature Collection customers.

### **Mandalay:**

#### **Discontinued**

Nioka  
Vanda  
Kimba

#### **Replaced with**

Madagascar  
Macau  
Matangari  
Maui  
Molokai

**Please keep your books up to date.**

### **Signature Collection.**

**New stock is now available.** If you have ordered a book and haven't received it, or haven't heard from Simon, give him a call. These continue to be limited in availability and will be finite in total number but the customers who are using them are getting great results.

### **Roman blind upgrade.**

Our roman blind sales have taken a marked upswing. This is partly due to our new Signature Collection, new pricing and also the new optional aluminium back batten system which addresses the matter of pin holes in blackout blinds. This is an option you need to request as our hand sewn pockets are still very popular. If you want side hems AND aluminium back batten, we will need to surcharge 10%.

### **New Ballet pricing.**

There is a new ballet price page for your pricelist. I am attaching it to this newsletter so please print it and put it in your pricelist. Ballet is starting to sell well. Sampling is available.

### **Specify base bar on orders please.**

Please note that our standard basebar is our Designer Slim and unless you request differently, it's what we will use on your blinds.

### **New cutting table.**

We have installed and commissioned our newest cutting table this month. Its fantastic technology and the cut is excellent. We now have a choice of pressure or ultrasonic cutting and the edges are beautiful. The table incorporates our new light box and is really improving production.

### **For Sale.**

Our old crush cutting table is for sale. It is about 3 metres wide and 4 metres long and has an Asco crush cutter with three spare blades. If you know someone who may be interested, please pass them our name.

### **New Basswood range.**

We have a new Basswood sampling available. A really big new colour range and also some 63mm wide in several colours. 63mm slat will be 10% premium. Please email [sales@petermeyerblinds.com.au](mailto:sales@petermeyerblinds.com.au) for a new swatch.

### **New order form available.**

We have a newer emailable version of our order form available. It has updated choices for base bars, battens and fabrics. You can fill it in on screen and print it and fax or email it. Anything to make our lives easier.

### **I had a flash about why we are different. We produce your job, not just make some blinds. It does make a difference.**

Now bare with me here whilst I explain this. Our customers expect a level of service and professionalism that is rare in this industry. It starts with Malcolm, Damien, Graeme and Helen. These four are the best in this industry. True professionals and knowledge that is priceless. They know what can be done and how to do it. They have over 50 years serious experience between them.

When you place your own orders, you can be confident that Helen casts her eye over them and this very often prevents errors before they occur. This saves us all time and money.

### **Exterior.**

We are now offering the trade in Sydney a supply and installation service for Wareema exterior metal venetians, Aluxor folding arm awning and straight drop awnings. Our expert in this is the best in the business and very hands on.

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**Ph 1800 2546371**



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### **Fabrics availability and quality.**

My Signature Collection has proved to be an outstanding success. You love it and your customers love it. I'm sure you will appreciate that with over 200 fabrics we get the odd quality and supply issue. I can report that these are at an absolute minimum with around 95% of all fabrics available at any given time. We are very pleased with the response. Signature Collections are currently available.

### **90mm headrail with 120mm fascia as a standard pelmet.**

Due to many requests, we are now offering a full timber pelmet. I waited until I could confidently offer a pelmet that worked and made sense. I say a pelmet rather than a fascia because in this energy conscious times, the reduction in heat loss with a pelmet is staggering. You will have a choice of painted or lacquered cedar or fabric face and returns.

Pelmets will be \$80(retail) per metre, minimum 1 metre and returns will be \$15 pair. Fabric pelmets will have returns as standard and fabric will be attached with Velcro.



### **New swing tags.**

By now you will have seen our swing tags starting to appear on our blinds. These are dated for warranty purposes and give your clients a few very basic guidelines and identify our quality blinds. A great new initiative. One important matter is that child safety devices MUST be fitted by law. If they are not fitted it may void the warranty.

### **Bottom up blind.**

One of the things that is in the second edition of the pricelist but not in the first print is the MINIMUM width for bottom up blinds. This is around 800 although we can go narrower on shorter drops. We can also make fixed door panels using the bottom up fixing.

### **Motor upgrade prices.**

To upgrade an existing blind to 40mm RTS motor will cost \$800 (showroom) and \$600 non RTS. This pricing is not in the current pricelist. It also only applies to our system. We are getting a reasonable call for this service currently.

### **Thanks.**

Until next time, thanks for your time. I know how busy you can get so thanks for reading this. We value your feedback so please feel free to contact us at any time,

**Peter**

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