

## Can I tell you a quick story ?



We recently received a call from a lady whose interior blinds we'd done and she was really happy with us. We also quoted on her exterior awning (for her designer) but her body corporate deemed that she had to use a certain company and an awning that we chose not to supply. Now she has a problem and they just won't provide service or warranty. She rang us out of frustration. We will fix the problem but we'll have to make a small charge.

**Q:** Why am I so angry? **A:** There are too many companies in our industry who offer "lifetime warranties" or even 12 months warranties but just don't actually provide the service. We really value our reputation for service but of course it costs money to provide. There are companies out there whose whole modus operandi is that they claim to be cheaper than us. If you see their blinds you will know why. **We work so hard to provide a genuine service to our clients and a quality product - so that we can offer the warranty that we do. Now extended to 5 years.**

So, when I hear stories like this, it just makes me mad!

## Solare Teknica: Range of external blinds and awnings



We are about to release our **wholesale range of external screens & awnings** under the name **Solare Teknica** brand. The range will consist of 4 straight drop screens and 2 folding arm awnings. As usual we will provide excellent quality plus the service you need and the confidence and **margin**



to sell this outstanding range. We've chosen to **weld our fabrics** rather than sewing to achieve a superior finish and avoid pinholes

# Basics

By Peter Meyer

Best high quality fabrics, at an affordable price

## > Fabric of the month: Kaschgar

This month's "fabric of the month" is **Kaschgar**. This new very smart **2950 wide - room darkening** was first shown at Saturday in Design with very favourable comments. This silk look fabric sits in our **Group 2** and is a very smart looking cloth. It is currently **exclusive to Blinds by Peter Meyer** so if you want something new, different and smart, email Tamara for a sample on [tamara@petermeyerblinds.com.au](mailto:tamara@petermeyerblinds.com.au)



## > Basics. New range release

We have just released our new **Basics** range of blind fabrics. This smart range of **47 exclusive fabrics** is our new **entry level** of rollscreens. We have distilled all our knowledge and experience to present this domestic + commercial range to you and it has hit the ground running. Three of the ranges, California, Arizona Screen and Colorado are **Flame Retardant** to Australian Standards. If you want more information email [rhonda@petermeyerblinds.com.au](mailto:rhonda@petermeyerblinds.com.au).

**Sample books** are available at \$30 ea.

## Simon and I met Tony Blair

Simon and I had the very great honour to be invited by a supplier to meet and lunch with **Tony Blair**. What an awe inspiring man. Both Simon and I were really moved by what he said...his view on the world, particularly the Middle East, just made so much sense. These opportunities do not come along very often and as you can see we also took the photo opportunity!



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Blinds  
by Peter Meyer



## New Somfy controllers



Somfy have now released a 6 channel and a 16 channel remote control. Both are very stylish with enhanced functionality, programmable via easy-to-operate LCD screen interfaces. The **Telis 6 Chronis RTS** remote controls up to six individual or groups of products. With in-built timer function, owner presence can be easily simulated when users are away.

The **Telis 16 RTS** allows management of multiple motorised products for both domestic or commercial applications. Programming with the large LCD screen and uncomplicated navigation buttons is simple and easy.

## Our New 5 Year Warranty

From 1st July we have extended our standard warranty to **5 years**. We were one of the first companies to offer 3 year warranty and now we are again leading the way with 5 years.

## Fabric Ranges | Updates & Discontinued

### French Woven Timber: Discontinued weave

After 20 years we have decided to **discontinue 190 Champagne** from our French Woven Timber range. **All other French weaves are still available** and this range continues to sell well. It is the best woven timber on the market and provides an incomparable ambiance. It is definitely at the upper end of blind pricing but it is unique and, of course exclusive to us.

### Fusion: Sizes-important clarification

Please note there are some **discrepancies in the width** of the various Fusion fabrics. Can you please record this on your samples and price list?

**Fusion Bambu** fabrics are **2300mm wide**.

**Fusion Copper, Honey, Putty, Silverthread & White fabrics** are **2400mm wide**.

**Fusion Cream & Charcoal** are only available in **2100mm width**.

**Fusion White** Please note that is **low in stock** but is still available at present. We will also reweave it again shortly.

### Diamond ESP: New range of colours

We have a new range of colours in Diamond ESP. Diamond ESP is the fabric we **use and recommend for skylights and bottom up blinds**. The new colours are slightly different to the old colours. Please advise us if you would like a **new sample**.

## 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.

## More Green parts

Our 15mm base bar insert is now PVC free. As sustainable or recyclable components become available we just move over to it as part of our commitment to sustainability.

***The problems we face today are there because the people who work for a living are outnumbered by those who vote for a living.***

## MONTHLY TECHNICAL TIP: Motorisation

It's impossible to go past motorisation for this month's technical tip.

**1) A motorised blind in a 45mm tube looks exactly like a manual blind** except there is no chain. There is a small electrical cable extending from one end with an inline connector.

**2) RTS means "radio technology Somfy"**. It refers to the Somfy remote control system and **controllers come in 1,4 6 and 16 channel options** as well as a touch pad which will control a whole house.

## Somfy Sonesse 40 rts. Now the standard

The new Somfy Sonesse quiet motor is now our rts standard. We received the first consignment today. This is **a major improvement for your clients at no extra cost**.



## Grey brackets

Following several customer requests, we **have added 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.



[www.petermeyerblinds.com.au](http://www.petermeyerblinds.com.au)



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