



HAPPY NEW YEAR.

WELL WE ARE BACK AT WORK FOR ANOTHER YEAR AND READY TO GO! I THINK WE MANAGED TO SATISFY EVERYONE IN THE LEAD UP TO CHRISTMAS. IT'S A VERY DIFFICULT TIME OF YEAR AND I SINCERELY HOPE THAT WE MET ALL YOUR EXPECTATIONS. PLEASE ACCEPT MY APOLOGIES IF WE FAILED YOU IN ANY WAY. IT WAS NOT OUR INTENTION. MY STAFF PERFORMED BRILLIANTLY DURING DECEMBER PRODUCING OUR BEST MONTH EVER AND ALL IN 22 DAYS. THEY TRULY DESERVED THEIR HOLIDAYS.

JANUARY SPECIALS

I HAVE DECIDED TO OFFER SOME JANUARY SPECIALS FOR YOU TO GET THE YEAR OFF TO A GREAT START. SOME CONDITIONS WILL APPLY BUT I THINK YOU WILL SEE THAT THESE ARE VERY GOOD SPECIALS.

- 1) AN EXTRA 10% OFF 8505 ROLLSCREENS FOR ORDERS OF MORE THAN 5 BLINDS IN ONE COLOUR. IF IT'S 10 BLINDS OR MORE, TAKE ANOTHER 10%.
- 2) BALLAUFF WOVEN TIMBER ROMANS AT ROLLUP PRICES. WE WILL MAKE YOUR ROMANS IN FRENCH WOVEN TIMBER AT ROLLUP PRICE FOR ALL OF JANUARY. THIS INCLUDES CUSTOM PAINTED. SORRY ROLLUPS WILL BE THE SAME PRICE.
- 3) NO 10% SURCHARGE ON PREMIUM FABRICS FOR SIMPLY ROMANS AND ROLLERS FOR ALL OF JANUARY FOR ALL FABRICS IN STOCK.
- 4) FREE DOUBLE BRACKETS. USE ONE BLIND IN FRONT OF THE OTHER AND GET THE BRACKETS AT NO EXTRA CHARGE.
- 5) PLUS PAY YOUR NORMAL JANUARY INVOICES IN 7 DAYS AND RECEIVE AN EXTRA 5% PROMPT PAYMENT DISCOUNT. **THIS CANNOT BE USED IN CONJUNCTION WITH OTHER JANUARY SPECIALS PLEASE.**
- 6) 10% OFF GREENWOOD FOR 3 BLINDS AND TAKE ANOTHER 10% FOR 5 BLINDS OR MORE

THE CONDITIONS ARE AS FOLLOWS:

- 1) YOUR 30 DAY ACCOUNT IS UP TO DATE. (THIS MEANS YOUR NOVEMBER INVOICES WILL HAVE BEEN PAID BY 15TH JANUARY)
- 2) NOT TO BE USED IN CONJUNCTION WITH ANY OTHER OFFER
- 3) ONLY VALID FOR ORDERS PLACED AFTER 15TH DECEMBER AND BEFORE 31ST JANUARY.

NEW PRICE LIST.

THE NEW PRICELIST WILL BE ISSUED IN JANUARY AND WILL BE CURRENT FROM 1ST FEBRUARY.

TIMBER VENETIANS.

I AM ABOUT TO SUCUMB TO THE 3.2MM IN 46MM BLADE. THE UNFORTUNATE FACT IS THAT NOT ENOUGH PEOPLE APPRECIATE THE QUALITY OF THE 4.2MM BLADES IN 46MM AND IT IS BECOMING INCREASINGLY DIFFICULT TO SOURCE THE THICKER BLADES FROM THE MILLS. 60MM WILL REMAIN AT 4.2MM. 3.2MM IN 46MM WILL BE 10% OF OUR CURRENT PRICES WHEN WE START THIS.

MIRABELLA

MIRABELLA IS NOW IN STOCK AND IS PRICED IN THE NEW PRICELIST. I SENT YOU A CUTTING IN YOUR LAST NEWSLETTER SO IF YOU HAVEN'T ORDERED A SAMPLE BOOK, DO IT NOW. THEY ARE \$40 EA EXCEPT FOR A GRADE KIT OWNERS WHO WILL RECEIVE IT FREE.

ADVERTISING.

I'M SURE YOU KNOW THAT WE SPEND A LOT OF MONEY ON ADVERTISING AND WE PASS THESE LEADS TO OUR LOYAL CUSTOMERS. WE DON'T CHARGE FOR THIS SERVICE BUT WE DO FAVOUR OUR REGULAR CLIENTS.

NEWSLETTER

January 2005

WE ARE ABOUT TO LIST PREFERRED SUPPLIERS ON OUR WEBSITE. WE CAN ONLY LIST CUSTOMERS WHO HAVE ALL OUR SAMPLES AND A DISPLAY OF OUR BLINDS.

NEW SPACING ON STONE AND WINTERGRASS.

As we promised earlier, we have revised the spacing on Stone, Wintergrass (both now in stock). These popular weaves can now be made as conventional romans, ie they can have a front pelmet and the fabric down the back. We are starting to not put bottom flaps on Wintergrass and Stone because of the weight of the fabric and we are suggesting that you avoid blinds over about 4 square metres as this fabric is really heavy.

CHINOIS REED.

THIS POPULAR WEAVE WILL BE AVAILABLE AGAIN AS YOU GET THIS NEWSLETTER. IT IS EVER SO SLIGHTLY DIFFERENT SO ASK FOR AN UPDATED SAMPLE PLEASE. ALSO NOTE THAT IT WILL ONLY BE AVAILABLE IN 2500MM WIDTH.

NEW SCREEN RANGE.

WE ARE CURRENTLY REPLACING MERMET 4105 WITH MERMET 8505. SAME FABRIC, NEW NUMBER PLUS 32 COLOURS, SOME OLD, MANY NEW. THERE WILL ALSO BE NEW FLOCKE SAMPLE AND NEW FABRICS CALLED FIZ AND OBION WHICH ARE ECONOMICAL, SIMPLE TRANSLUCENT FABRIC. FIZ HAS NO BACKING AND OBION IS A ONE PASS, SO IT'S A DIMOUT. FIZ WILL BE PRICED IN GROUP 1 ROLLSCREEN AND OBION WILL BE GROUP 2. IF YOU HAVEN'T RECEIVED THESE OR REQUIRE MORE SAMPLES PLEASE CALL US.

NEW FABRICS

WE HAVE SOME NEW GRASSWEAVES THAT ARE VERY DIFFERENT TO ANYTHING YOU HAVE SEEN BEFORE. THERE WILL BE A NEW RANGE IS CALLED URBAN WEAVES AND WILL BE PRICED IN THE NEW PRICELIST. RELEASE WILL BE IN THE NEW YEAR. ALSO CURRENTLY SHEERWEAVE 5000 IS CAUSING A LOT OF INTEREST SO BE SURE YOU HAVE A SAMPLE.

ACCOUNTS AND DISCOUNTS

IF YOU HAVEN'T USED YOUR ACCOUNT FOR 12 MONTHS, PLEASE DON'T ASSUME THAT YOU STILL HAVE ONE, OR THAT YOUR DISCOUNT REMAINS THE SAME. OUR LOYAL CUSTOMERS RECEIVE MANY BENEFITS INCLUDING A NO QUESTIONS ASKED REPAIR OR REPLACEMENT SYSTEM, BUT WE ARE CLEARLY LOOKING TO ADD MORE BENEFITS TO OUR PRODUCTS FOR OUR LOYAL CUSTOMERS. WE WORK REALLY HARD TO PRODUCE A TOP QUALITY PRODUCT AND WE VALUE ALL OUR LOYAL CUSTOMERS HIGHLY.

CHEAP "SUNSCREENS"

OUR MARKET IS BEING DELUGED WITH CHEAP IMPORTED POLYESTER SCREENS. THESE ARE GENERALLY SOLD IN DIRECT COMPETITION TO MERMET OR HELIOSCREEN OR HUNTER DOUGLAS SUNSCREEN THAT HAVE A FIBREGLASS CORE. THEIR ONE CLAIM TO FAME IS THAT THEY ARE CHEAPER! MAYBE YOU DIDN'T NOTICE THAT THE MECHANISM WAS ALSO CHEAPER OR THAT NO ONE ACTUALLY COULD PRODUCE THE THERMAL RATING FIGURES. OR THAT THE TUBE WAS STEEL INSTEAD OF ALUMINIUM. REMEMBER THAT IF IT SEEMS TOO GOOD TO BE TRUE, IT USUALLY IS. WE CONSTANTLY STRIVE TO IMPROVE OUR QUALITY AND WE CANNOT ACHIEVE THIS USING LESSER FABRICS.

OUR INDUSTRY

ITS EXCITING TIMES IN THE BLIND INDUSTRY. NEW FABRICS, NEW SYSTEMS AND BETTER QUALITY. THE BLIND INDUSTRY IS GROWING AT THE EXPENSE OF CURTAINS IN MANY INSTANCES. WE ARE REALLY PLEASED TO BE AT THE FOREFRONT OF THIS REVOLUTION.

WEBSITE

I'M ALWAYS UPDATING OUR WEBSITE. YOU SHOULD KEEP AN EYE ON IT. IT'S A GREAT SOURCE OF INFORMATION AND I TEND TO POST PHOTOS THERE BEFORE ANYWHERE ELSE SO IT WILL KEEP YOU FULLY UP TO DATE. WE HAVE JUST POSTED A LOT OF NEW PANEL GLIDE AND SCREEN PHOTOS.

Make this the year you learn about motorisation