



# NEWSLETTER

## December/January 2005/6

### Christmas close off dates.

By the time you receive this, we will have closed for pre Christmas delivery but we will recommence production early January, so keep selling. Orders placed during December will be despatched by about 20<sup>th</sup> January. May I take this opportunity to wish you all a very good Christmas and a happy, healthy and profitable New Year. This year has been interesting to say the least, and I really believe next year will see much stronger business. We are here to help you make it happen.

### New Queensland Rep.

We are very pleased to welcome Kevin Bahlmann on board as our Queensland representative. Kevin is extremely well known in both NSW and Queensland, and an old mate of mine. He is also one of the most knowledgeable people in the blind industry. Our Queensland phone and remain the same and our new fax number is 0733412522. Kevin's mobile is 0417759421. May I also take this opportunity to thank John Peterson for the fine job he did for the past four years.

### New Price List

We are reprinting our 2005 pricelist with some corrections and additional information. We won't distribute this as such but if you feel you want one, please let us know, preferably by email. There are no price increases as such, 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](http://www.petermeyerblind.com.au) and our email is [sales@petermeyerblind.com.au](mailto: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 vital 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.
- 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.
- 8) All our blinds are rack tested and inspected before they leave our factory.

### Urban Weave, 5<sup>th</sup> Avenue, Mirabella and Sheer 5000.

These new ranges are also being well accepted and used. You can see them on our website which has been updated recently. If you haven't looked at it lately, it's worth a visit and especially the updated technical data. Samples are available on request.

**Special Finished.** Our Mermet 7505/10 special is on hold until the New Year as we will be too busy to offer this during the Christmas period. At this stage we intend to offer it again in January.

### E-Mails

We are updating our customer database all the time and wish to be able to contact our customers quickly and effectively by E-Mail. Please send your details to [reception@petermeyerblind.com.au](mailto:reception@petermeyerblind.com.au)

**NOTE: Somfy 40MM RTS WILL BE AVAILABLE FROM JANUARY 2006 (subject to confirmation).**

**[www.petermeyerblind.com.au](http://www.petermeyerblind.com.au)**

**Make this the year you learn about motorisation**

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