



NEWSLETTER

October 2003

THE TIME OF THE YEAR.

Is it that time of the year already? We need to be thinking of cut off dates, shut down periods etc. My best guess is this. We will cut off for pre xmas delivery for most products about 1/12. The exception will probably be Custom Painted Timber Venetians and possibly Simply Romans which may shut off a little earlier. We will close the factory on the 22nd or 23rd and reopen on 5th January.

WE REBUILT THE FACTORY

Four weeks ago we undertook a total reorganisation of the factory with the aim of streamlining our production. This has been an outstanding success with a 20% gain in productivity and quality gains as a bonus. We have built a movable sewing table to improve our Simply Roman production. This achieved two things, the most significant being a better sewn line, so less puckering, which is an acceptable feature of roman blinds, but something we work to minimise. We hope you like the improvements.

PRODUCT UPDATE

SCREEN.

we have some very exciting new products for you this month. How about a proper spring assist in 32 and 48mm. and a blackout fabric 2400 wide, and a take up system that allows up to 3 to 4 blinds to operate on one chain roller mechanism. And we now offer a double bracket at no extra charge, although you will have to pay for two blinds. Let me explain a little more. As a manufacturer, we see and test many components. We constantly battle with ever increasing window sizes that clients don't always want to motorise. To this end we introduced a 50mm tube. This has proved very successful. We have had a spring assisted operation this year, and while it has only been \$40 retail, it really wasn't what I wanted it to be. We have now found a system that delivers the quality we expect, at a reasonable price. In fact, on preliminary costings, up to 2000 x 2500 will still be about \$40, although the larger system will be a little more expensive and the 48mm tube will replace our current 50mm. The wider blackout fabric is also very useful and also comes in great colours.

CHINOIS.

We have replaced Forest with a better version of the weave. Please advise Mary if you would like a new sample, although we will post these to most clients automatically.

SIMPLY ROMANS AND ROLLERS.

Sample books are still an issue but I am assured that they will be available by end October.

SHOWROOMS

We have just opened our showroom in Melbourne at **32 Queens Ave, Hawthorn East**. It is open Monday, Wednesday and Friday or by appointment with Glenn. This means we have showrooms in Sydney, Melbourne, Brisbane, Perth, Adelaide, Auckland, Wellington and Christchurch.

IT'S WORTH A FEW MOMENTS.

We don't do a newsletter every month, but when we do, it contains important information and it's our main way of communicating product changes, updates and information. Back copies are available on request and we repeat important things often, but you do need to pass each newsletter to all your staff so that they can keep up to date with what we are doing.

SHANGRI-LA SPECIAL EXTENDED.

Shangri-la is reduced by 10% until further notice. The improvement in the \$A to the \$US has helped with this pricing. Remember to mention this newsletter.

PRODUCT INFORMATION

TIMBER VENETIAN.

We are currently re sampling our timber venetian range. Included in the new range will be three standard paint colours as well as standard oils, stains and lacquers. These will be released soon and will automatically be sent to "A" grade clients.

SCREENS.

Our range of screens is second to none. We have Screens, transluents and Blockouts in a large colour range. We are also motorisation specialists and can supply all your needs in this area.

WOVEN TIMBER.

We have introduced two new finishes in our french woven timber range. We have also discontinued some weaves. Please check that you have the new samples and contact us if you have any questions.

BASSWOOD & GREENWOOD.

We have reduced the colours in our Basswood range. Please delete Greenwash, Greywash, Pinkwash, Bluewash and Limewash. **Also we are reducing the basswood & greenwood price by 10% until further notice.**

CONTINUOUS CHAIN SYSTEM

We are in changing this system to an enclosed headbox style. The headbox measures 30mm x50mm and will come premounted on a timber headrail.

WEBSITE

Our Website update is finished, so if you haven't visited lately, now would be a good time. I would welcome any feedback. We currently receive about 20 brochure requests a week from the Website.

PROMPT PAYMENT DISCOUNT.

We are pleased to accept credit card payment for account Customers and we do not intend to surcharge these transactions.....but we cannot extend this to include prompt payment discount. Our only condition is that the account must be paid within our normal terms.

Make this the year you learn about motorisation