

# Reading Between The Blinds



# Sunteca

Dear Business Partner,

Welcome to the first edition of our newsletter "Reading Between The Blinds". Communication is a very important pillar in today's

business environment and we look forward to keeping you our customers informed of the latest trends, products and developments within Sunteca.

We are sure you will agree, the year 2013 has brought many challenges to our industry. As we know, "if there is one constant in business it is change," and we congratulate all our customers for your commitment to your business and our industry which has been well documented as being the toughest for many years. The Sunteca Team would like to thank you for your continued support over the last year. We look forward to a very successful year ahead and assure you of the best service and quality products in 2014.

We take this opportunity to wish you and your families all the very best over the festive season and a prosperous, happy and safe New Year.

## Production Christmas Closure:

As in the past years, production does not have a cut off date before Christmas - "If you can install it, we will make it!"

The factory will operate with a skeleton staff over the Christmas break closing down for public holidays.

## Office Christmas Closure:

Closing: 24 December 2013

Reopening: 6 January 2014



## Sunteca Product Brochures

Sunteca product brochures are now available for download via [www.sunteca.com.au](http://www.sunteca.com.au). We hope this will assist you, our Sunteca agents to promote and sell more Sunteca products as these flyers contain many of the features and benefits of our blinds, shutters and outdoor products.

If you would like more details on these flyers please feel free to contact your Sunteca representative or visit our website.

## Individual fabric swatching coming soon!

Have you ever had a builder or architect that you'd like to leave a lasting impression with?

We currently have in production A5 fabric swatching which will allow you to present individual ranges. Simply stamp or print your details on the back of the swatch so they know where to find you!



It's all about balance!

Unlike other wholesalers, at Sunteca we balance every roller blind before it is despatched to ensure they roll up smoothly with minimal tracking to the left or right. However if the brackets have been installed slightly off level, tracking can occur once installed, especially for blinds with a longer drop to width ratio.

To overcome this issue roll down the blind and apply a piece of masking tape to the exposed aluminium tube at the end the blind opposite of the end where the fabric is drifting towards. Then roll it up and check if it's rolling straight. More tape can be added or removed to fine tune the balance of the blind.

Sunteca website relaunch... [www.sunteca.com.au](http://www.sunteca.com.au)



## Plantation Timber Shutters

It is the quality, variety, precision, the finish and attention to detail that results in Sunteca's custom made shutters being so far ahead of the competitors. They really are superior. Sunteca Plantation Timber Shutters come in four distinct ranges so there will be one to suit your home and budget. All available with the Easy Tilt option which has no visible control.

To increase your sales on this wonderful product - Sunteca has now got the Lifestyle Shutters sample bag for sale. If you are interested in purchasing one of these brilliantly designed and professionally set out sample bags please contact your Sunteca representative today!

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