

Warps & Weaves



Committed to a tradition of quality and service.

The **BEST** Sunscreen Available

Make no mistake... our Screen Trend® 2x1 Weave Sunscreen blind fabric is the best available at this time in the Australian Window Covering marketplace.

It's a big statement we know, and we're prepared to back it!

To prove it, there are SIX important technical issues you should know about - we'll get to the aesthetic qualities a little later:

1. **3% Openness Factor:** Screen Trend® has reset the previous 5% benchmark by delivering 3% openness. While to the naked eye a 2% difference appears negligible, as rooms still enjoy see-through light filtering qualities, in terms of environmental impact for reducing glare, fade and heat, it's significant.
2. **Globally Rated for Quality:** Screen Trend® has the Oekotex Standard 100 Certification rating for harmful substances.
3. **Outstanding Fire Retardant Qualities:** Screen Trend® has rated highly on the rigorous AWTA Fire Retardant testing. The tests comply with the AS/NZS 1530.3-1999 quality standards and confirm that this amazing product has outstanding fire retardant qualities making it suitable for both commercial and residential application.
4. **Exceptional Flaw Ratio:** Without exception, Screen Trend® has a lower flaw ratio than any other Sunscreen currently being sold in Australia. For you, that means less wastage and therefore less cost.



5. **Heavier Weight:** If the others want to take us on, they'll have to fight outside their weight-range, because Screen Trend® is heavier than any of our major competitors. The benefits of this alone are enormous: better lay flat qualities and easier handling as it's firm not limp, and it won't cling to your cutting table.
6. **No Tuning Needed:** Screen Trend® will rarely, if ever, need tuning and this is the result of the super smooth and consistent manner in which the PVC coating has been applied to the yarn.

And while it's not a technical feature, there is one thing that is VERY important for you to know: SIX of the ten Screen Trend® colours are now available in a 3.0m width.

Why is this so important? Being a 2x1 weave, railroading just won't work as the weave will not present as it should. Screen Trend® is now available in both 2.5m and **3.0m** widths to provide the manufacturing flexibility you need.

And did we mention that we're so confident about the performance of this product, that we're offering a **5 Year Warranty**?

"In regards to the recent Hotel project we have been working on, the factory was most impressed with your ScreenTrend®. It rolled up straight the first time, did not ripple, track or pucker.

The 3% Openness factor provides excellent solar optical control and we have found your ScreenTrend® to be one of the best Sunscreen products we have worked with.

I would have no hesitation in recommending it to any other interior designer, retailer or manufacturer".

*Christine Bull, Inner Concepts Design Studio
Howick, Auckland, New Zealand*

Designer Appeal

Welcome



We make a conscious effort to listen...in fact, we think it's our ability to really listen that is creating a

discernable difference in the relationships we have with our customers and the quality of our ever-developing product range.

For us, feedback is everything. And we're happy to hear what you have to say – the good as well as the bad, because this type of information, which often comes straight from the manufacturer's cutting table, is what allows us to develop and improve our product ranges and equipment.

In this newsletter, you'll read about the many occasions when your feedback has provided an invaluable contribution to the way we do things – see page 3 where you'll read about our Roman Ezy® Tooling system, which has been further developed thanks to your comments.

Your feedback has also influenced the colours we select and how our suppliers manufacture our products ...again, in this edition you'll read about changes brought about by you.

In the armed forces they call this type of information, intelligence. We agree that listening is one of the most intelligent things we do.

Yours sincerely,

Director – Sales, Marketing and Export



When it comes to presentation... Screen Trend® is a 'designer' product.

There are ten fashion colours of which the six most popular are available both as 2.5m and 3.0m widths.

The 2x1 weave delivers a subtle colour combination with light reflection qualities that lifts the window presentation. While the heavier nature of the blind fabric translates to a firmer, sharper construction that simply oozes quality.

Screen Trend® really is the BEST Sunscreen product available to you in the market today. For more information and to order samples, please give us a call or go to

www.bricosgroup.com.au to see our product data sheet.

"We have chosen Screen Trend® as our core internal Sunscreen range, as the general performance of this product is outstanding. Our clientele are primarily interior designers who look for modern colours, functionality and solar optical control for their clients. The Screen Trend® range offers all of these solutions. With the introduction of the 3.0 metre width, the range has just become substantially more appealing, as this will cater for a wider range of window sizes!"

*Cathy Gilligan
Owner - Gilligans Blinds
Melbourne, Australia*

Glamour Blinds

Roma-Line® and Roman Ezy™ are the perfect partners delivering beautiful Roman Blinds using decadent fabrics including silk, taffeta and general drapery fabrics.

Silk is not generally recommended for Roman Blinds, at least not by itself.

However, when you lay it over Roma-Line® it instantly increases the possibilities. As a combined entity, Roma-Line® backed Silk is firmer and heavier. Roma-Line® also provides excellent lay flat qualities and capacity to hold a crisp fold.

Using the Roman Ezy™ extrusion system to assemble the blind has numerous advantages: it's lightweight; has a neat appearance especially with colour coordinated extrusion End Caps and



importantly, there's no stitching.

The result is a glamour Blind which hangs beautifully, pulls up neatly and has block-out qualities making it ideal for bedrooms thanks to Roma-Line's Blockout coating and the absence of stitching holes.

As you can see, when it comes to creating glamour blinds, Roma-Line® and Roman Ezy™ really are perfect partners.

JUST LININGS Quality + Affordability

When we talk to our customers about Curtain Lining, the feedback is always very positive. However, we regularly hear one very puzzling comment, and it goes like this...

"Your quality is great and we always use it on upmarket jobs."

This begs the question, what's being used on entry level and medium price point window coverings?

We're delighted that you value our Curtain Lining products, but it's important to recognise that in this case, top quality is affordable.

Our quality + affordability equation allows you to set yourself apart from your competition as you are able to offer your most budget conscious clients a superior product and that will surely = more customers.

Curtain Lining High Flyers

Interlining – it's all about opulence. **Bumph** gives drapery the X-factor which makes it hang beautifully. But it also has very practical properties as it delivers sound insulation and climate control for cold winters as well as hot summers.

Fireban Pass 3 - even though it has outstanding fire retardant qualities what sets our Fireban Pass 3 Lining apart is that it retains it's soft and luxurious fall while providing total blackout. Pricing is also super competitive.

Roma-Line® - It's a Roman Blind Lining but also an entry point Roller and Roman Blind

face fabric. For those on a strict budget it delivers on price. But like a blank canvas it is also an opportunity to build a window covering masterpiece by overlaying it with beautiful side curtains when money allows for additional decorative details.

UPF Rating - to our knowledge we're still the only organisation in the world to achieve an Ultraviolet Protection Factor rating on our entire Just Linings Range. An important quality as we become more conscious of the seriousness of continuing environmental changes.

NEW Roman Ezy™ Tool

Thanks to some great feedback, our Roman Ezy™ Spline Insertion Tool has been developed even further.

This tool has already proved a winner with Roman Blind manufacturers, saving time on what can be a fiddly process.

While our current model tool is doing a great job, we've now enhanced the design to provide a continuous guide across the entire length of the tool. The result is a smoother run-through on all fabrics, including heavily textured Blind fabrics which tend to grab when using the previous model.



Roman Ezy™ Spline Insertion Tool now with continuous guide.

Our Roman Ezy™ Spline Insertion tool holds Coil or Rigid Spline securely while guiding it through the Extrusion batten. Made from polished steel with an ergonomic handle it costs \$140 and may be ordered directly from The Bricos Group.

LOOK!

Our Curtain Lining range is huge, the most expansive available providing options for every situation:

Sungard Sateen Cotton (140cm & 270cm)

Premium Twill Cotton (150cm);

Meridian Poly Cotton (240cm);

Quiltbacking Poly Cotton (160cm);

Soft-Line 100% Polyester (150cm)

Vista Supreme 100% Polyester (250cm & 300cm);

Vista Plus 3 Pass 100% Polyester (140cm & 280cm);

Insulsuede 1 Pass Suede Coated (137cm, 150cm & 240cm);

Insulsuede 2 Pass Suede Coated (137cm);

Insulsuede 3 Pass Suede Coated (137cm, 150cm, 240cm & 280cm);

Roma-Line® Blockout (250cm);

Fireban Inherent Translucent (137cm);

Fireban Inherent Room Darkening (150cm);

Fireban 3 Pass Suede Coated (137cm & 150cm);

Bumph Standard (137cm);

Bumph Superior (137cm);

Bumph Deluxe (137cm)

Details Count

Have you ever noticed how the smallest details can often create the biggest impact?

Paying attention to the little things is important and that's why we've expanded our Roman Ezy™ product range to include **Clear** coloured End Caps. End caps are now available in White, Black, Silver, Beige and NEW Clear.



Kiribati - Designer Style

If there has ever been a product range that our customers consistently praise, it's Kiribati.

Available in Translucent and Privacy Coated, it's a highly textured fabric which is perfect for Roller, Roman and Panel Glide Blinds in 9 stunning colours. Six are Translucent and the additional three colours have a Privacy Coating.

Jason Graham from Blockout Blinds, Bayswater Victoria has been in the window covering industry for 12 years, and he's a big fan of Kiribati. And, while he says it's difficult to put a number on it, around one in five of his clients choose the designer styling of Kiribati.

"I think it's the depth of texture that makes it so popular. It's modern and it stands out and this really appeals to my higher end clients who are looking for something out of the ordinary," Jason said.



Most of Jason's clients use Kiribati for Roman Blinds which are constructed using the Roman-Ezy Extrusion® system which also adds to the modern styling.

"My clients particularly enjoy darker, more contrasting Kiribati colours and the inconsistent weave adds something extra to the designer styling," he said.

Sienna - Better and BETTER!



Who would have thought such a simple adjustment could deliver such significant benefits.

By reformulating the clear stiffening coating applied to the surface of our Sienna Fabric range,

the handling and rolling factors have been significantly enhanced.

Sienna Blind fabrics are among our best selling ranges offering two Translucent and 12 Blockout colours.

Subtly textured and available in a generous 280cm width.

The Sienna colour range is still considered by many retailers and designers to be the best on the market. The earthy tones of Almond, Balsa and Linen have proven to be favourites!

For more information please contact your Bricos Sales Consultant or our Customer Service Department on 1800 677477.

Newport Blind Fabric®

An Elegant Performer

Elegant, subtly textured and it's a performer too. The manufacturers of the Newport Blind Fabric® range have very thoughtfully ensured that of the 12 fabulous colours available, four double as Translucent AND Block out.

Not only does this create opportunity for a seamless transition from living areas (translucent) to block out zones (bedrooms

and home theatres), same-colour transluents and block-outs open up greater possibilities for dual Roller Blind applications.

100% Polyester and 2.5m wide, Newport Blind Fabric® is durable, stable and what's more, all Translucent options have a Fire Retardant rating! The Newport Blind Fabric collection is also pitched at an outstanding price point!

At your Service

We've been involved in the Window Covering Industry for nearly 40 years, and while we pride ourselves on supplying some of the best Window Covering Fabrics and Curtain Linings on the market, we've also developed quality support services for our customers.

Indeed, when compared to industry standards, our Bricos Group customers enjoy a higher level of service than is normally available. Below are some of the products and services available to you as a valued Bricos Group customer.

- Cut Length Service
- Skins Service
- Full Rolls
- Curtain Linings
- Fire Retardant Curtain Linings
- Bumph Interlining

- Roman Ezy™ Extrusion systems
- Roman Ezy™ Accessories
- Roman Ezy™ Tools
- Roman Ezy™ Assembly Machine

- Sunscreens
- Commercial & Domestic Ranges

- Sampling
- Website – 24/7 Online Data Sheets
- Point of Sale Retail brochure stands
- In Store displays

P.S.

Please find enclosed our new corporate brochure. It provides a snapshot of where we are now, our values and the goals we have set as we interact in a global marketplace. It also outlines our commitment to quality and our customer service philosophy. You'll also notice a whole new styling, as reflected here in this new-look newsletter.



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 JUST LININGS

Art for
WINDOWS

 Vision
SHADES

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