



Positive and Confident at

With around 60,000 specialist visitors from all continents and 750 highly satisfied exhibitors, R+T 2009, the leading trade fair for roller shutters, doors/gates and sun protection, came to an end on Saturday 14 Feb after five days of business in Stuttgart.

At the last R+T event in February 2006, there were 545 exhibitors and 54,117 visitors present. The percentage of international exhibitors climbed in 2009 from 60 to 65%; the percentage of international visitors from 46 to 50%.

The new Stuttgart Trade Fair Centre, with its excellent location and infrastructure, easy accessibility and high quality architecture, all on over 100,000 square metres of space, received the highest accolade from both exhibitors and visitors.

Wolfgang Cossmann, President of the Federal Association for Manufacturers of Roller Shutters and Sun Protection, had the following to say: "It was magnificent. A massive leap forward has been taken with the new trade fair grounds. The entire industry is well prepared for the future with a high level of innovation, despite the current economic crisis."

Most exhibitors we spoke to were very encouraged. David Robinson of Louvolite commented

"R+T 2009 provided us with the ideal platform to present our products to an international and very interested public. Many customers came with firm intentions of purchasing and the reception on the first day was immense after what could only be termed a cautious start."

There were a considerable number of new products and developments of existing products on show, demonstrating the continued ability of this industry to innovate and retain its resilience.

Many companies were extremely keen to show their green credentials through either the sourcing of products or innovation for energy saving. The proliferation of screen fabric with all kinds of properties was a most evident development

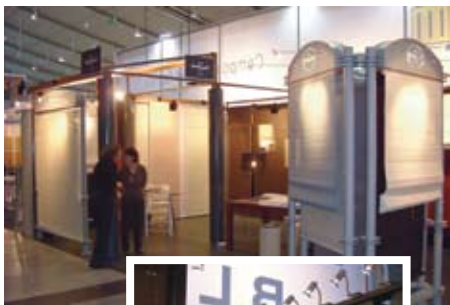
This can only be good and can only give rise to the belief that when times return to normal there is an even greater new potential for what our industry has to offer.



Blocker-Cosiflor

Presented the new Magic Moments pleated fabrics range which has now been extended to 34 colours, especially selected for the UK. Cosiflor's continuous improvements to its mechanisms were also strongly evident. Two new machines for complete automation of production are now available which can save up to 30% in manufacturing times.

R+T 2009



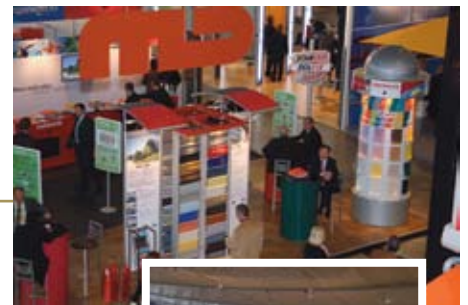
Ballauff

Two new ranges introduced with an emphasis on grey hues. An interesting decorative element is the inclusion of head and bottom rails in stainless steel, which compliment the pinoleums perfectly.



RollEase

With safety requirements paramount RollEase have introduced a new tensioning device for cord control, which makes the shade inoperable if the tensioning device is not fitted properly.



Ferrari/Miltons

Important developments are a low emissive fabric for increased energy control, an anti-static and anti-bacterial fabric. There is also a 1% openness fabric in the Solis 99 range and a new dim-out material.

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RA Irwin

Launched a new comprehensive range of quality digitally printed fabrics with a library of over 50 designs. They have also added to their successful Rainforest Range of natural look fabrics. A new soft finish fabric suitable for Romans is also now available.



MechoShade

Again demonstrated its innovative range of systems for shading in commercial buildings, meeting the needs of some of the world's demanding architectural designs.

Global International

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CP Films

On show was the Llumiar frShade – a flame retardant high-performance film for rollers blinds. An ideal anti-glare shade for a range of commercial and domestic applications.

Benthin

See page 22.



Markilux

A clear intention to mount an 'offensive' at every level with new products and developments of existing ones; a design offensive with consistent lines across the whole range of products; a market offensive through a new brand image, which is extended to its showrooms and a service offensive with marketing support and new POS system.



Louvolite

A new fabric range was on show with new collection books and access through Louvolite's innovative virtual book. The Perfect Fit© system has been extended with a roller blind option and roof installations feature motorised shaped blinds and aluminium and wooden Venetians.

Motorisation of roller blind systems is now available with a flexible roller joint for bay windows, to allow easier operation of multiple blind installations.



Nice

There was strong interest in a new wind sensor which is built in to the motor so does not have to be installed separately. New controls for exterior and internal blinds are operated on brightness settings. These controls fit into the Niceway range and can be stuck on to a window.

Weinor

See page 22 and 30.



Powerdrive/Becker

Now offer a plug-in cable system for tubular drives and a new range of Centronic control with more intelligent electronics. A new home control system is also available which can be operated from anywhere through access to the Internet.



Mottura

A new wireless network developed by Mottura to control motorised systems and a new 20mm pleated programme launched.

SANI/SUD

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Sattler

(distributed in the UK by Caribbean)

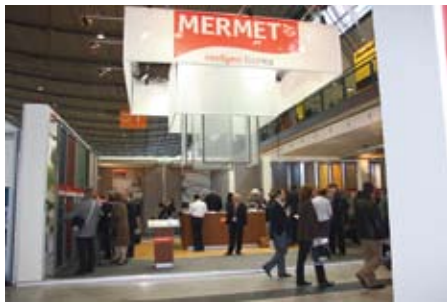
A massive sail and two huge waves or could they be dunes depicted in orange and white fabric covered the Sattler stand. Under this big and bold statement Sattler present their 'Landscape Specials' a new range of fabrics designed to fit-in with the environment. The fabric is not just about colour but how it is woven that creates this new look.

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Dickson

Dickson present three major innovations: a photovoltaic awning fabric manufactured in partnership with SOMFY. The latest-generation awning fabric, Orchestra Max, due to replace the current Orchestra TT range: self-cleaning, waterproof and infrared reflective. With Alto FR fire-retardant fabric, for outdoor application. Fulfilling the highest current requirements for commercial and public venues, it combines the technical performance of outdoor textiles with excellent fire resistance. Available in a wide range of colours.



Mermet

As experts in coating fibreglass yarns they have a long history of developing new products. At R+T they exhibited a new fabric that can be stretched to cleverly open-up the weave. The fabric held in a motorised cassette in its unstretched state is opaque. However, by applying tension from the motor the fabric opened up to allow more light through. The development is in its early stages, but Mermet are hopeful that a finished product will soon be available.



Somfy

Present new drive units for the 'WireFree™' control of plantation shutters and motorised gates. Sun protection control through the ThermoSunis Indoor WireFree RTS sensor automatically lowers blinds. The new Somfy RS485 Transmitter is compatible with central heating systems linking solar shading with internal heating. An extended version of the Animeo Solo to control small office solar shading it works as a stand-alone or integrates with other building management systems.



Techniku

Demonstrated flexible automated solutions. A range of DC power options for blinds, shutters and Romans. Motorised solutions for tilting horizontal and vertical blinds, lifting pleated, roller and Roman blinds. Central modular systems for multiple control through a variety of communication options. Infrared, radio frequency and Z-wave radio frequency, dry contact interfaces or hard-wired switches.



Verosol

Under the slogan 'Fabrics that work' Verosol is highly committed to the quality of its fabrics and the build quality of its components. Their collection now boasts 680 different fabrics. They believe their 'Polyscreen® Haute Couture' is the finest and has the most elegant colours in this sector. New components and 30° and 45° angle drives for roller blinds with boxed and open options. A new bottom rail for roller blinds that merged into a cassette box proved to be a simple but well thought through solution to the usual ugly exposed rail.



Turnils UK and Eclipse

The new Roller and Vertical fabrics range, was again, the star of the show, proving to be an attractive sales opportunity for both our UK and overseas customers.

Newly launched intu™ roller was presented for the first time at Stuttgart, and was a stunning addition to the intu™ range, showing again that TUK and Eclipse are world leaders in design and innovation. Also on display were the new control options for Venetian blinds, which offered further sales opportunities for our manufacturers.



Giovanardi

(distributed in the UK by Robertshaw's and Broadview)

Presented a new range of fabrics for the UK market, two variations have been produced: a complete guide and swatch catalogue complete with display case and a simpler but different swatch catalogue. Giovanardi also presented a clever piece of software that would allow a sales person to present a visualisation of an awning. All that is required is a picture of the surface that the awning would be fastened to. The software would manipulate the awning and fabric to suit the angles. The resulting image will make a great sales aid.