

British Blind & Shutter Association

Openings

BBSA's own trade magazine



Annual General Meetings are not usually the source of much comment. They can often be dull procedural affairs, yet in the words of one member, the BBSA managed to produce 'a real belter' last month.

With the necessary formal business out of the way, the meeting was given a number of presentations on current important topics: child safety – the BBSA's 'make it safe' campaign was launched with full support material, the new law on distance selling (expansion of the seven day cooling off period) was explained and a solution for BBSA members outlined, the good progress towards Showcase 2010 and the developments in Shade Specifier which is now getting international recognition.

It was all serious and valuable information that could only have been provided and co-ordinated through the power of an association. It was a clear demonstration that, in its 90th year, the BBSA is robust, strong and even more relevant than it has ever been.

Neil Williams

next issue

It's a wooden issue – Venetians, woodweave and plantation shutters. How are the manufacturers of equipment doing? How are things in the contract market?



Not just an online brochure 12

Members exploit the internet.



Essential for the industry 18

BBSA 'make it safe'.



Chase, chase, chase 34

Recovering your debts.



It affects you! 52

New law on distance selling.



Not sticky back plastic 62

Technology behind window film.

No part of this publication may be reproduced in any form or by any means without the prior permission of the copyright holders.

The opinions expressed by writers of articles and letters are those of their respective authors and do not necessarily represent the views, policies or aims of the British Blind and Shutter Association.

Whilst every effort is made to ensure the accuracy of all information that appears in Openings, the publisher does not accept liability for errors and omissions, printing or otherwise that may appear in this publication.

The editor reserves the right to shorten or modify any article or material submitted.

Whilst every care is taken with any material submitted – physical or electronic – the editor does not accept responsibility for damage or its safe return.

All advertisement bookings are subject to standard terms and conditions, a copy is available on request.

© BBSA 2009

Publisher
British Blind & Shutter Association
info@bbsa.org.uk

Managing Editor
Tony Edmondson
tony@ta-publishing.co.uk
Tel: 01706 860302 or 01706 861662
Fax: 01706 861673

Editor
Neil Williams
neil@ta-publishing.co.uk
Tel: 01706 860302 or 01706 861662

Administration and Finance
Ann Edmondson
a.edmondson@zen.co.uk

Design
Andy Elsdon
Richard Barratt
andy@ta-design.co.uk

Advertising Sales
Tony Edmondson/Neil Williams
ta publishing ltd
Jape One Business Centre
Dell Road, Rochdale, OL12 6BZ

Telephone: 01706 860302
Fax: 01706 861673
info@ta-publishing.co.uk

Website
www.bbsa.org.uk/openings/

BBSA
5th Floor, 36 Broadway,
London. SW1H 0BH
Association Secretary
Alex Moore
Telephone: +44 (0)207 799 4050

Printed by The Studio.
Tel: 0161 793 7377

Cover Picture:
Boho Chic, an exclusive new design
from The Fabric Box by Decora

summer 09

BRUSTOR

IMPORTANT NOTICE PLEASE READ

The Brustor B50 (Tortola) is still and will continue to be available as standard in Brown RAL 8019. Please contact Caribbean Blinds (UK) Ltd, **Brustors exclusive UK manufacturing partner**, on **0844 800 1947** for further information.

CARIBBEAN BLINDS
UK LTD