

Many years ago I worked for a company that provided publicity material for the Halifax. It was a building society then - the biggest in the world. It seems incredible that the institution I knew could be brought to the brink so quickly and dramatically.

Whatever the reasons, one of them must be its particularly strong focus on the provision of mortgages. When that market came under pressure it was inevitable that the biggest provider would do so as well.

The experts will tell you that, more often than not, a focused business is a strong business. Yet in this case it appears to have been a weakness.

Hopefully, in the difficult times, the broad nature of the blind and shutter business will be its strength - the application to both commercial and domestic markets, its different appeals to lifestyle, design, safety, security, convenience and now assisted by the BBSA's Shade Specifier to the most contemporary of needs- saving energy.

Neil Williams

next issue

It's 2009 and that means R+T again at a very interesting time for the whole industry worldwide. More BBSA members than ever before will be exhibiting plus many key suppliers to members. Openings will provide the most comprehensive preview of this major event.

22



Company Doctor

Your free health check

40



Typically Tropical

30 years in business

48



Safety at work

Is your first aid first class?

58



Blind control

Smarter than the average shading

70



Stevens' production

The life of Bryan

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 Blinds and Shutters 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 2008

Publisher
Alan D Skelding
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.openingsid.com

BBSA
5th Floor, 36 Broadway,
London. SW1H 0BH
Association Secretary
Alex Moore
Telephone: +44 (0)20 7340 6260

Printed by Carlton Press Ltd.
Tel: 0161 962 8686

Cover Picture: Tropical Blinds -
© Tony Edmondson

autumn '08