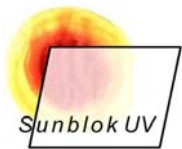


# Tudor Glass

Manufacturers of  
Curved & Convex Glass

## South Australian Picture Framers update October 2006

### SunblokUV glass



We now have a technique to spray just about any of our products with a UV block.

The task has been quite involved, having taken around 18 months to complete.

The coating can be applied to the inner surface of our convex glass, as well as other products, including batched non glare glass in flat sheet.

There is also potential to coat oversize flat glass, such as sizes larger than those now commercially available in Australia . . . that is glass over 1525mm (60") length or over 1016mm (40") square.

Orders will be batched for SunblokUV, and work on a lead time of approx 10 days or so.

We will still carry sheet form UV clear and non glare from Guardian Glass Industries (US manufacturer), due to the convenience that framers have in cutting stock sheets to size for more urgent jobs.

We have new Guardian UV pricing, and it is also an option now to have Guardian UV glass 'cut to size'.

*See related story > >*

### Guardian UV glass

We have restructured stock holding for UV glasses, now keeping only one size of UV clear, this being 1525mm x 915mm (and one size of UV non glare 1220mm x 915mm).

We are now purchasing a fair amount of UV clear in this larger size per order, and we are able to offer a new **lower** price structure to enable framers to introduce this to their glazing options, or expand current use / profit margins.

Our Guardian UV clear was **already at a very good pricing point** in the UV glass market, now it's even better !!

We are also now offering a **CTS (cut to size)** service for both UV clear and UV non glare.

Now **this** will really appeal to frame shops that aren't into using UV glass yet, don't have room to store more sheet product, and don't want to spend the time cutting or have the wastage and storage of offcuts.

This should be an attractive option for many framers.

**Put the right glass on your clients work,  
and put more \$ in your pocket as well !**

### Using say 20 m2 of glass per month ?

Normal 2mm clear

Cost @ \$6.50 / m2 = \$130.00 x5 = sell \$650.00

**PROFIT = \$520.00**

UV clear

Cost @ \$39.42 / m2 = \$788.40 x2.5 = sell 1971.00

**PROFIT = \$1182.60**

***That's an extra \$662.60 . . . in your bank !***

And small to medium sizes can easily be marked up significantly more than 2.5x, and it's still easy to sell.

A UV glass for an 8" x 10" rectangle at say 8x = \$16.80, while regular glass sells, at even 15x, for \$5.20.

An extra \$11.60 to protect their textile or paper art ?

***Easy sell when they see your wall sample.***

And you've just made an extra \$9.85 . . .

**Come on, give me a call . . . I want to help you do this !**



Split display Plain glass Guardian UV

The results of ~ 4 weeks of strong UV light.

## Open Day (Saturday 28th October)

*We are having our first ever open day at the shop.*

Starting at 12pm, there will be a sausage sizzle and drinks, plus some interesting demos through the afternoon.

We will also have a few tables chock full of specials . . . frames, convex glass, etc . . . who knows what we'll find in the clean up ! We will be discounting lots of sheet glass to clear on the day too.

See the enclosed flyer and RSVP for details, and we hope you can make time to come along, even for just a short visit.

### Oversize (standard) non glare

We have obtained some Guardian 2mm double sided non glare in 1800mm x 1200mm size.

This isn't a bad looking non glare glass, and we have a framed sample if you want to take a look.

It is anticipated that we'll keep stocking the smaller oversize 1525mm x 915mm size, just that there has been increasing inquiries lately for a dimension over 1000mm, so the larger sheet solves that need.

The larger 1800mm x 1200mm sheets will be a cut to size service, and a framer will get their oversize piece and off cuts delivered, to ensure minimal exposure to risks of breakage and injury in the frame shop.

### Reproduction Portrait 'bubble' glass frames

This is a whole revamped range of portrait frames, we now have 6 of the exact shape / size frames that are most commonly found from the early 1900's.



*We are also making a new size 'mini' oval, 400mm x 250mm glass size (Pictured left)*

*Rectangle short with Walnut tortoise shell finish (Pictured right)*

Finishes include Walnut tortoise shell, Baltic stain, and aged gold. Custom stains like Mahogany are available by special order.

We do of course make all the replacement glasses for the original frames, with about a dozen or so glass shapes / sizes available. Some shapes and sizes are quite rare but we do them all from time to time.

Another finish to be introduced in the near future is gloss ivory, with feedback from the wedding industry indicating strong support for this colour for both wedding portraits and flower bouquet framing.



As well as supplying convex glass of the usual subtle depth (~25mm), we will also have our deeper style convex glass (~100mm depth) as an option for these frames, great for wedding flowers etc.

Both styles of convex glass can have our SunblokUV coating applied.

CMC cut backings (3mm sticky foamcore) and mat/s (Perterboro Conservation series) are available as an option, with an opening cut to the mat as required.

### imprUve Programme

imprUve is a tick sheet programme, designed to help frame shops move easily into specialty picture framing glasses.

This enables shops to use the best glasses for a customers job, make more profit on every specialty glass job, and do so with very little price objection.

imprUve is fully tailored to a particular business. We will work closely with you through glass selection, making *great samples* for your shop, pricing, and selling.

It really is *easy to sell* specialty glasses, once you know what, why, & how !!

See our website Downloads page (or phone) to receive an overview of the imprUve programme.

### New Catalogue

We have an updated catalogue online at [www.tudorglass.com.au/catalogue.pdf](http://www.tudorglass.com.au/catalogue.pdf)

This URL needs to be typed in as above.

There are no links anywhere on the site to this page, which keeps it available for framers, and away from general public view.

You can also find numerous product flyers on our Downloads page, which you can view online, save to your computer, or print.

**Tudor Glass**  
PO Box 202  
Happy Valley SA 5159

**Phone / Fax : (08) 8387 3588**  
**Mobile : 0412 972 652**

**Email : [sales@tudorglass.com.au](mailto:sales@tudorglass.com.au)**  
**Web : [www.tudorglass.com.au](http://www.tudorglass.com.au)**