

# Tudor Glass

Manufacturers of  
Curved & Convex Glass

## South Australian Picture Framers Update September 2005

G'day SA Framers . . . A quick update on products and what's happening now and in the near future at Tudor Glass.

Please give me a call or e-mail for further info.

Cheers, Les

## New Products

### Guardian Inspiration UV glass . . . Now in stock, new larger sheets \*\* 1525mm x 1016mm \*\*

With the same properties and protective blue plastic film as the 1525mm x 920mm sheet, the larger size will further reduce wastage of smaller off-cuts and provide even better value.

With the protective film, this is being brought in and delivered in loose sheets straight into the framers storage rack.

We are very happy with our pricing point and the better product value with less waste from damaged glass in storage. The blue film provides instant identification of UV glass and no special handling is required.

We supply minimum lots of three sheets, with volume rates in quantities of 12 or 25 sheets that provide even better value.

We are continuing to stock the three pack cartons of 1525mm x 920mm UV clear, both for country framers (with its ease of handling & transporting) and for metro framers who want this size or wish to keep both in stock for optimising cutting.



### GHS Glass Cleaner (aerosol)

Special Framers formula for easy, streak free cleaning of all types of picture framing glass and mirror.

Completely safe and effective cleaning of UV block coatings on Guardian UV glass (and other brands).

Supplied in cartons of 12, this product is also an excellent addition to your retail display for add on sales of framing and mirrors etc.

Great normal pricing with a special offer with UV glass deliveries.



### Melinex 516 / 518 (Mylar) Sheet

For encapsulation of documents and memorabilia mounting.

A great solution for protecting fragile paper and double-sided framing of documents.

Strips can also be cut to secure items to backings, such as mini cricket bats, Olympic torches and other such items.

Rolls are 1016mm in width and available by the metre with a one metre minimum.

## In Progress (ETD Oct 05)

### Shrink tubed wire for mounting of heavier items of memorabilia.

This will be available in different coloured shrink tube to better match items being mounted. There is a choice of securing at the back. Wire can be folded into either a coreflute hollow or foamcore vee groove or we have a kit system including a thread cutting die, washers and nuts, to enable a thread to be tapped on the wire ends with nuts used at the back .

## Country agents sought

Are you in Mount Gambier, Port Augusta, or a major Riverland town?  
Do you have financial stability and organisational or logistical capability?  
Do you get along with and want to progress with other framers in the area?  
Would you like to stock UV glass and represent this product in your region?

This is a very good opportunity to stock this product for your own use and supply other framers in your area at prices very similar to city framers.

Also available : non-glare glass, single and double-sided.

Opportunities exist with other kiln-formed convex glass products.

Please phone Les direct on 0412 972 652 to discuss.

# What's ahead

## More volume potential

We are working towards the capability to supply larger volumes on all forms of convex glass.

This should be possible in the short term with a new racking system in our batch kilns that will enable orders of 40 - 100 pieces to be produced in a matter of days.

The ideal industry for such supply will be photography (wedding, portrait, reproduction etc), frame shops and other industries that have the ability to put larger projects together.

In 2006 we should have new equipment that will enable many hundreds of convex glass, and indeed our Old-World Sheet glass (rippled / wavy - like old sheet drawn glass), to be made per day.

We will be giving appropriate discounts for larger orders, and are happy to discuss your ideas or needs.

## Glass display cases (timber bases)

There is a growing interest in timber bases (stained) for various display cases and we've been making them up to order, so far with great feedback from both framers and their end-clients.

We are now having the footy case bases (horizontal and vertical) made in timber, with stains in Walnut and Golden Oak.

The timber base has a rebate for the glass top to fit into and recessed holes for glass columns where these are needed for ball supports.

Not only is it a great look, but much easier and safer to ship.

We will still be making the original full glass cases.

Check our web home page picture of a footy case with Walnut base.

## Glass pricing comparison formula

We have made up a handy little Microsoft Excel spreadsheet programme that enables quick and accurate pricing. It shows comparisons between different glasses in a variety of sizes. Such as, comparing normal clear glass in a job with single-sided non glare or UV conservation glass.

This enables you to have different multipliers for different glasses to assist in finding the best pricing result to :

- win the job with a sensible price balance
- use the best glass for the job
- put more \$ in your pocket on every job

Please e-mail me if you'd like a copy, or phone to discuss pricing strategies using specialty glasses.

## Cricket bat presentation display - New option

Like the cylinder model (left), this new model will provide full vision all round and have the same component format, but we make it like a glass display case in rectangle format (internal size 170mm x 130mm).

It is supplied with rectangular heavy timber base, acrylic bat cradle support, separate top glass lid, fittings required and assembly instructions.

This option will trim around \$100 off the round cylinder model price.

Be among the first in Australia to obtain one of these for a shop display. If we get a total of 10 or so ordered, we will do these at a special bulk rate for orders taken before 9 September.

Please contact us for details.



## New Catalogue

In the near future there will be a new catalogue with pictures and volume pricing, which we expect to be ready by about the end of September.

In the interim, we have an updated current catalogue available with a few product pictures. One can be dropped off with order deliveries, sent by post, or there is one on our website at . . .

**[www.tudorglass.com.au/catalogue.pdf](http://www.tudorglass.com.au/catalogue.pdf)**

There are also numerous product flyers on our Downloads page as well if you would like these to save to your computer or print copies.

## Further information contact Les

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