

LARSON · JUHL®

Update

April 2013

It has been an interesting start to the year for us. The announcement that Crescent Cardboard was suddenly terminating its thirty year relationship with Larson Juhl internationally took our breath away. Our activities in New Zealand had nothing to do with this decision, in fact Crescent were happy that we had recently launched the Select range here. We have always kept very healthy stocks of this product line and have had a very high fill rate on our orders. Our stock situation is that we have one more sizeable order arriving at the end of March and another small order approximately a month behind that. We will be able to fulfil your orders for another two or three months and we would be so grateful if you could help us clear this stock.

Our great frustrations of not being able to procure and supply Crescent corner sets to many of you who had backorders on these items are now over. We apologise for the inconvenience caused by this issue.

Of course our supply of Bainbridge mat board is unaffected and most of our customers have elected to change over to this extremely popular product line. We have reinforced our stock holding of Bainbridge boards.

We are disappointed to lose the Crescent product line, but have plans in place to bring fresh new products to the New Zealand market which we hope will bring a great outcome for the industry.

The market seems to have started the year on a positive note. To quote Kate Simpson "framing seems to be in vogue again", a very encouraging comment for us back at base.

We have some great new moulding launches planned for this year which we are excited about. We have our first Wizard 9000 CMC on display in the Auckland showroom and this is an excellent development of the products from Wizard.

We also have the new generation of Cassese under pinners which are proving very popular.

We would love to see you in the showroom sometime if you can make it.

Thank you for your support.

Kind regards from us all - The Larson Juhl NZ Team



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Only Artcare matboard protects your art and photos from fading and yellowing caused by air pollutants. Protect it today for tomorrow.

Artcare™
BRAND
Age-Defying matboard

Product News

Mouldings

We have a number of great new moulding ranges on order for 2013 introduction.

We are currently launching:

Ansley II — a range of 11 washed small medium box profile mouldings well priced at \$4.89/m

Provincial — a range of eight very usable NZ made mouldings in two sizes and four colours with rustic finish.

Many of our customers have noticed that we have extended our **single length policy** to all our mouldings.

We will accept single length orders minimum length 2.7 meters. Orders of 3 single lengths or less incur a



*"The greatest discovery of my generation is that a human being can alter his life by altering his attitudes of mind.
William James (1842 - 1910)*

box charge of \$5.00. Remember all our mouldings are available through our increasingly popular chop service, which is fairly priced when you consider waste, cutting etc. We are aiming to give you flexibility to order our products in the manner which suits you best.

Tru Vue Conservation Reflection Control Glass

Tru Vue has improved its Conservation Reflection Control glass offering. Due to customer feedback and improved processing procedures, Tru Vue is able to move its Conservation Reflection Control® glass product back to the etched process. This change went into affect on February 1st, 2013.

With this change, there will be some handling changes that Tru Vue will communicate to framers.

Framers will need to score the matte finished side of the glass.

Currently, framers are instructed to score the uncoated or clear side of the glass. Framers should continue to place the glass into the frame with the matte finish facing out and away from the artwork. Tru Vue will enclose inserts to into each box describing the handling change.

Starting this past month, the Conservation Reflection Control cartons are closed with red tape instead of typical clear tape. The "red taped" boxes will contain the etched Conservation Reflection Control glazing. The new product will not be available in NZ until next month at the earliest.

Contract Range Matboards

Our Nielsen & Bainbridge contract white core board range (WCB range) consists of five very popular colours now at the non-discountable reduced price of \$5.95/sheet. Minimum order 25 sheets per colour (1 full box per colour). For samples, please contact us.

Nielsen Aluminium Sample Rack

Tired of picking up dirty aluminium samples from the shop floor? Then take advantage of this LIMITED FREE OFFER. Smarten up your moulding sample display with a dedicated Neilson Aluminium Hanging System. The simple strip and peg system holds 25 – 30 aluminium samples per strip firmly and neatly on the wall. Just screw the strip to your sample wall and you are ready to go.

FREE PROMOTION INCLUDES—Two aluminium wall tracks, including pegs. PLUS a free Nielsen 225 Series sample set.

Transferred Phone Calls

We like every phone call answered as quickly as possible. This can be a difficult task at times with the number of customers we have. Our phone system is set up so that if for example our Christchurch customer service team cannot answer your call you will automatically be transferred to our Auckland team.

Orders can be processed by either team for all customers and of course they will be dispatched from the closest warehouse no matter where the order is received.

Our CS staff in both locations have been with us a long time and are very experienced. They are all great to deal with. Please don't hang up if you strike an unfamiliar voice.

Art News

We have included your complimentary Autumn edition of the Art News which we hope you enjoy reading. Also included are our latest catalogue inserts. Please see our latest mouldings on page 149 (Provincial) & page 152 (Ansley II).

Larson Juhl NZ Facebook Site

Have you LIKED us on Facebook yet? A fun way of keeping in touch and sharing ideas! Go to Larson Juhl NZ and hit LIKE.

Damaged Goods

Just a reminder for customers to check goods delivered and to notify us within 7 days of any damage. We can only submit a claim with PBT for any damage/loss if it falls within 7 days.

Machinery Tips

Attention Gunner & Wizard Owners

Power spikes can damage your machines. You can protect your machine from these by installing a UPS (uninterrupted power supply). We highly recommend these. Replacement controllers for both brands are very expensive. A UPS can be purchased for around \$200 upwards.

Classified

Cassese 3099 Underpinner

Professional programmable model with extra strong clamping. This machine has been lovingly cared for and is in pristine condition. Suit a new machine buyer. Contact John Simpson or John Hatchman.

Keencut Javelin Including Three Metre Big Bench.

A once only combination priced to sell at \$1500.00 plus GST.

This Javelin cutter is designed to cut flexible and rigid materials such as honeycomb plastics, foam board, paper, tissue and more.

The three metre bench is constructed from strong aluminium extrusions creating a solid and precise cutting table.

Joke Corner

Computers!?!?

A man was in his front yard mowing grass when his attractive blonde female neighbour came out of the house and went straight to the mail box.

She opened it, slammed it shut, and stormed back in the house.

A little later she came out of her house and again went to the mail box and again opened it, then slammed it shut again. Angrily, back into the house she went.

As the man was getting ready to edge the lawn, here she came out again, marched to the mail box, opened it and then slammed it closed harder than ever.

Puzzled by her actions the man asked her, "Is something wrong?"

To which she replied, "There certainly is! My stupid computer keeps giving me a message saying, "YOU'VE GOT MAIL!"