

Naylor Newsletter Winter 2009



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Cascade Coil Shines at DesignEx 2009

Over 300 top design companies congregated at Melbourne's Convention and Exhibition Centre for DesignEx, Australia's most comprehensive interior architecture and design event, to celebrate the very best in design innovation.

"It's a Religion" was the theme for 2009 and the occasion allowed participants and visitors to truly engage their senses and celebrate the passion of the Australian Design Industry.

Arguably the events most talked about stand was exhibited by Cascade Coil. As WA's exclusive representatives, Naylor's Managing Director, Paul Hargrave and Business Development Manager, Mathew Tesija, were on hand showcasing the innovative new collection, Cascade Coil.

The all gold display with illuminated floor highlighted the versatility of Interior Architecture and Design products available in Australia today.

Record numbers attended DesignEx 2009 and it's easy to see why Cascade Coil is inspiring even the most conservative designers to create with the latest in global design trends.

Cascade Coil comes in a wide range of anodised colours and gauges. It is environmentally sustainable, derived from 100% recycled aluminium, and can be used in a range of different applications.

For more information on Cascade Coil, please contact Naylor on 9409 2025. ■

Staff Profile



Business Development Manager
Mathew Tesija

Mathew has been with Naylor since 2005, bringing with him a sound knowledge of marketing and a passion for sales.

Starting out as a sales representative to the residential and small commercial markets, Mathew has since developed a following of designers who are now loyal to the Naylor brand.

Recently promoted to the status of Business Development Manager, Mathew is now actively growing his loyal base of designers and adding builders, architects and fit-out companies to the mix.

'I strongly believe in building a solid business relationship with my clients. By getting to know my clients better, I can deliver the best products to suit their individual needs.'

Mathew is currently getting out to local designers, builders, architects and fit-out companies, presenting our new product lines. If you would like to arrange for Mathew to present any of Naylor's range in your office, you can simply send an e-mail to mathew@naylor.com.au or call him direct on 0418 191 803. ■

Recent Projects

Blakiston & Crabb Lawyers, West Perth

- Vertilux GreenVision™ Euroscreen Metallised Rollers, Vertilux Micro Venetians

Austindo, Henderson

- Vertilux GreenVision™ Euroscreen & EuroBloc Rollers

Christ Church Grammar School, Claremont

- Vertilux Roller Blinds

Rio Tinto - Remote Operations Centre, Perth Airport

- Vertilux Motorised Roller Blinds
- Vertilux Motorised Between Glass Venetians

Joondalup Health Campus - Mental Health

- Special Purpose Curtains & Tracks
- Vertilux Between Glass Venetians

Royal Flying Doctor Service, Jandakot

- Faber 25mm Slimline Venetian Blinds

SPF, Jandakot

- Vertilux Blockout Roller Blinds

Australian Gov't Solicitors Fitout, Perth

- Vertilux Blockout Roller Blinds

Stirling Resources Fitout, Subiaco

- Vertilux 25mm Slimline Venetian Blinds

McMullen Nolan Fitout, Jandakot

- Vertilux GreenVision™ Euroscreen Rollers
- Vertilux 25mm Slimline Venetians

Senator Ludlams Office, Fremantle

- Verosol Ambience Roller Blinds

Princess Margaret Hosp - Psych Ward, Subiaco

- Vertilux Spring Operated Roller Blinds
- Special Purpose Curtains & Tracks

Rydges Hotel, Perth

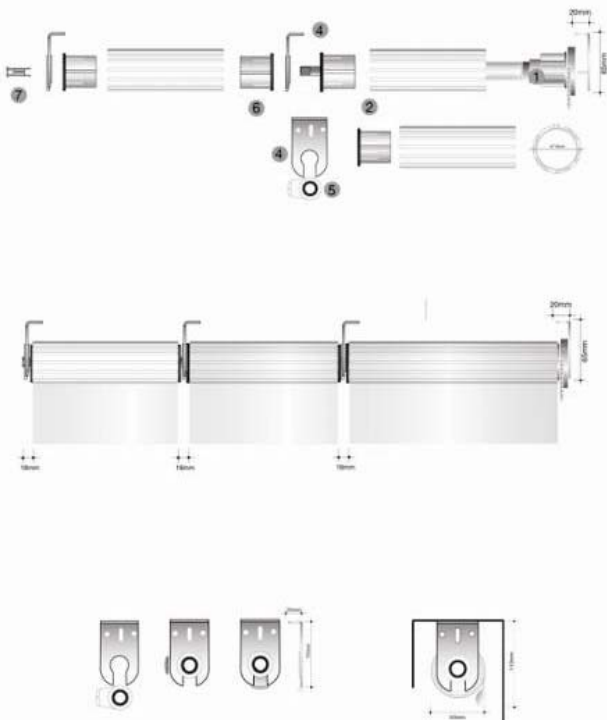
- Vertilux Roller Blinds

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Case Study

Project	Edith Cowan University Mt Lawley Campus Law Building
Year	2008
Architect	STH Architects
Builder	Cooper & Oxley
Solution	Vertilux Multi-link Spring Assist Roller blinds Fabric: Euroscreen Colour: Smoke Base Rail: Anodised
Project Features	<ul style="list-style-type: none">▪ Liaise with Architect regarding specification▪ Product chosen for ease of operation over large windows▪ Liaise with builder for site measure and installation▪ Work to builders schedule▪ High work from scaffold▪ Work to correct OS&H on site



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