

Orion Blinds Internal Product Range



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Introduction

- This document affectionately referred to as the product Bible, provides more detailed information on the full Orion Range.
- Recommended for all sales staff, this should be utilised when you require more specific information then the Introduction to Orion document can provide.
- Remember to also refer to the Product fact sheet at the front of each section within the Orion price guide for valuable information.



Orion Product Range

- Fabrics
- Roller Blinds
- Venetians
- Vertical Blinds
- Panel Glides
- Roman Blinds
- Vision Blinds
- Pelmet



FABRIC RANGE



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Fabric Range

Orion offers an extensive fabric collection that provides the consumer with a plethora of options when making a decision on a window covering product. The fabric offering is represented across a 3 tier gradient; differentiated by light/vision filtration levels.

Sunscreen Fabric

- Traditionally a Sunscreen fabric is made up of a mixture of polyester and PVC, designed for controlling heat and light into the home, whilst still maintaining a view.
- They are available in either a 2 x 1 or 2 x 2 weave (ratio of Weft V Warp yarn).
- Not suitable for windows where Privacy is an issue unless of course it was part of a dual roller blind.

You may also come across some fabrics that offer very similar properties to a Sunscreen fabric, particularly in the Louvolite fabric book, some of the more sheer decorative fabrics.

- These fabrics have the finest weave and allow sunlight to stream through while maintaining some daytime privacy, at night however it's the opposite.
- They are generally the most decorative aesthetically however contain the least benefit in relation to energy efficiency.
- If heat protection is a top priority, select a fabric in a lighter shade to ensure maximum heat reflection. If clarity of the view to the outside is integral, then select a darker colour.



Fabric Range

Light Filtering Fabric

- Light Filtering fabrics are often more decorative and allow light to filter through without allowing you to see through them.
- Light Filtering blinds will often have a matching blackout which allows you to provide a consistent look throughout different rooms that have different requirements.
- Light Filtering fabric is perfect for windows where privacy is important however you do not want to lose the light filtration all together of a blackout blind.

Blockout Fabric

- As the name suggests, blackout fabrics 'block' both light and vision from a room, the sunlight's penetration is absolutely minimised.
- Blockout fabrics offer the maximum protection possible from heat, glare and UV, out of the 4 fabric options.
- Blockout fabric generally feature a white backing, as white reflects the heat effectively.
- * Important note – although the fabric itself is 100% blackout, be careful not to sell the Product as 100% blackout, light reflection will almost always occur on all products. roller blinds have light gaps at the pin and chain ends, the only option to gain absolute blackout is by using the Acmeda Roller Blind Cassette system with side channels.



ROLLER BLINDS



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Roller Blinds

Orion Roller Blinds are aesthetically attractive and are a great choice if you are after a window covering that has simple lines. This is because they fit very closely to the window.

Orion Roller Blinds are a flexible product given the endless options available in this particular product category. It starts with the choice of fabrics that you can utilise with the product, sheer, sunscreen, translucent and blackout fabrics are all suitable. If the consumer wants the best of both worlds, you can also offer a dual roller blind; this is where there are actually two blinds installed on the same bracket, eg. sunscreen & blackout.

Orion Roller blinds are easy to operate in the home, thanks to the choices that you have in operating systems. Roller blinds can be spring assisted, operated by a chain drive or fully motorised. If you select a chain drive or motorised roller blind, you can then link a number of blinds together so you can open and close multiple blinds simultaneously.

Orion Roller Blinds are Durable. One thing that you want from your blinds is durability and roller blinds deliver this in spades. This is because we use durable steel tubes, strong, high quality fabrics and the top of the line operating system. You can be confident that your Orion roller blinds will operate the same as new even after they've been installed for years.

Orion Roller blinds are a value for money product because of the 4 reasons listed above. We provide the consumer a quality blind that is aesthetically attractive, a flexible product with options, that's easy to operate and offers durability.



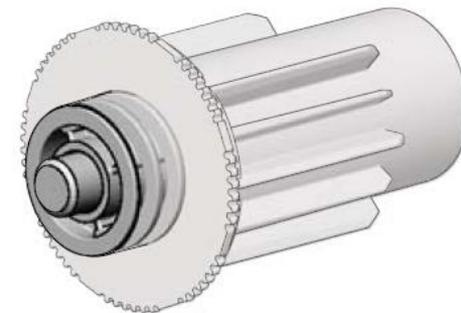
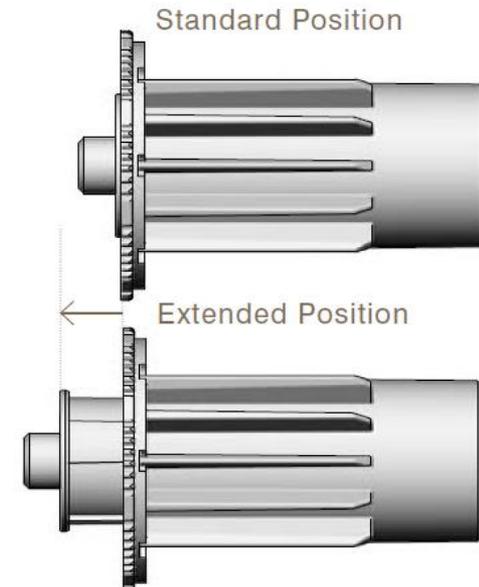
Roller Blinds

Roller Blind System

- Orion use the Acmeda RB09 Chain Winder System – One of the market leading systems.
- Tube Sizes – SYS45 Regular(43mm) SYS45 Medium(44mm) SYS45 Heavy(49mm).
- Component Colours (Winder& Idler/Brackets) Black / Pure White / Sandstone / Barley / Silver Grey
- 2 x Dual Bracket options – 1 with Same side chain operation / 1 with opposite side chain operation.

Features/Benefits

- 2 Piece Snap-Lock Winder Assembly / **Makes it so easy to replace chains.**
- 10mm Idler Extension(1mm Increments) / **Installer benefit, gives 10mm of allowance for mis-measure.**
- Reduced Light Gaps / **Consumer Benefit, with Screen and translucent fabrics it means more privacy and with a blackout fabric, less light filtration into the room.**
- Smooth & Quiet Operation / **Easy operation for all sizes & ages, no unwanted noise during operation.**
- Slim line Colour coded end caps / **Aesthetically pleasing for the consumer not to have to see the hardware.**



Roller Blinds

When selecting an Orion Roller blind there are a number of options available to personalise to the specific consumers needs. Below are a range of option's that need to be considered during the sales process.

- **Fabric Selection** – Sheer/Sunscreen/Translucent/Blockout. What are the consumer's priorities?
- **Operating System** – Spring Operated(Child Safe/No cords) / Chain Control / Fully Motorised
- **Single or Dual** (Day / Night) Bracket options.
- **Linking options** – standard or angled.
- **Control side** – think aesthetics and functionality.
- **Cassette or Pelmet** options.
- **Fitting environment** – face/reveal/top fix. Look at the material you are fitting into eg. Timber/aluminium.
- **Blinds in the same room** require same size tube system. May need to specify when ordering.
- **Trim Options** – bottom rail colours/ decorative finishes.



VENETIAN BLINDS



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Venetian Blinds

Timber Venetians

Orion offer 2 Styles in the Range

- Wood Nature- 50mm Slat and 63mm Slat
- Basswood - 50mm Slat



Venetian Blinds

Wood Nature Venetians

- They are a Polystyrene based slat system designed for use in the manufacture of wood look-alike blinds; they are available in either 50mm or 63mm slat width.
- Polystyrene based slat products have been well proven over a long time to have amongst the best performance in Australian climate conditions, including thermal stability.
- They are very suitable for use in all areas of the home or office, including in wet areas.
- 90mm wide valance allows complete coverage of standard high profile 57x51mm head rail, creating a clean finish appearance after installation.
- 63mm slat allows you to mix 50mm and 63mm blinds using the same product without concerns about matching colours or textures within the same room or house.
- Matching 63mm Bottom Rail is available to enhance the appearance of your 63mm blinds.
- The composition of the Wood Nature Blinds means they are easy to maintain. The slats can be easily wiped and cleaned with a damp cloth with no need to continually re stain the blinds as you do with real wood.
- All slats are coated with an acrylic UV top coat and are completely UV protected. In accelerated UV testing, all slats achieved a light fastness of 7 out of 8 where 8 features no colour change.



Venetian Blinds

Basswood Venetians

- Available in 9 Colours, 50mm slat
- Superior Operating Mechanisms
- Valance Features 70mm Modern Flat Profile
- Cord operated Lift and Tilt



VERTICAL BLINDS



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Vertical Blinds

- Vertical Blinds are a commodity product that are popular for covering sliding doors and large windows, providing an economical and proven window covering solution.
- A consumer can easily gain privacy when Vertical blinds are closed, view clearly out when the slats are pulled back or simply rotate the slats at an angle to filter the light/privacy. They are certainly a versatile product option.
- Orion offer a large range of fabric's suitable for Vertical Blinds, please refer to Price guide for the full range.
- Orion Vertical blinds offer a consumer a number of options; vane stacking , two operating systems (Cord or wand), 2 Blade Sizes (89mm or 127mm), Bottom trim options, a fabric insert and multiple installation possibilities.

Orion use the Louvolite Vertical track in manufacturing Vertical blinds which is the premium system in the market.

- Louvolite has a unique front profile which reflects a sleek modern finish.
- This system has reduced light gaps between the top of the blade and the headrail.
- Removable hooks for easy vane replacement without tools.
- Rapid Stack removal – easy for cleaning or refitting.
- Ease of operation – lighter and smoother for the consumer.
- The slim stack goes all the way to the end of the track allowing uninterrupted views when required.



PANEL GLIDE



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Panel Glide

- Panel Glide blinds are a versatile and flexible product, composed of a series of fabric panels suspended from a slim-line aluminium track.
- Panel Glide is the perfect solution for a consumer wanting to dress wide window spaces, such as sliding and bi-fold doors.
- Panel Glide is also a great choice for the bedroom, as the overlapping panels (approximately 45mm) reduce light and privacy gaps and limit the amount of light entering the room.
- As panel Glides can be manufactured to very large widths - up to 6 metres - they are a great solution for wide window spaces such as sliding and bi-fold doors.



Panel Glide

Orion Panel Glides offer the consumer a range of options to best suit any situation.

- Large Range of Fabric's suitable for Panel Glide.
- Batten options to add a sophisticated look to this stunning product.
- Tracking Colour Options – white/white birch/Black/brushed Aluminium.
- Tracking Systems – 3 / 4 and 5. Multiple tracks can be coupled to make 6/7 and 8 track systems.
- Multiple panel stacking options.
- Bracket - both colour and fitting options.



ROMAN BLINDS



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Roman Blinds

- Considered a soft shade option, Orion Roman Blinds offer a contemporary look that combines soft fabric panels with a functional operating system.
- Roman Blinds offer the consumer a window treatment with more texture than typical blinds like a roller, but lighter than drapes/curtains.
- The blind itself consists of a single panel that lays flat and unbroken when extended, however when retracted pulls up into a series of neat, horizontal panels.

Things to consider when selling a Roman Blind

- Installation – it's strongly recommended that Roman blinds are fitted on the face and not inside the reveal wherever possible. Not only will you achieve much great coverage in terms of privacy & light control by installing it above and past the window frame, you will not have the issues of “dropping out” onto or short of the window sill.
- Line Up – there are 2 types of Line, both very important when selling and ordering Roman Blinds.

Side by Side Line up – this refers to blinds that are literally positioned next to each other in a room and you want the panels to line up with one another for aesthetic purposes.

Same Room Line up – this is similar to the principal of side by side line up, however due to the blinds being in another part of the room, the line up tolerance is greater as it will be less obvious when viewing the blinds.



Roman Blinds

Orion Roman Blind allow for many options which should cater for all different situations and needs.

- Orion offer a large range of fabrics suitable for Roman Blinds.
- 2 operating systems available – Cord operation & Chain Operation.
- Batten options – this add on can transform a simple fabric into a designer look with a stylish front batten. The battens are glued, stapled and screwed to ensure maximum strength.



VISION BLINDS



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Vision Blinds

Orion's Vision blind is an innovative new blind that offers the consumer stylish practicality.

- Vision blinds feature two layers of translucent and opaque horizontal striped fabric.
- The front layer moves independently to the back allowing the stripes to glide between each other creating an open and closed effect, with limitless light control.
- When sliding the fabric into the closed 'opaque-opaque' position, the consumer is provided full privacy and an impressive room darkening fabric at the same time.
- A single chain control is used to slide the opaque and translucent woven stripes past each other. The same chain is used to raise and lower the blind to any height along the window with ease, not dissimilar to the way in which a roller blind would.
- Vision blinds can be adjusted sensitively to provide immediate privacy or transparency; or they can be fully retracted into the headrail to provide an uninterrupted view to the outside.
- The Vision blind fabric range offers a striking selection of designs, from sheer metallics to delicate subtle tones and natural wood weave effects, in a wide range of colours it's the perfect solution for any room in the home.



PELMETS



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Pelmets

Pelmets enclose the top of your window furnishing, preventing heat loss and providing energy efficiency.

Orion's range of Pelmets and Valances allow you to complete your window coverings with a sleek and clean finish, hiding the blind hardware beneath it.

- Fashade Valance – Made from Aluminium, available in 4 Powder coated finishes.
- Linear Valance – Made of Heavy Duty PVC, Black, White and Cream/ matching fabric's can be inserted.



Remember the Child Safety Legislation

Corded internal window coverings

The supply of a corded internal window covering must be accompanied by:

- a warning label on the retail packaging - if the window covering is in retail packaging
- a warning label or swing tag attached to the cord
- installation instructions
- any components specified in the installation instructions as necessary for cord safety requirements.

If a cord guide is supplied with a corded internal window covering, the cord guide must be designed:

- to remain firmly attached to a wall or other structure specified in the installation instructions when subjected to a tension force of 70 N applied in any direction for 10 seconds
- to prevent the possibility of a cord forming a loop 220 mm or longer at a height of less than 1,600 mm above floor level.

