

motorised options

keep pace with market

Uptake of **motorised curtain tracking** continues to be driven by the ongoing shift towards price accessible and technologically nuanced products, **writes Belinda Smart.**



TBS

According to TBS's Michael Kakafikas, although the company is a relatively new player in the motorised curtain tracking market, it has made a significant impact in a short space of time with the Saber Motorised Curtain Tracks.

"We put this down to the fact that we spent a considerable amount of time on the ground visiting manufacturers, inspecting their facilities, looking at their 'QA' procedures, testing their products, analysing the data that they were able to provide and making changes to their existing product which would better suit the Australian market and current fashion trends. In the end we were able to confidently launch a product which would suit almost any application, which was simple to install, program and operate."

The features in curtain motors have developed in recent years, in line with the evolution of technology, he says.

"Through our Syncro System our Saber Curtain and Saber Tubular Motors are now able to be controlled via the same hand held or wall mounted wireless remote control. This technology allows the end user to operate their roller blinds and curtains independently or in conjunction with each other with a touch of a button and reduces the need for multiple remote controls."

"There is no longer any need for setting dip switches or complicated

procedures when synchronising wireless controls to a motor or setting limits. All Saber Curtain Motors come with automatic limit settings as standard, which means that when the motor detects resistance, for example when the arms meet in the centre or reach the end of the one way track, the limits are automatically set. The memory function in the motor allows the power to be switched off and then restored without affecting the limits."

A new feature set to launch soon is a function that allows the user to set multiple limits, which Kakafikas says is unique to the Australian market.

"The automatic limits are still set when the arms meet resistance, but with our new Saber100ET, limits are also able to be manually set from the remote. Both limits work in conjunction with each other, allowing the end user to have the flexibility of multiple limits on the one motorised curtain track."

As integrated automation systems such as Clipsal C-Bus become more and more popular it's only natural that automated window furnishings follow suit, with systems such as the Saber75 allowing users to hardwire

their motorised curtain track directly into their home or office automation system, which then be controlled from a smart phone or tablet, he says.

"This allows greater security when you are away for extended periods as you are able to pre-set and control your window furnishings remotely alongside a variety of products powered by electricity in your house or office. Another benefit of this feature is energy management; these days more and more emphasis is being placed on energy management. The Saber75 allows you to save on heating and cooling costs by efficiently retaining your desired temperature."

"Rather than going through the expense of re-wiring your entire home or office, a cheaper but just as effective option of utilising an integrated automation system is to have your Saber50 or Saber100 wired via dry contact technology, which is connected to your integrated automation system through a shutter relay switch. This allows the end user to add a motorised curtain track to an automation system without having to rewire the entire home or office."

Over the past 12 months TBS has seen a 65 per cent increase in its Saber Motorised Curtain Track sales, Kakafikas says, adding the trend looks set to continue as retailers and end users become more confident with the technology and prices become more accessible through greater competition in the market.

"The fact that our curtain motors leave the warehouse pre-programmed gives our retailers greater confidence in selling them to end users and specifying our motors on commercial jobs. All that is required from our retailers is to install the tracks, power the motors up and the job is done."

"In line with the advanced technology of our Saber Curtain Motors we have also developed a continuous bender, which allows the end user greater flexibility when furnishing their windows," Kakafikas confirms. "As we all know, architecturally designed homes strive to achieve that bespoke look and the windows are no exception. With our continuous bender we are more often than not able to meet the challenges of furnishing windows with varying degrees of arcs and bends."

SHADE ELEMENTS
FABRIC COLLECTION

Exclusive to Imex, Shade Elements innovative range of internal and external window furnishing fabrics offer quality, versatility and protection without compromising on style.

Extensive testing is conducted on each range and stringent standards must be met prior to fabric being accepted into the Shade Elements Collection. We pride ourselves on being able to deliver products that are environmentally friendly and carry both the Oeko-Tex and Greenguard certifications.

Call our office now on 03 9318 0988 to order your free fabric sample book and brochures.

Shade Elements – Quality Window Furnishing Solutions



IMEX
CREATIVE PRODUCTS

a 28 Technology Drive
Sunshine West VIC 3020
p 03 9318 0988
f 03 9314 5580
e sales@imexcp.com.au
w www.shadeelements.com.au

JAI PRODUCTS

JAI Products' Autoline curtain tracking system, introduced in August of 2009 has enjoyed significant market uptake and is now being widely used in residential, commercial and hotel projects throughout Australia and the rest of the world, confirms director Phil Horner.

"With its streamline appearance and inbuilt transformer, the motor is amazingly quiet at below 47dB. Programming is as simple as a flick of a switch and a push of a button. Limits are automatically set and the operating direction of the motor can be changed by flicking a switch."

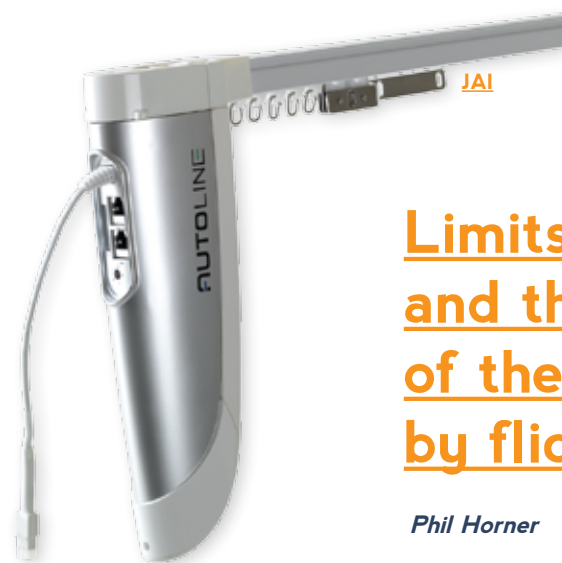
The system offers 10 operating speeds simply by turning a rotary switch, while its heavy duty track has the ability to be bent or curved to a minimum radius of 300mm, and with the use of tandem motors, up to 20m tracks can be manufactured. Heavy duty wheeled runners, together with a stainless steel wire impregnated drive belt ensure reliable, quiet and smooth operation.

At the time of writing, Horner confirms ripple fold carriers for the system will be available within six months, adding another dimension to the system. RF operation of the track is by way of either a single channel, 4 or 8 channel remote control with the options also of either wired or RF wall switches.

"Another development soon to be released in our Autoline collection is a range of tubular motors that will have the ability to be controlled with the same remote controls. These motors will also be able to be used with the JAI standard roller blind motorisation system that is currently being used. With the addition of a JMR7000 receiver to our range, this will also allow any brand of four-wire motor to be connected to the system."

Ongoing development of the control systems, not only for curtain track motorisation but for all motorisation continues apace.

"Soon to be released is a small touch panel that will give consumers the ability to be able control any motorised window covering. Curtains, rollers, venetians, awnings and lights will be able to opened and closed with the touch of an icon on the screen. Each window covering will also still be able to be operated singly with the use of a remote control. Using RF frequency to operate, there will no longer be the need for expensive home automation wiring."



Limits are automatically set and the operating direction of the motor can be changed by flicking a switch.

Phil Horner



SILENT GLISS

SILENT GLISS

According to national sales manager Tim O'Hanlon Silent Gliss' Manual Override function remains one of the brand's strongest performers in the motorised curtain tracking category.

Designed to allow the curtain to be operated manually in emergency situations or the event of power failure, Manual Override ensures the functionality of the curtain track in case of manual operation or when the curtain runs into an obstacle.

Meanwhile Silent Gliss' Flex system is a new panel glide system that allows the panels to glide in curves in front of windows and walls, silently and in virtually any radius. Described as the first of its kind in the world, the Silent Gliss 2730 Flex is designed to adapt to any room, its unique flexible carrier allowing a smooth and silent gliding of the panels. It also allows the panels to be parked around the corner due to its bendable tracks. The tracks are bendable down to 15 cm, which allows the system to be used in rooms with 90 degree angles. Parking the panels on the side will offer undisturbed views.

The Silent Gliss 2700 – described as "already a classic" features a unique carrier with innovative rollers and tracks which allow an even smoother, more comfortable and silent gliding action. "Various fabrics, different operation possibilities like free floating draw rod and cord drawn and a new transparent carrier with click-in options make this system one of a kind."



AUTOLINE

Autoline Curtain Tracking



Refining interiors with a sleek streamlined design and whisper quiet operation the Autoline tracking system is the obvious choice in curtain track motorisation.

Autoline offers the consumer the convenience of motorisation with sleek modern design. From the shape of the motor to the quietness of its operation, the Autoline motor is ahead of its opposition. One touch push button connection of the motor to the track plus connection leads with molex plugs attached makes the installer's job easy.

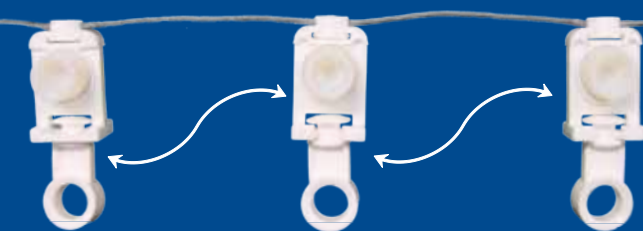
Stainless steel wires impregnated into the polyurethane belt prevent any slippage or stretching of the drive belt over time.

Limit settings are set automatically and when using the Optima motor you have the added feature of "Touch Motion Control". 10 levels of speed control are available at the turn of a rotary switch on the end of the motor.

All AUTOLINE motors are passed to AS/NZS60335.2.97:2007 Inc A1

New to JAI Products: Ripple Fold Carriers

Available in both 'Snap Pendants'...



and 'Hook Pendants'

A new addition to our Autoline Motorised Curtain Tracking are RIPPLE FOLD CARRIERS. Ball bearings built into these heavy duty runners ensure quiet and smooth operation with even the heaviest fabrics. With the option of using either a 'Snap Pendant' or a 'Hook Pendant' this runner adds another dimension to our already popular motorised curtain tracking system.



JAI Products Pty Ltd
B1 / 26 Powers Road,
Seven Hills, NSW 2147
p: 61 2 9620 4866
f: 61 2 9620 4855
e: sales@jaip.com.au



SOMFY

With motorised curtains becoming the standard requirement for high end homes, luxury apartments and top of the range projects such as high quality hotels, meeting and conference venues, Somfy's Glydea motorisation solutions are designed to offer style and functionality.



"Glydea Touch Motion maximises energy efficiency by integrating Somfy sensors and controls for a fully automated solution."

Innovations brought to this product category by Somfy include patented cover and sleek design to hide cabling and protect connectors and control modules inside the motor. The product also offers a reduced light gap thanks to the rail design and the swivel ceiling bracket, as well as adjustable limits to allow the curtain to fall perfectly. Another innovation is a line of plug in modules for a large range of control systems.

The system is also quiet with the motorised track emitting low noise levels (less than 44dB (A)), thanks to the motor design and the use of a timing belt. Featuring soft start and stop, a touch motion feature allows the curtain to open or close simply by pulling on the fabric, while another function enables to the curtain to be moved automatically to a preferred position.

Robust design means no maintenance is necessary after installation, while the Glydea system is also tested for 15 years of operation and carries a five year international warranty.

"Another key to Glydea's success is its flexibility. It's adaptable to a large range of solutions with one rail, four types of motors and a wide choice of control modules, meaning the product can be personalised according to end users' needs."

Glydea also comes with a large choice of control systems; dry contact or AC switching relays, AC switches and control systems, double or triple push button switches.

"Glydea also offers easy installation from plug and play to more advanced solutions. The motor can also be hidden in false ceilings; and the motor position - left or right - can be changed on site. Glydea also offers automatic or adjustable limit setting, one touch or swivel ceiling bracket; and an integrated 24V power supply."

Glydea Touch Motion maximises energy efficiency by integrating Somfy sensors and controls for a fully automated solution.

Offer your customers the perfect solution for outdoor alfresco areas



BMAA member

The Bartlett Panel Blind is your solution.

The blind is retained in a side channel ensuring your customer's entertaining area is completely enclosed. Operation is simple with a geared option or the very affordable Bartlett motor. Manufactured in our specifically designed blind production facility, we guarantee the quality and workmanship of the Bartlett Panel Blind. We supply nation wide and have access to all available blinds fabrics.

We offer you:

- 56 Years manufacturing experience
- Huge manufacturing capacity
- Free delivery in our own delivery vans
- Exclusive hooding designs
- Full cassette option
- Sales, measuring and installation training
- Referrals
- Display Blinds for your showroom

Other available products:

- Auto Spring Blinds
- Fixed Guide Blinds
- Wire Guide Blinds
- Straight Drop Geared Blinds
- Folding Arm Awnings
- All Weather Roof Systems
- Shop Front Awnings

Panel Blind with Full Cassette Hooding



Auto Spring Blinds



Factory



Panel Blind




Bartlett Blinds

Call today for a wholesale quotation
Free call 1800 639 966
www.bartlett.net.au