

PRESS FILE
MERMET
Collection 2009-2012

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Veyrins Thuellin, 10/02/2009

PRESS RELEASE

Mermet® collection 2009-2012: intelligent fabrics

After the Modulight® collection 2006-2009, it's now the turn of the **Mermet® collection 2009-2012** to take up the baton.

This collection represents a continuity of know-how, but by incorporating the very latest requirements it is also innovative: decoration, environment and tailor-made products... Originality makes Mermet a market leader in creativity and manufacturing expertise.

With this collection, Mermet is active in **4 main markets**:

- **Solar protection.** For the brand's core market, Mermet® fabrics meet the hi-tech challenges of heat protection and glare control. In addition, they enable the user to select the amount of incoming light and to create a unique quality of outside visibility.
- **Tensile structures.** The high mechanical resistance and perfect dimensional stability of Mermet® fabrics guarantee the very highest levels of performance for even the largest of panels.
- **Signage.** Mermet® panels are an excellent print medium and are therefore ideal for a wide range of applications: museums & exhibitions, events, exterior signage, interior design...
- **Acoustics.** The manufacture of a fabric specially designed for all applications in the acoustic absorption market.

A specialist in weaves made from coated glass yarns, Mermet offers a collection based on **4 main product families**:

- The **Sunscreen® range** has been strengthened. This large product family of fabrics for external and/or internal applications (12 products available in over 400 combinations) has stood the test of time and now includes a real innovation: **Natura**. This fabric based on a 2-tone yarn gives a completely natural effect which is highly decorative for interiors. Other changes to this range: fabrics which offer increased protection against heat and glare, including the new **K2** fabric and the addition to the M-Screen family with **M-Screen 8501** (1% openness factor).
- The launch of the **Greenscreen® range**. Designed for internal use, it is made up of two "green" products: the standard version **Viso** and a metallic version **Viso Met**. Guaranteed PVC-free, significantly they are now available in larger width sizes (300 cm).
- **Blockout.** This "blockout" family is made up of 5 products in over 70 combinations, from 100% blackout to translucent.
- **Acoustics.** The creation of Acoustis® 50 in 2006 represented a real challenge for Mermet who was just starting out in the acoustic absorption market. By combining acoustic and solar protection performance the fabric became a pioneering success.

Alongside the "standard" range, Mermet is launching a **new service** for large projects, consisting of a **"made-to-measure" range*** which will offer new and innovative products specifically designed for each architectural project:

- Individualized colour schemes enabling fabrics to meet particular demands,
- A large choice of weaving possibilities,
- Specific coatings: metallic coating, interferential effect with iridescent tones, coating dedicated to the hospital sector...

Additionally, from February 2009 Mermet® fabrics made of coated glass yarns will benefit from the new Enduris™ Glass Core quality-label. It's another stamp of approval and a guarantee of performance for Mermet, who at the same time is pursuing an HQE (high environmental quality) approach, a safety programme with non-flammable fabrics and a quality initiative with fabrics which conform to the Oeko-tex Standard 100 and the Greenguard® eco-labels.

Long-lasting with a 5-year guarantee, offering a wide range of colours and textures for an enhanced decorative effect, professionals and public alike are convinced by the exceptional qualities of Mermet® fabrics.

* products not held in stock, minimum order value applies.



Sunscreen®, a decorative and high-performance fabric

With the new 2009-2012 collection, Mermet has once again demonstrated its capacity for innovation and know-how.

The first range in the new collection is the large family of Sunscreen® fabrics which stand out due to their unequalled transparency, a unique property which is achieved through the consistency of the pre-weave coating process carried out on the glass fibres, and also through the consistent quality of the weave itself.

For exterior and/or interior applications, this extensive product range offers the choice of nearly 500 colours, with fabrics available in a number of different widths (160, 190, 200, 220, 250, 285 or even 310 cm – the largest width size on the market).

The new Mermet® collection sees the introduction of 3 new fabrics which complete the range of the 9 existing products.

Details of the new products for 2009:

- **Natura**, a decorative fabric with a very natural appearance.
This Mermet® innovation is created by the novel use of a two-tone warp and weft thread which gives a completely natural "chiné" effect, ideally suited for use in a number of sectors, including residential, public buildings, the service sector and hospitals. Available in widths of 250cm, it is now offered in 7 completely new colours which have been given evocative names: Parchment, Nut-brown or Sahara...
- **M-Screen 8501**, a decorative and technical fabric.
Based on a 1x2 basket weave which gives M-Screen their highly decorative effect, the new M-Screen 8501 has a minimal openness factor. Being very tight, it accentuates the fabric's technical properties with increased protection from glare and heat,
- **K2 5% and 3%** offers a real balance of visual and thermal comfort with its two-sided fabric:
 - a white window-facing (exterior) side which reflects sunlight for maximum protection against heat,
 - a dark room-facing side for improved glare control and good exterior vision.

The continuation of flagship products which were at the heart of the success of the 2006-2009 collection:

- internal fabrics:
 - **E-Screen 7505 and 7510**, 2x2 basket weave, available in 3 widths, 10 colours and 2 openness factors, they are amongst the collection's "classics".
 - **M-Screen 8505 and 8503**, the decorative fabrics of the Mermet® collection, offering a choice of 42 colours from delicate Lotus White to Turquoise Pearl or Mandarin Pearl, for a more personalized finish,
 - **T-Screen 9601**, this fabric with 1% openness offers a tight weave with a satin appearance, which protects against glare while still maintaining exterior vision.
- external and internal fabrics:
 - **Satiné 5500**, the choice for thermal comfort, can be used in a wide variety of applications and comes in a choice of 5 widths and 33 colours,
 - **Natte 4503**, 2x2 basket weave, available in 30 colours, its originality lies in the fact that it can be used railroaded,
 - **Airscreen® 2750**, this novel fabric is part of the Sunscreen® range while not actually belonging to the solar protection category. With a wide weave and a "grid" appearance, it is most notably used in a tensile ceiling application beneath fire sprinklers or for interior design.

Exterior and/or interior Sunscreen® fabrics can be used to achieve a combination of applications, technical performance and user benefits. With this new collection, they continue to find a variety of market applications: solar protection, tensile structures or signage.



Greenscreen®, "eco-friendly" fabrics

A new range consisting of two fabrics, Viso and Viso Met, the Greenscreen® product family meets modern consumer demands for 100% PVC-free products.

They are fabrics whose composition guarantees minimal impact on the environment and which offer a number of other advantages:

- an extra width of 300cm in both versions,
- a 4% openness factor providing optimal glare and heat protection while maintaining outside view,
- a different effect can be achieved from the two versions:
 - Viso "classic" available in 6 colours,
 - Viso Met with a reflective aluminium-coated side, available in 4 colours,
- health and safety properties which meet the requirements of buildings used by the general public,
- fabrics which are suitable for digital and screen printing as well as for the application of paint or adhesives.

Greenscreen® fabrics continue the tradition of quality of Mermet products and bring an ecological and design element for advocates of environmental protection.

In addition to the "green" aspect inherent to all Greenscreen® fabrics, the use of a blind on its own fulfils an environmentally-friendly role by reducing energy consumption at the same time as improving comfort levels:

- **Thermal comfort**

"Passive solar protection", all the fabrics in the Mermet® collection offer thermal protection throughout the year:

- in summer, protection against heat thereby limiting the need for air-conditioning,
- in winter, limiting heat loss by reducing the effect of cold glass, which in turn reduces central heating requirements.

- **Visual comfort**

Mermet® fabrics allow natural light to enter which reduces the requirement for artificial lighting.

With all these advantages, all Mermet® fabrics conform to international legislation, and all over the world have obtained the various quality labels which exist in different markets.



Blockout, from 100% blockout to translucent

Produced from glass fibre which is treated after weaving, the fabrics of the Blockout range are elegant fabrics which provide a guaranteed dimming effect or total blockout.

They are divided into two sub-groups:

- **"Blockout"**. Completely closed fabrics which block out 100% UV and light rays. Total blockout for specific applications (cinema projection, night time privacy...), available in a number of materials:
 - **Kibo 8500**. Although not totally new, the product has been developed by offering a new availability of colours to harmonize blockout and transparency with the products of the M-Screen 8505 range; 6 colours have been withdrawn and replaced by 4 new ones: 0207 Pearl White, 2020 Linen, 3003 Turquoise Charcoal et 3006 Bronze Charcoal,
 - **Flocké 11201**. This treated and flocked glass fibre fabric, highly elegant with a selection of design colours, is the most striking of materials. It is particularly suited for advertising purposes and for special commercial campaigns.
 - **Karellis 11301 and 11302**. Polyester fabrics, they give a decorative effect which is graceful and warm and are available in two finishings: Matt (Karellis 11301) or Pearlized (Karellis 11302).
- **"Dimming" fabrics**. From semi-translucent to translucent, they allow light to enter but significantly reduce glare and heat:
 - **Obion 11203**. This semi-translucent fabric blocks 100% of UV and 91% of light rays. An elegant matt, it is ideal for use in hotels, restaurants or other premises used by the general public,
 - **Paradis 11600**. The only translucent fabric, it offers intimacy and light in a number of combinations according to the selected colour.

Like the Sunscreen® range, blockout and dimming fabrics have all the right properties to ensure exceptional durability:

- Excellent mechanical resistance, (breaking strength and tear resistance), can be used in high-tension application without causing distortion to create a variety of shapes and volumes,
- Excellent dimensional stability thanks to the raw material,
- No heat distortion,
- Colour fastness to light,
- Resistance to chemical agents and variations in temperature.

Through its diversity, performance characteristics and applicational versatility, the Blockout group of products is ideal for many types of customers: blind manufacturers, panel makers, blind fitters, conservatory suppliers and architects.



Acoustis® 50, the innovative solution for the acoustics market

Totally innovative, the creation of Acoustis® 50 has enabled Mermet to approach a new and highly technical market, namely acoustics.

A patented solution based on an exclusive coated glass fibre weave with a special weft and controlled diameter which:

- optimizes acoustic absorption,
- reduces echo,
- possesses all the solar protection performance characteristics of other Mermet® fabrics.

Aesthetic, light and printable, Acoustis® 50 offers real advantages to a market where acoustic solutions are often complex to achieve.

A minor revolution therefore, launched in 2006 and used in some of the most unusual and prestigious sites: European Commission offices in Brussels, a swimming pool in Bordeaux, a wine bar in New Zealand, a chapel in Pau transformed into an auditorium...

This innovative material therefore has a multitude of advantages, namely:

- clear and unquestioned acoustic benefits. Specially aimed at noisy buildings where it is necessary to reduce noise levels in order to improve the ability to communicate, Acoustis® 50 significantly reduces acoustic reverberation,
- high resistance and stability. Like all Mermet® fabrics, Acoustis® 50 benefits from excellent mechanical resistance (breaking strength, tear and fold resistance) and good dimensional stability,
- an aesthetic function. Without the need to add foam, it is effective "on its own", which represents a unique market innovation and enables it to be used in decorative applications,
- safety guarantee. With a non-flammable fire classification and certified Greenguard® and Oeko-tex Standard 100, it is a welcome addition to the 2009-2012 Mermet® collection, all the products of which meet the demands of locations accessible to the general public.

A unique product in the market, it has a multitude of uses (tensile panels, framed panels, velum, spinnaker):

- aerated, it guarantees a healthy atmosphere even in damp environments (e.g. swimming pools).
- unlike rockwool, it is non-fibrous and presents no risk of inhalation,
- thin and lightweight, it is easier to install, transport and store, for use in museums and exhibitions and interior design,
- easy to install even in high tensile structures,
- can be welded together and is therefore suitable for large-scale projects,
- very hygienic, allows washing and dust removal.

In summary, Acoustis® 50 is suitable for adding the finishing touches to all areas accessible to the general public: offices (open plan, meeting rooms), public buildings (sports halls, theatres), hotels and catering establishments (hotels, restaurants, bars, cafes...), concert halls, museums... transportation (stations, airports...).



Marketing aids in support of the brand

Mermet has always wanted to preserve the unique spirit and identity which it has built up during its history. A family firm which for some 57 years now has been responding to the challenges of the moment in order to remain a market leader in the solar protection market. Today, the launch of the 2009-2012 Mermet® collection goes hand-in-hand with a refashioned and updated marketing and communications policy, supported by the introduction of new marketing aids:

- **development of the graphics chart.** Simpler, more transparent, but also with more technical details, the Mermet® brand is getting back to basics. Dynamic clear-thinking which has adapted itself to the classic rules of architecture. A collection which once again picks up on the red and white of the logo, unchanged since the very start of Mermet,
- the publishing of **a book, "All about solar protection"** with three purposes in mind:
 - as an educational tool to improve understanding of the advantages of solar protection fabrics. A popularization initiative, started by Mermet a number of years ago, along with participation in another initiative to create the Textinergie® tool, which enables energy savings to be calculated when using a textile blind (www.textinergie.org). An advisory role which the market leader has assumed in order to develop the wider appreciation of solar protection,
 - as a promotional tool for the new collection with a concise summary of the available Mermet® textile groups,
 - as a useful item with a notebook section.
- **a new presentation file** with 19 brochures in two languages,
- 11 swatch books which include fabrics from all the Mermet® ranges and which combine to form a **"sample selection box"**, an innovative and practical tool for Mermet sales forces,
- **a redesign of the internet site www.sunscreen-mermet.com.** Following the continuity of the new chart, the Mermet internet site will retain its current structure, including:
 - a company section,
 - a press section,
 - a marketing section,
 - a search engine "MODULIGHT Rapid Selection",
 with redesigned categories.
 - News. This page will from now on be accessible from the home page and updated in real time,
 - References. A mini picture gallery for easy access to architectural projects, along with a selection of fabrics to enable the visualization of all potential applications for each fabric,
 in order to ultimately provide a more refined graphical style which will make the site more user-friendly.

With simplicity, calm and efficiency, the 2009-2012 collection of the historic firm Mermet® is helping to consolidate its place in the industry, reinforcing its name and its brand, offering an ever-increasing level of service and quality, to the benefit of everyone involved in the solar protection market.



Mermet : a company dedicated to comfort

By developing a unique know-how based on the use of fibreglass, for 57 years Mermet has positioned itself as a real pioneer. Indeed, having already:

- developed solutions to new environmental constraints in solar protection, a market which today is experiencing rapid growth,
- become one of the few French companies to have production facilities in the United States,

the company is now pursuing further development both in export and by creating new markets.

The story of a provincial weaver with an international reputation

A true ground-breaker, in 1951 Henri Mermet first became interested in the use of fibreglass for making fabrics at the factory bearing his name. A company of bespoke weavers, Mermet went into the wall coverings market with its fibreglass fabric, and subsequently the solar protection market. The success story would continue:

1981	Purchase of the Sunscreen® brand.
1986	Commercial subsidiary established in the United States, 3G Mermet Corporation.
1991	Creation of distribution subsidiary in Australia, Mermet Australia Pty.
1994	Opening of secondary facility in Spain, which became Mermet Iberica SL in 2001.
1995	Acquisition of licence for the coating of fibres during production: a truly strategic change of course which enabled Mermet to become the only weaver in France to handle all its requirements in-house.
1998	Listed in the Second Market on the Paris Stock Exchange.
2005	Mermet becomes part of the Hunter Douglas Group.

Starting out as a family-run business, Mermet was gradually able to become a European market leader in solar protection. Through its know-how regarding coated glass fibres, its creativity and its experience, today the company is a key player in the industry thanks to the quality image it promotes.

An effective Quality policy supporting hi-tech products

The Quality policy represents a guarantee of great importance to Mermet, and is the result of strategic decision-making and strict product control throughout the manufacturing process, which enables the company to maintain its top-of-the-range position in the solar protection market.

Both traditionally and culturally quality-oriented, in 1993 Mermet gained ISO 9001 certification for Quality Management.

Additionally, Mermet carries out its own pre-testing to guarantee the calculated technical performance characteristics of its products, according to the various standards which are in force in different countries; ISO, EN, NF, DIN, ASTM...

Mermet is strengthening its position as European market leader and continues to forge ahead thanks to a policy of investment and new market development (interior design, signage, acoustics).

Mermet will be attending the R+T International Trade Fair (Hall 1, Stand 1A32) from 10th to 14th February 2009.



APPENDIX 1

Mermet® fabrics are awarded the Enduris™ Glass Core label

Today, architects, designers and building occupants/owners need durable solar protection solutions that deliver optimal levels of interior comfort with lower levels of energy consumption. To meet these requirements, Mermet keeps on developing high performance Sunscreen® fabrics, an essential ally for eco-efficient buildings.

In light of this, Mermet's coated glass core yarn fabrics benefit from the new Enduris™ Glass Core quality label.

This label guarantees the technical characteristics of Sunscreen® fabrics: mechanical resistance, dimensional stability and high-level durability.

At the origin of this technology: glass fibre at the core of the yarn

Glass is lightweight but extremely strong and has already been used for various applications. Sunscreen® fabrics are endowed with its outstanding stability and offer very little elongation which is a basic requirement for large dimension blinds.

Glass has high resistance to heat and is totally non-flammable; these are significant qualities for the Sunscreen® fabrics which have to meet the strictest regulations in the building industry.

Chemically inert, glass, unlike some synthetic compounds based on petroleum, is essentially a pure mineral. It does not interact with its close environment and for this reason it has been traditionally selected by the medical sector.

Enduris™ Glass Core expertise lies in an entire production process including:

- High quality glass fibre
- Specific formulation
- Expertise in yarn coating
- Superior weaving technique
- ISO certified production and quality management systems
- Commitment to customer satisfaction
- Research and development at the cutting edge of technology

Enduris™ Glass Core falls in the field of a sustainable development approach with high performance Sunscreen® solar protection fabrics:

- Energy efficiency of buildings
- Reduced environmental impact
- Better use of natural resources
- No impact on the health or safety of the users.

Enduris™ Glass Core quality label is a mark of reliability with accreditations from independent testing laboratories, another stamp of approval and a guarantee of performance for Mermet, who at the same time is pursuing HQE (high environmental quality) approach, a safety programme with non-flammable fabrics and a quality initiative with fabrics which conform to the Oeko-tex Standard 100 and the Greenguard® eco-labels.

Discover more about Enduris Glass Core at www.EndurisGlassCore.com

