



Pinz would like to help train you and your staff so that you have happier customers and better bottom lines. One of Pinz's key philosophies is to provide training for your staff, and ours, to enable us all to prosper.

Since 2015, Pinz has offered FREE comprehensive customer training and during this time we have helped a multitude of customers from all parts of our industry, experience what Pinz does and how we do it!

As 2023 is shaping up to be a busy year with Super Expo in early June, we are currently planning three training sessions between our Adelaide and Western Sydney sites, with the potential for further dates to be released later in the year.

Join us for product and technical information, sales and pricing support and much more. Take a tour of Pinz from top to bottom, meet the Pinz team, see your blinds being fabricated, and experience Pinz's friendly hospitality!

We encourage all Pinz customers, old and new, to attend as there is always something to learn.

Numbers are limited so please book early to avoid disappointment.

YOUR PRESENTERS

All sessions are presented by the Pinz Sales Team headed up by our General Manager, Kate Bessell and our Business Development Manager, Darren Evans.

Both Kate and Darren are experienced presenters regularly delivering intensive in-house and customised on-site training to industry professionals from a wide range of backgrounds and skill sets. Kate and Darren bring with them many years of industry experience in sales, product knowledge, manufacturing, technical aspects and installation.



2023 TRAINING PROGRAM

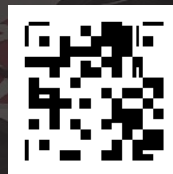
To register your attendance,
please call us on (08) 8244 7888 or email
Raquel Castaner: raquel@pinz.com.au

"Was a great 2 days and I loved meeting some really friendly people in the industry. Kate, Darren and the team were very welcoming and a wealth of knowledge! Would highly recommend!"

Linda, NSW based
blind retailer.

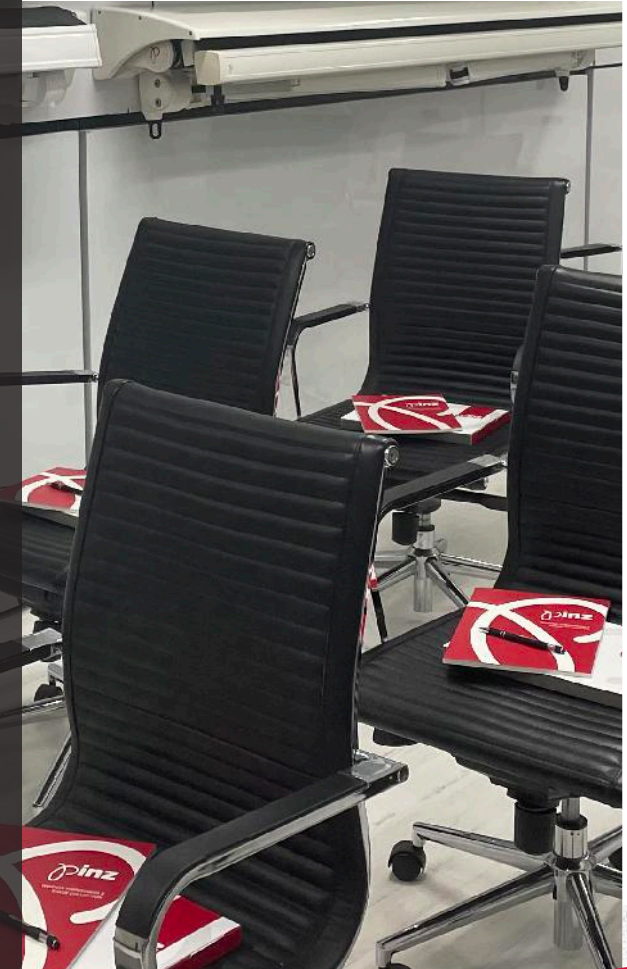
"I really enjoyed the training. It was extremely well presented. It was fun, very informative and professionally done. The atmosphere of the entire operation impressed me a lot. Thank you and well done all"

Dave, SA based
blind retailer.



2023 TRAINING PROGRAM

HENDON, ADELAIDE HQ





2023 TRAINING CALENDAR

ADELAIDE HQ

Since 2015, Pinz has offered FREE comprehensive customer training at our Adelaide site. 2023 is a busy year with Super Expo in early June, we have planned three training sessions between our Adelaide and Western Sydney sites, with the potential for further dates to be released later in the year.

JULY

PINZ SYDNEY (WETHERILL PARK)

Tuesday 04/07/2023 Day 1 Session
Wednesday 05/07/2023 Day 2 Session

AUGUST

PINZ ADELAIDE (HENDON HQ)

Thursday 31/08/2023 Day 1 Session
Friday 01/09/2023 Day 2 Session

SEPTEMBER

PINZ SYDNEY (WETHERILL PARK) TBC*

Tuesday 12/09/2023 Day 1 Session
Wednesday 13/09/2023 Day 2 Session

Dates are subject to change.
* Subject to demand

DAY 1

- 8:30am **Arrival / Sign In / Coffee**
- 9:00am - 10:30am **Introduction to Pinz**
 - product range overview
 - introduction to fabrics & seams
- 10:30am - 11:15am **Factory Tour** *see our state-of-the-art factory*
 - tour of factory work room
 - opportunity to see work in progress
 - introduction to job production tracking & modification process
 - overview of production technology
- 11:15am - 11:45am **Morning Tea** - ongoing discussion / Q&A
- 11:45am - 1:45pm **Pinz Indoor Blinds & Introduction to Printed Blinds**
 - product range overview with a focus on Pinz in-house product offering:
 - **Rollease Acmeda & Quantum™** roller blinds
 - Vertical blinds
 - Pinz Popular product range: roller blinds
 - **Ziptrak@ Interior** Track Guided Blind System
 - **Veri Shades@**
 - Introduction to printed blinds
- 1:45pm - 2:30pm **Lunch** - ongoing discussion / Q&A / product displays
- 2:30pm - 3:15pm **Industry News**
 - Super Expo 2023 update
 - NCC - Fire regulations relating to blinds & awnings
 - WincovER - window coverings Energy Rating scheme
- 3:15pm - 4:45pm **Pinz Outdoor Blinds & Awnings**
 - product range overview:
 - auto awnings / fixed guides / pivot arms / straight drops / European drop arms / café blinds / infill panels / other outdoor blinds
 - installation tips & technical information
 - roller shutters
- 4:45pm **Wrap Up** - ongoing discussion / Q&A / product displays
- 6:30pm **Dinner with Pinz! it's time to relax**
Join us for dinner and drinks at a local venue to be confirmed. Socialise with the Pinz team and relax after a busy day.

DAY 2

- 8:45am **Arrival / Sign In / Coffee**
- 9:00am - 11:00am **Pinz Folding Arm Awnings & Shade Products**
 - FAA factory visit
 - product range overview & features
 - applications / POD / selling points
 - options / accessories / fabrics
 - installation tips & technical information
 - product displays
- 11:00am - 11:15am **Morning Tea** - ongoing discussion / Q&A
- 11:15am - 1:00pm **Side Retention Blind Systems**
The 2 best side retention systems in the market, looked at side by side!
Ziptrak@ Outdoor Track Guided Blind System
Zipscreen Outdoor Sunshade Blinds
 - applications / POD / selling points
 - options / accessories / fabrics
 - product comparisons
- 1:00pm - 1:45pm **Lunch** - ongoing discussion / Q&A / product displays
- 1:45pm - 2:30pm **Side Retention Blind Systems (cont.)**
 - installation guide & technical information
 - overcoming obstacles
 - product display
- 2:30pm - 3:00pm **Motorisation & Value Adding**
 - introduction to motorisation
 - powder coating & customisation options
 - options & accessories - what else can you offer your customer?
- 3:00pm - 4:00pm **Ordering / Sales & Marketing / Product Support**
Interactive session providing access to valuable customer resources
 - costing & ordering tools e.g. create your own price list
 - pricing & ordering review
 - product support tools & marketing collateral
 - warranty / rework / repairs
- 4:00pm **Wrap Up** - airport transfers etc.

"Thanks to the whole team for making me feel welcome and providing me with a great introduction to your products and industry"

Paul, SA based blind retailer

