



In this issue:

- New Website
- New Stock

Leap bravely into the future - kick the past away - out with the old, and in with the new.

Hi All,

Another year has gone. As we zoom towards our first birthday in March, I have to say that the business has grown faster than I expected, and our stable of products has some real thoroughbreds in it. I have a lovely bunch of customers, and my plan of stocking different & unusual product is still on track.

A New Tag line, Site and Email Address:

I have taken the step of registering the Australian domain: merlinmosaica.com.au I get a number of enquiries from overseas, and I think it will help them realise that I primarily service Australia. Of course, I am more than happy to ship overseas, but they may not like the postage! (Case in point, I just got a query from the States. The lady is coming to Aus for a wedding in November, and wants to bring an empty suitcase!!)

To further make the point, I have also slightly changed my tag line... **Absolutely Australian, Definitely Different**

You may have already noticed that my email address has changed, to com.au. The old .com address will still work, but I will turn it off in a few months, so best to change it now!

The New Website:

I am not able to say when the new site will come on-line, but rest assured that work is underway. There is quite a lot of effort involved, as I have to re-size approximately 1000 photographs, and try to streamline the number of application plug-ins used (pardon the tech-speak). I have a developer working with me to re-build it. We will take a copy of the site as is, and convert it into a new layout. This will be fully tested alongside the current site to ensure that all works properly. When we are happy with it, we remove all the data from it, and re-transfer the current production data. There may be a period when the site will be off-line whilst we do that, but it will be mid-week, and I will give you ample warning.

You may see some gradual changes as I play with the menu layout. I really appreciate your feedback. If you can't find something, just get in touch - only too happy to help.

“Without black, no colour has any depth.”

Phone Orders:

Whilst it is not my policy to take phone orders, as I do not wish to know your credit card details at all / ever, I realise that some of you do struggle with online payments. If you are reticent about placing an order, please do reach out to me. I can create the order for you, and send you an invoice.

~Amy Grant





Stock Issues:

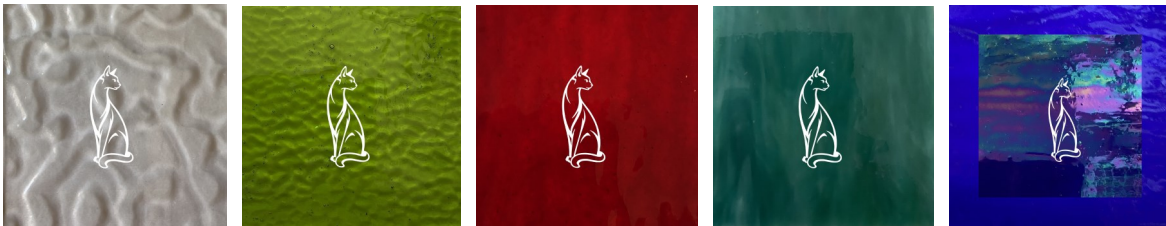
I have noticed that some of my regular stock lines are more frequently out-of-stock at my suppliers - I can only imagine that my suppliers are also feeling the impacts of COVID. I do apologise for any inconvenience caused. For example, I have an order on the metal running pliers, that I have been waiting on for some time. Some of the Istanbul line is also impacted.

New Product:

You are already starting to see some exciting new product lines for 2021.

The star of the show is my stunning collection of **Stained Glass**. These are selling extremely well. I have priced them very competitively, with most sheets coming in at between \$5 and \$7. The standard size I have settled on is 100x200mm. This fits well into an Aust. Post box, and I can fit 10 sheets into a small box for \$10 postage. Up to 23 sheets go into the next sized box for \$15 postage. I have just received my second delivery, and have already started posting some of the new colours.

If something is out-of-stock in the 100x200 size, please consider the 60x200 or 30x200 strips. These are really handy if you just want a small piece. And don't forget to have a squizz at the 30mm square files I have also cut. These are sold in colour packs, and this time I may offer some rainbow packs as well.



I am particularly pleased about the new **15mm size in the Istanbul range**. Currently there are 15 colours in store. Depending on their popularity, I will extend the colour range. My supplier doesn't currently carry too many of the iridised, but I have discussed that with them, and they are considering it.



Another new favourite is the **Satin** range. A semi-gloss tile, this one does not have a pitted surface and is very smooth. Not as shiny as a gloss, not as velvety as my lovely matte tiles. A perfect foil for the glossy Istanbul lovelies, or the more blingy crystal, iridised or mirrored files in stock.

I know there are other sites that have matte tiles, but they are not quite like ours. The **Velvet Matte** range certainly live up to their name. They are very touchy-feely, and the colours are really intense.

Make sure you check out our **Crystal Glass Subway** files. Subway rectangles make such wonderful edges, and there are 8 stunning colours! My favourite has to be the Franklin Subway - a lovely rich teal (of course). We also have some lovely multi-colours Mardi Gras Crystal Rounds, which are kinda cool.





And let's not forget our new **Bead Collections: Seed Beads** and **Bugle Beads**.... In great little re-useable containers. There are also some fabulous **natural products**: Carved Shells, Desert Rose Crystals, Mushroom Coral, agate chips, and more!

I have a stunning range of **titanium coated crystals** in store too - so many glorious colours.



Some more African Tribal beads have arrived as well.... Just a little bit different.

My file sets have proven very popular - I'll have to re-stock those very shortly.

In the Pipeline:

Apart from the plans for 2021 mentioned above, I do have product sitting here that just hasn't made it onto the web-site for various reasons.

I have some **tumbled stone products** that haven't quite got onto the web-site yet - but they will!

I have received my trial **glass cutter**, and will be trialling it soon (I promise). I gave it a run on some vintage textured glass. I was able to cut beautifully smooth curved edge shapes with it, so it is looking promising. I realise it may be too pricey for some, but if I think it is worth it, I will offer it for sale.

I also want to set to and design some **shapes** to have cut from glass sheet. These will be cut using a water-jet cutter (like a laser for glass) and will be an exclusive line for Merlin Mosaica alone. I have ideas bubbling away - they just need refinement and execution!

Likewise I want to work on designing some **exclusive substrates** - in both .mdf and clear acrylic.

I also have some new fused glass product coming available soon, and will be re-stocking the glass eyes that have proven very popular!

I am playing about with different grout alternatives, and have committed to some Toyo Pistol Grip cutters, which I know many of you prefer.

Now that I am full-time, I am hopeful of being able to get dirty more frequently, AND dabbling in some other related ventures.



Till next time..

stay safe,

Ali

