

COPPER PRICES SET TO SCARE AGAIN

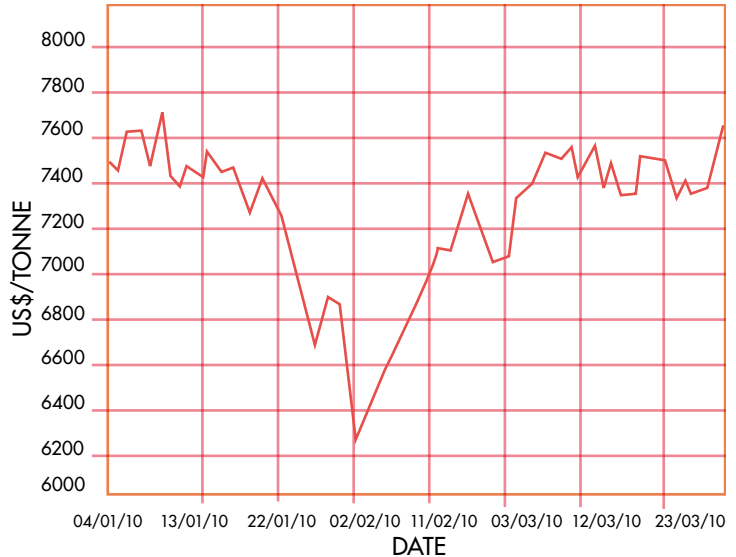
As the economy continues to recover from the global financial crisis, there is strong pressure on commodities, especially copper. And this is certain to translate into higher copper and brassware prices – sooner rather than later. In fact one Australian manufacturer has just announced a 10% copper price rise from April 1. Southern Plumbing will be increasing prices in April as well.

A study of the following graph shows the huge fluctuation in world copper prices since the beginning of 2008. The market reached a peak of US\$9,000 a tonne, then retreated to a low below US\$3,000 a tonne at the end of 2008. Since then, it has been onward and upward....



Source: London Metal Exchange website

The last three months have seen a dip, but in the last week of March, the price made a strong surge upward again....



Source: London Metal Exchange website

Analysts believe the price of copper will continue its upward path, and – despite the strong Australian dollar – that inevitably means that domestic prices of copper and products made with copper will rise. This includes copper fittings, brassware, tapware and other products made from brass.

What's that mean for our customers? We think it means that it's time to buy up these products and cash in on today's lower prices. In three months time, you might regret that you didn't buy!

And it's not just copper which is starting to scare people. The price of PVC resin is also proving to be as volatile as copper. PVC prices have been on the rise this year, and more price rises have been notified by the manufacturers. Again, expect to be paying significantly more for copper and PVC over the coming months.

Southern Innovations APRIL MONTHLY SALE

VITRA472300
Back to wall toilet suite
rear inlet + soft close
(RRP \$699)
\$599



STARION1716
Mix Nue with pull out spray
4-Star WELS, (7.5 l/min)
(RRP \$1,012)
\$699



VITRA47230
S50 back to wall toilet
suite rear inlet + soft
close
(RRP \$699)
\$599

HANSGRÖHE1172/1140
Focus E2 shower mixer + body
(RRP \$264)
\$199



OLIVER11060
Monet double bowl
undermount sink
(RRP \$760)
\$625



**SOUTHERN
INNOVATIONS**

APRICUS SOLAR HOT WATER SYSTEMS – AN EXCELLENT TIME TO BUY

Federal government changes to the renewable energy scheme have seen a resurgence in the price of RECs (Renewable Energy Certificates). And that, in turn, means that solar hot water units which replace electric storage units are once again very good value.

This month, Southern Plumbing is running super special pricing on all Apricus evacuated tube solar hot water units. Increasingly popular, these units are ideal for our colder winter climates.

To demonstrate how competitive these units are, the following is the pricing on an Apricus 30-tube 250 litre electric boost system, when replacing an electric storage system, and installed in NSW:

| | |
|--------------------------------------|-----------------|
| Price of Apricus 30 tube system | \$3,615 inc GST |
| Less RECs (30 REC's @ \$42 per REC) | -\$1,260 |
| Less Federal govt replacement rebate | -\$1,000 |
| Less NSW government rebate | -\$ 300 |
| | <u>-\$2,560</u> |
| Price after rebates | \$1,055 inc GST |

There's an even better deal for people who buy land in the new Canberra suburb of Bonner and install a solar hot water unit which attracts 30 RECs or more. On top of the RECs, the Land Development Agency will provide a rebate of up to \$2,500, meaning the Apricus unit quoted above would be free!

For more information on the excellent Apricus systems, contact our sales staff or our Environmental Solutions Manager, **Ben Barton** on 0409-045215



AVG tempering valves now come insulated and comply with AS 3500 at no extra cost

Suitable for storage hot water systems

TVA 15mm & 20mm suitable for storage and standard applications.

Features:

- Available in 15mm & 20mm
- Premium design and manufacturing specifications
- Designed for easy installation and removal
- Designed to cope with supply pressure variations
- More accurate control of outlet temperature - safer installations
- Filters fitted to protect the valve from impurities in the water supply
- Tamper-proof adjustment
- Insulation and cable ties included
- Copper olives and nuts supplied



Suitable for solar hot water systems

High performance tempering valve (**TVA-HP**). Essential for **instantaneous, continuous flow** and **solar** hot water systems.



AVG tempering valves provide optimum performance for hot and cold water supplies of equal dynamic pressure.

FULL DETAILS CAN BE DOWNLOADED FROM OUR WEBSITE AT WWW.AVG.NET.AU