

## BETTE AQUA BASINS & BETTE BOWLS HAVE ARRIVED!

Southern Innovations is pleased to announce the imminent arrival of a stunning range of steel basins from Bette in Germany.

With sleek, ultra modern lines, the range includes counter top, wall-mounted and drop-in basins from 300mm square to 1400mm long, providing the discerning buyer with a plethora of steel basin choices. The basins will be going on display in Southern Innovations' stores in March.

For those unfamiliar with the Bette brand, it's Germany's premium manufacturer of pressed metal baths, producing more than 50,000 baths and shower trays a month. Using a self-developed "deep-draw" manufacturing process, Bette creates around 500 bath models from titanium based steel, which gives extra strength. The basins are crafted in a similar manner, and come with Bette's 30 year warranty.



## CONGRATULATIONS ADRIAN ROSS – 20 YEARS ON THE FRONT LINE

Southern Plumbing Plus congratulates Adrian Ross on twenty years of loyal and dedicated service, not just to the company, but to the plumbing industry as well.

As a mechanic twenty years ago, Adrian was dating the daughter of Fred (Killer) Grant, who ran the small operation that was Southern Plumbing in Fyshwick. Fred must have recognised some special attributes in the young mechanic because he invited him to apply for a position. He told him not to worry about his resume – "just turn up".

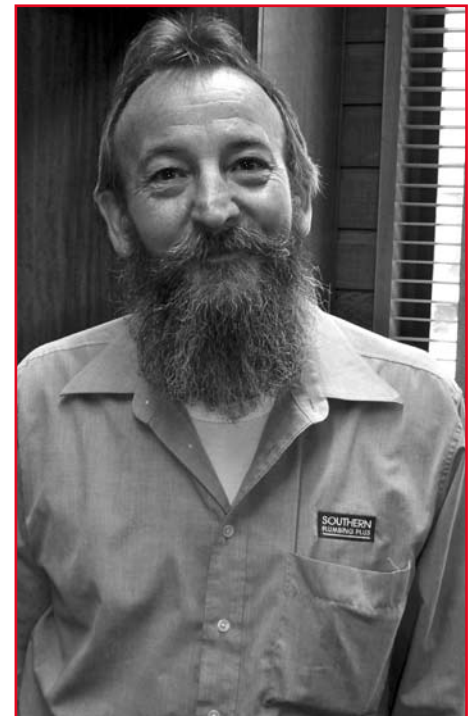
Southern Plumbing was a vastly different company twenty years ago with no showrooms or commercial business. When Adrian started there were just 8 employees. Today there are well over 100.

Adrian was able to successfully call upon his mathematical skills acquired as a mechanic and apply them to plumbing. After 20 years working

at Southern Plumbing Plus, he still sees it as a never-ending challenge and it this challenge that also attracts him to the job.

Always modest, Adrian was quick to attribute his success to his colleagues. He singled out Jimmy Ward (who retired a number of years ago but still visits the Fyshwick trade store most Saturdays) for teaching him everything there is to know about cisterns. He praised Mark Beutler's talent for and knowledge of plumbing and Fred (Killer) Grant for his special mentorship over the past twenty years.

Adrian was especially grateful to all the plumbers, gasfitters and drainers for all their handed-down knowledge. He said that without them he wouldn't know half the things he knows now and that he could ring them up any time of the day if he was stuck on a problem. They were always willing to



help. According to Adrian, the greatest benefits of working at Southern Plumbing Plus are the people and the lasting friendships he has formed. And he realises that when he eventually retires it will be the people he will miss most. But that's still a long way off!

## REBATES STILL GENEROUS – DESPITE GOVERNMENT CONFUSION

The fiasco of the Federal government's home insulation scheme, together with changes to the hot water and solar heating rebates, has resulted in massive confusion in the minds of consumers. But despite the mayhem, the hot water and solar rebates are still reasonably attractive.

When the hapless Peter Garrett announced the end of the insulation scheme in its existing form on February 19, he also announced changes to the rebates affecting hot water. The rebate for installing a solar hot water system was reduced from \$1,600 to \$1,000, and the rebate for heat pumps was reduced from \$1,000 to \$600.

When combined with Renewable Energy Certificates (RECs) and state government rebates, the changes by the Federal government certainly mean that the days of getting a solar hot water or a heat pump for free are over. But even so, the subsidies are substantial.

For example, a customer installing an Apricus 30-tube electric boosted solar system in NSW would be eligible for combined government assistance of \$2,260, reducing the price of the unit to about \$1,350 (plus installation). This is still a great buy for a solar hot water system – especially as electricity prices continue to escalate.

Similarly, a customer buying a Rheem 310 heat pump in NSW would get combined government assistance of nearly \$2,200, also leaving them to find only about \$1,350 (plus installation).

Southern Plumbing will be boosting the promotion of heat pumps and solar systems as the weather cools. Our advice today is the same as it was last year when the government rebates were extremely generous. That advice is:

*Get in now while the rebates last – you never know when the government will change the rules!*

**GREAT PRIZES TO BE WON!**



**IT'S THAT TIME OF YEAR AGAIN** - time to register for the annual Southern Plumbing footy-tipping competition, both AFL & NRL. **And this year, the prizes are better than ever.**

There'll be grand final tickets, accommodation and travel for the winner, and the minor prizes will include tool packages and big Eskys full of beer!

You can register online at our website, [www.spplus.com.au/footytipping](http://www.spplus.com.au/footytipping), but you don't have much time. The first match of the season is on Friday 12 March, so you need to get registered by then to be in the race for the big prizes in September.

**SO GET ON LINE NOW!**

## PAY LESS, PAY CASH!

Heard it before somewhere? Well if it works for them, then it should also work for us!

For the month of March, Southern Plumbing is offering customers an extra discount for cash when they buy a Rheem 27 continuous flow gas hot water system. First of all, we've reduced the price to \$1,029 (including GST), and we'll discount it more if a customer wants to pay cash.

You won't see this fantastic product at a cheaper price, so call into our trade stores (with your pockets stuffed with money) and strike a deal for cash.



## NORM WILSON

Canberra's plumbing elite turned out in large numbers last week to bid farewell to Norm Wilson who died on 15 February aged 76.

Norm was one of the most liked and respected plumbers in the Canberra region. He laid thousands of kilometres of pipe in his long career - in fact he was still working right up until his death.

Our sympathy goes to Norm's wife Estelle, his family and the multitude of people touched by Norm's kindness, laughter and generosity.