



# Newsletter August '10

Water Supply Products

This newsletter can also be downloaded in digital form at [www.watersupply.co.nz](http://www.watersupply.co.nz)

**wsp**  
water supply products ltd

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## Martin's Musings

Welcome to the first newsletter in quite some time. We have taken an extended break, but expect to receive regular updates from the WSP team in the future.

Winter is always a time to catch up on all of those things that weren't done in summer, make improvements to our businesses and plan for the new season. It hasn't been all that quiet around here, but we have still found time to implement a few ideas to improve our service to you and find some new products as well.

Over the last year we have welcomed two new members to the WSP sales team. Iain Holdaway is based in Blenheim and is handling all of our clients in the Upper South Island. Matt Clayton has joined the Auckland office and is calling on clients in the central and western areas of the North Island.

In June, Irrigation Australia held their biennial conference and expo, which Jason, Brent, Shane and myself attended to see what new and exciting products we could find. Frankly, it has been a time of consolidation for the industry and new product development appears to have taken a back seat. However, we still found a few worthwhile products to add to the WSP range and you will be finding out about them very soon.

This season, we will be running monthly promotions and specials on featured products. Watch out for the flyer with your monthly statement.

Let's look forward to a continued recovery in the market this year and a return to the activity of a couple of years ago.

Kind Regards,

Martin

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## Automated Shipping Reports

At WSP we are constantly striving to improve our service levels and just recently, you may have noticed we are now automatically emailing shipping reports for your orders as they depart our store.

Included in these reports is the shipping information and detail on which lines have shipped.

We trust that having this information will enable you to better plan your stock control, particularly when orders are coming in for a specific customer or project.

If however, you do not want to receive these reports, please send us an email ([wsp@watersupply.co.nz](mailto:wsp@watersupply.co.nz)) or give us a call and ask for the service to be stopped.

If you are not receiving these reports and wish to do so, please email us or call and let us know an email address you would like them to go to.

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## Reduced Freight Free Threshold

Recently, WSP has managed to negotiate more competitive freight rates on our mid sized packages.

This means we can now amend our freight policy and reduce our freight free threshold from nett value \$250.00 orders to nett \$100.00 orders.

Any orders with a nett value of \$100.00 or more will now not incur any freight charges when sent via our normal freight service. Note that orders requested to be shipped outside our normal means may still incur freight charges.

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## Hansen Price Increase



Hansen Products have held the price of poly fittings for a number of years despite continued pressure from increased manufacturing costs.

Unfortunately, these increases can no longer be absorbed and they have announced an increase in the cost of their poly fitting range.

**As of the 1st of September 2010 Hansen Poly Fittings will increase by 5%**

This does not affect Hansen Screwed fittings or Ball Valves.

## New Product!

### WSP Chemigation Check Valve

#### Description

For use in chemigation, fertigation and effluent injection systems for protection of ground water supplies. The WSP Chemigation Check Valve combines the functions of a pressure vacuum breaker with the low pressure drain of a reduced-pressure zone device. This provides multi-point protection against backflow or back-siphonage of hazardous substances into the groundwater resource.

WSP Chemigation Check Valves can be installed vertically or horizontally. It is recommended to install a valve and strainer upstream.

Use only as per local council regulations. Approved for use by ECAN May 2010 – see ECAN fertigation pamphlet for more details.

All backflow prevention devices require periodic testing. Please consult your local authority for specific requirements.



Description	Order code	Units
WSP 4 inch Flanged Chemigation Check Valve	CCV100	Each
WSP 6 inch Flanged Chemigation Check Valve	CCV150	Each
WSP 8 inch Flanged Chemigation Check Valve	CCV200	Each
WSP 10 inch Flanged Chemigation Check Valve	CCV250	Each