

Flow-On

3 Swans newsletter no. 11, August 2009

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WHAT'S NEW?

Email orders: Please email orders to orders@3swans.co.nz

We would like to introduce you to our newest team member, Carla Wiki. Carla has taken over our stores role from Elliot who has left to concentrate on his studies. Carla comes from an interesting background of warehousing within the aviation industry, starting with a few years in the Air Force. We think she is a great find and it's great to have her on our team.

On page two of this newsletter I have given details of how to identify different IBCs and

which adapters they need so I hope many of you find that useful. You can also find our newsletters on our web site now so if you need more information on a product don't forget to check the web site to see if there is a newsletter there relating to your enquiry. Of course we always welcome your calls or emails, so don't hesitate to contact us for more information at any time. If you're in the market for some cheap taps or pumps check out the specials below...



(Clockwise) John, Jo, Yvette and Carla

PRICING RESTRUCTURE

As mentioned in a previous newsletter we have undertaken a price restructure. So far we have restructured pricing for our taps range and the IBC fittings & adaptors range. As we complete the pricing for other lines customers who buy those products will be updated. This has come about because we realise that our standard price brackets are not appropriate for every product, or every product within a range. The new brackets better reflect buying patterns and truly reward customers who are buying wholesale quantities. Our 1+ price for these new price lists are now listed as 'Retail' and will be charged for one-off purchases as we have (in many cases) lowered the quantity required for the 'Wholesale' pricing to take effect. This is because we are a Wholesaler and we would like to support our distributors by directing would-be retail customers to our distributors wherever possible. If you have any queries about our new policy please let us know.

SPECIALS SPECIALS SPECIALS

We have excess stock of these products and are offering them at bargain rates, plus throwing in some for free! Order before the end of August 09 for these specials, and **quote code AUGNL** on your purchase order.

1. Our code 250666 Jumbo tap with long thread and back-nut.

This is for use on containers where you need to put a tap in but don't have a drilled bung-hole.

Normally \$2.63 for 10 or more
Now pay just \$2 each and for every 10 bought get 5 FREE!
SAVE \$19.45!



Jumbo tap with long pipe thread & back-nut

2. Our code 104014 White 10ml dispenser pump with ball valve, fitted to 38/400 cap (shipper head). Pumps with a ball valve are suited to products with a light viscosity such as water, detergents and similar. These products tend to drain back into the container (lose their prime) if a flap-valve pump is used (as below).

Normally \$4.54 for 5 or more
Now pay just \$3.40 each and for every 10 bought get 5 FREE!
That's a HUGE saving of \$34.10!



White RS-10 dispenser shown here with the head locked down in 'shipper' mode on 5lt jerry can.



Black RS-10 dispenser shown here on a 5 lt jerry can. Fits perfectly on Alto, Optoplast & VIP 5lt jerry cans.

3. Our code 104030bk Black 10ml dispenser pump with flap valve, fitted to 38/400 cap (shipper head). Pumps with a flap valve are suited to products with a medium viscosity e.g. syrups, gel hand cleaners and the like, which hold their prime in the pump and don't drain back down into the container when not in use.

Normally \$5.17 for 5 or more
Now pay just \$4.50 each and for every 15 bought get 5 FREE!
That's a HUGE saving of \$35.90!

IBC IDENTIFICATION

PDF Newsletters with this info are now available from our web site

IBC identification: The most common types of IBCs on the New Zealand market are:

a. Schutz, Germany, but now manufactured in Australia. Schutz valves often have "Schutz" embossed on the handle. The IBC outlet (male thread) size is S75. This is the same size as Clawson and Fustiplast IBCs which are less commonly found here.

The original valve has an alloy screw collar which screws onto the IBC. The replacement valve you need is our code **800212**



b. Sotralentz, France. Their IBCs have black corner pieces, embossed "Sotralentz". The outlet size is S60 (NW50). This is the same size as IBCs made by Grief/Sonoco and Mamor.

The replacement valve is our code **800248**.



c. Mauser, Germany. The valve is quite chunky with S80, 80mm buttress thread on the IBC. These are sometimes known as Hoover IBCs.

The replacement valve is our code **800318**



IBC ADAPTORS

If you need to attach a hose or other fitting to your IBC you may need to change the thread to suit your fitting. The most common type of thread on the outlet valve is European NW50, also known as DIN61 or S60 buttress (coarse) thread. The major suppliers, Schutz, Sotralentz & Mauser have standardised on this size on the valve outlet.

The adaptors to convert to 2" BSP hose fittings are:

a. Our code 800532, Basic IBC Adaptor NW50 x 2" BSP female-female

b. Our code 800536, Heavy Duty Adaptor NW50 X 2" BSP female-female - glass filled Polypropylene (GFP).

c. Our code 800552, Camlock Adaptor NW50 female x 2" Camlock male -heavy duty, GFP.

d. Our code 700747, NW50 cap with 3/4" insert, with water butt tap and hose connector (will connect to a regular garden hose fitting).



800532



800536



800552



500747

Integrated Camlock Fitting???

1. 800559 IBC Adaptor: Schutz 2" camlock female x 2" BSP female with locking arms
2. 800560 IBC Adaptor: 2" camlock female x 2" hose tail, with locking arms



1.



2.

**THESE NEW PRODUCTS
NOW IN STOCK**