



**BAT**  
*Industrial Products*

# INSIGHT

**Newsletter No. 3**

## Partner's Comment

Like it or not we're in Tough Times and it doesn't look as though it's going to go away in the near future now that Australia is officially in a recession. Can you recession proof your business? The answer is you can't. Everyone gets affected. Also there's no quick fix to this one. Quite bluntly, debt fuelled spending got us into this mess and despite what cleverer people than me say, I don't believe further borrowing and increased debt is going to get us out of it. The good news is that this isn't the first recession we've been in, it won't be the last, they usually last 3 to 4 years, but it's how we react and what we do that matters. Now is the time to rise to the challenges ahead - big challenges demand big bright innovations, enthusiasm and drive.

(Taken from a recent conference)

### Lets keep positive!

In this Insight you will find:

- New invoicing procedure
- New Release RUB Actuators
- Information on the Don Rubber Hose



*Troy Hudson*  
**Director**

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## Our commitment to Service...

We have recently implemented the following new process to ensure our customers know when goods have been despatched from BAT, also making sure you always have an invoice from us promptly.

- We will now be despatching all goods with a delivery docket only.
- Approximately 15 minutes after despatch you will receive an invoice by email or fax.
- The invoice will now state the following information to assist your company:
  - Carrier that was used to deliver the order to you
  - Number of packages
  - Consignment Number
  - Time despatched

Hoping the above meets with your approval and assists your company.

**[www.batind.com.au](http://www.batind.com.au)**

# New Product

## Actuators

### WE HAVE RECEIVED OUR NEW RANGE OF RUB ACTUATORS

These actuators are manufactured in Italy and we can assure you of the quality and reliability.

We can currently mount these to Butterfly valves, with our ball valve range soon to be released.



Please contact Sales for pricing.

## THE DON OUTPERFORMS OTHERS

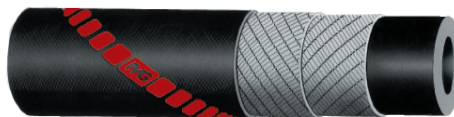
Recent reports from Cement Australia confirm the IVG Don Material handling hose outperforms other hose on the market.

Following results Dry Cement @ 100-150 Kpa

<b>Don</b>	<b>16903.5 tonne</b>
Competitor 1	12066 tonne
Competitor 2	5665 tonne



### RWMD10 Don



**Applications:** Softwall bulk materials delivery hose for conveyance of cement dust, sand, gravel, silica and other abrasive materials.

**Temperature:** -40°C to +70°C

**Cover:** Black, smooth wrapped finish EPDM rubber compound

**Tube:** Black, anti-static rubber compound

**Reinforcement:** High strength synthetic compound plus embedded copper wires

Size	ID mm	OD mm	WP psi	BP psi	Weight Kg/mtr
102	101.6	119	90	270	3.23