Message from the President

Energy efficiency and education are still the highest things on our agenda. I have been travelling a fair bit around Australia over the last few weeks and I am finding that there is a massive interest in pump and system training. It is timely that PIA are currently working very hard to bring together our Installation and Commissioning training program; which is scheduled for roll out later this year. We are indebted to Alan Rowan, Keith Sanders, and Ken Kugler for their hard work and to John Link for assisting with a venue and facilities for the practical sessions. At the time of writing this we are about to run an in-house forum with experienced members who will comment and contribute as we hone the final details and content.

Recently Kevin Wilson and I had a teleconference with the Hydraulic Institute to discuss our planned mutual cooperation on the distribution of HI Guidebooks, standards and training programs for the Australian region. We are also looking at developing a joint PIA / HI version of HI’s Pump System Optimisation training which is leading the way in the USA in improving pumping system energy efficiency. We will be making formal announcements on these exciting developments shortly.

This ought to be an exciting time for PIA and I am looking forward to generating more benefits for our members

Yours Sincerely,

Ron Astall
President – PIA

1) PIA Activities for the quarter

In an effort to get wider exposure in other States, PIA organised General Meetings in Adelaide and Brisbane during this quarter, enjoying an excellent response at both events.

PIA General Meeting in Adelaide – Rydges Hotel

This meeting was held on 12 May to coincide with the Oz-water conference being held in Adelaide at the same time. In view of the numbers expected, Council decided to hold the event at the Rydges Hotel, which is close to the centre of town and with adequate parking. There were 37 people registered to attend the meeting, which included a good mix of members, guests and non-members. As a result the room we booked was a bit on the squeeze side. We apologise to those who were last in the door, as seats were hard to find. Official business was kept to a minimum so that presentations from Ron Astall and Keith Sanders occupied the majority of the time through until 6.30 pm, when we broke up for cocktails. A warm welcome was given to overseas visitors introduced by White International; Sean Natarajan and Adam Bell of Global Water and Bobby Ng of Zenit Asia Pacific. Most people stayed on for dinner in the rooftop restaurant and a good night was enjoyed by all.

PIA General Meeting in Brisbane – Skyline Pumps (Report from John Inkster)

The PIA Meeting held at Skyline Pumps in Raceview, Queensland on the 9th June was immensely successful and well supported by PIA members and colleagues alike with over 40 attendees. Richard Hull, his wife Colleen and Dave Pouzzart did a great job in preparing the venue displaying a wide range of pumps and generally show casing Skyline Pumps capabilities. Prior to the meeting starting everyone walked around the facilities and Skyline staff mingled with the attendees answering all manner of questions about their operations, the test facilities came in for particular attention.

Ron Astall’s presentation “Are your Pumps Running too Slowly” was well received and prompted a lively debate; I was told by one attendee who has heard the presentation before that Ron’s delivery just keeps getting better.

Richard Hull then gave an overview of the history of Skyline Pumps and it was clear to all that he takes immense pride in the achievements of the business, his staff and the new premises which they moved into earlier this year.

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Skyline Pumps has been an active member of the PIA attending and contributing to many of the Fire Standards Meetings over the years and I thank Richard for allowing us to use his facilities; we all learnt from the experience.

2) New Councillors

At the Adelaide Council Meeting, a vote was taken to fill two vacancies on Council. Martin O’Connor resigned as a result of a career change and his place has been taken by David Alexander. The casual vacancy that has existed since the AGM was filled by David Brooks of Flowserve Seal Division, who recently joined PIA in their own right.

a) David Alexander

In his early career, Dave spent five years with John Crane Seals and completed an apprenticeship at the Newcastle Steel works. In addition, he has studied Marine Engineering and Management. Since joining KSB some 21 years ago (then KSB Ajax), Dave has been a Sales Engineer, Queensland Sales Manager, National Sales Manager and during the past 9 years, he held the position of Managing Director for KSB Australia, reporting to the North America region within the KSB Group.

Outside of his working life, Dave enjoys proving resilience and spirit in long distance events. “I enjoy running; I normally run the Gold Coast and Sydney Marathons each year, along with several half marathons”. This year Dave completed the Spartan Beast Elite, a 24km race with 36 obstacles, and recently the True Grit 24hr endurance race held over the June long week near Lower Portland, 1.5hrs drive north west of Sydney.

b) David Brooks

David Brooks started straight out of school with Shell Refining Aust P/L (Clyde Refinery) as a Cadet and worked there for 11 yrs. At the same time he completed an Instrumentation and Control Engineering Diploma. Later in his career, David joined Borg Warner Mechanical Seals holding a number of technical and sales positions. In 1997, he joined Sulzer International, supporting their range of compressors, pumps and hydraulic turbines etc.

After 2 years, he moved to WA and joined Flowserve Aust P/L, now supporting the Seals Group as Director/ GM of Operations and Sales Australia and New Zealand.

Outside of his working life, family is important and he enjoys boating, travel and the many activities available in WA and overseas.

When time permits, David tackles a couple of push bike rides a week to keep somewhat fit!

3) Executive Office Reports

In recent weeks all attention has been focussed on the I&C Forum, with Alan, Ken and Keith, heavily involved in the development of course notes and PP programs for discussion with members.

Work is continuing on the Fire Pump Checklists and a draft for the new Corporate profile is being reviewed by Council. For those members who have not yet supplied their logo, this is your last chance to have it included in the new edition.
4) Installation & Commissioning Forum

A lot of work has gone into the preparation of course notes and the PowerPoint presentation for the I&C training program. However, to involve members more effectively in the final presentation, Council approved the running of a Forum on 23 June, drawing on the experience of pump businesses who regularly get involved in such activities. The Forum was attended by around 20 people from 14 members, with the welcome attendance of several Associate members from motor suppliers and other specialist suppliers of associated services.

The forum updated members on the progress of course preparation prior to the first actual course, which will be run on the 14th October 2015. There will be a classroom session in the morning and a practical session in the afternoon. Alan Rowan and Ken Kugler then presented the latest versions of the Power Point presentation for the classroom session, during which some excellent feedback and comments were given and recorded on a flip chart for later consideration. All of this will be very helpful in finalising the PowerPoint so that the course will meet latest installation and commissioning requirements. We thank everyone for their participation.

5) Pump Market Overview

The following are extracts for the reports produced by Ibis World and analysed for PIA members. In these charts we look at the situation in sectors where many of our members expect to sell their products. We know that times are tough in our business, so any information on future trends should be helpful.

- Water Treatment Services
- Sewerage & Drainage Services
- Petroleum Refining
- Mining

It should be recognised that these reports do not relate to pump demand, but are an indication about whether these sectors are growing or declining and the key drivers for the business activity. This information may assist members in assessing future pump demand in the sectors.
6) New Members

At their May meeting, Council approved 3 new members who had applied to join PIA as follows:-

a) Flowserve Australia Pty Ltd – Seal Division – (Cat B Membership)
   Moved Ron Astall – United Pumps/Astech 2nd Stephen O’Shanessy – Stalker Pumps – Carried

b) Escaping Outdoors Pty Ltd (Cat D membership)
   Moved Ron Astall – United Pumps/Astech 2nd Frankie Camilleri – John Crane Australia – Carried

c) ABS Solutions (Cat C membership)
   Moved Ron Astall – United Pumps/Astech 2nd Ashley White – Davey Water Products – Carried.

We welcome these new members and look forward to meeting them at PIA functions in the near future.

7) News from Members

a) United Pumps win large pump order for LNG Project

United Pumps Australia have just delivered two of these 1.05mW pumps for Lean Amine service in an Australian LNG Project. To be installed in the Plant’s Carbon Dioxide removal process; they were wholly designed, manufactured and tested in United’s Sunshine (Vic) plant in accordance with API 610 11th edition.

The pumps are constructed in Austenitic stainless steel and feature a heavily instrumented force feed lube oil system feeding both the pump and 1.05mW driver. As well as designing and manufacturing the pump itself, United also designed and fabricated the lube system; constructed of all welded stainless steel piping with associated duplex filters, duty and standby lube pumps and fin-fan cooling.
b) AFH Techflow & AIM team up for Training in Dili, East Timor

As part of a contract with Conoco Phillips, who run the substantial Bayu Undan platform feeding the Darwin LNG plant, AFH was asked to conduct some pump training in East Timor (Dili). The equipment being supplied was in the specialised category and, while the pumps were imported from Nikkiso, the design, assembly and testing of the skid was undertaken in AFH works at Altona. Pretty sophisticated stuff.

However, in order to match the capabilities of the young engineers that were available locally to participate in the program, the training programs needed to cover basic pump technology. As a result, Australian Industrial Marketing worked closely with AFH to provide both theoretical and practical pump training for two groups of trainees. Dietmar Hildebrand organised all the logistics of the program, liaising with Conoco Phillips and Industry Safety Assessment Training (ISAT) to arrange for candidate selection and Training facilities. AFH also built the demonstration unit used in the practical part of the program.

Keith Sanders travelled to Dili to deliver the program and he was impressed by the enthusiasm displayed by the participants, who saw this as an excellent opportunity to improve their skills.

The first group, mainly younger graduates, undertook a 2 day course which was based on the AIM level 1 course that has proved popular with pump people in Australia. This included use of PIA handbooks to undertake system calculations and then select pumps to match the conditions.

The second group had a more practical course with lots of see & feel of typical pump components, with basic servicing issues discussed in some detail. The practical training was conducted using a small skid-mounted pump with some basic instrumentation built in the AFH workshop and shipped to Dili. The unit included an end suction pump driven by a single phase motor and a simple device to measure motor volts, amps and kW. Together with readings of flow and differential head, students were able to plot H,Q,P curves for various settings of the flow valves. This proved to be invaluable in getting across some of the basics of pumps and systems. Simple pump alignment techniques were also demonstrated. It was even possible to simulate cavitation, by throttling the suction for short periods to establish how the phenomenon occurs at low suction pressures.

Timor is a rather poor country and it will take time for their own engineers to reach Western standards of expertise, especially to handle sophisticated equipment being supplied for the Bayu Undan project. But at least it is a start. Australian companies should be well positioned to assist in this development.

8) AMCA – Forum on BIM MEP Aus

This year’s forum brings together leaders and practitioners from across the world to provide insight into how Firms are utilising technological advancements to deliver innovative best practice solutions in the building and construction industry. It will be held on 6 – 7 August 2015 at Melbourne Convention and Exhibition Centre. One of the workshops includes a review of pumping equipment. Keynote presenters at this year’s event include:

- Mr Safiy Abdur-Rahman, Director of Virtual Design and Construction, New York City, USA
- Mr William Bausmith, Associate Director of Construction Management, Princeton University, New Jersey, USA
- Mr David Pikey, Director of Technology Integration, The Hill Group, Chicago, USA
- Mr Oliver Ridgwell, Global Product Specialist of Enterprise Asset Management, Trimble Real Estate & Workplace Solutions, Bristol, UK
- Ms Amanda Comunale, Director of Construction Piping Services, Victaulic, Pennsylvania, USA.

PIA members interested in this event can find more details on www.bimmepaus.com.au
9) Obituary
While not a member of PIA, many of us will remember Nossiter Pumps as a formidable supplier of pumping equipment into the Fire and Hydraulic Services market in NSW. We regret to note that Ben Nossiter, the proprietor of the business for many years, passed away in May and we understand the funeral service was held on Thursday 28 May 2015 at Northern Suburbs Memorial Gardens and Crematorium. Our sympathies are extended to family and friends.

10) Forthcoming Events

a) PIA General Meeting in Sydney

The next PIA meeting will be in NSW and we look forward to a strong attendance on 25 August 2015 at 4.30 pm. Our thanks to Flowserve for providing the venue which will be at their new facility in Seven Hills. The address is:-

Unit 19 / 167, Prospect Highway, Seven Hills NSW 2147. There should be ample parking on site.

As usual, we will be trying to keep the formalities to a minimum and hope to provide some interesting technical presentations for the benefit of members and other industry partners who may wish to attend.

b) Inaugural Pump Installation & Commissioning Training Program

Alan Rowan will be finalising the PP and course notes for the I & C training program over the next few weeks. The first course will be run on the 14th October 2015 at Link Pumps, 4 Ponting St, Williamstown North VIC 3016. It will be a full day program and lunch will be provided. There will be a classroom session in the morning and a practical in the afternoon.

More details of the program will be announced at the August Meeting in Sydney. Once the course is established in Melbourne PIA hopes to offer the program in other Capital Cities and we are seeking expressions of interest from members with test capability to help us run the same program on their premises.

c) AGM & Dinner

This is in the planning stage and is scheduled for 10 November 2015 in Melbourne. Council is currently considering offers from several venues and we will be returning to a land based function following our trip down the Yarra last year. We encourage you to make a note in your diary so that we can have an excellent turn-out.

Note from the Editor
As you can see from this newsletter, we can provide you with an excellent opportunity to tell us what is happening in your business. While we do NOT accept advertising, we are happy to promote the skills and capabilities of Full and Associate members......... more important in these tough times.......... it is free.

Items of interest can be sent directly to me at: aim1@internode.on.net or via Kevin Wilson.

Thanks for your ongoing support, Keith Sanders.