



PUMP INDUSTRY AUSTRALIA



It has been a very productive year for PIA but in a few days we will all be celebrating Christmas. It is a great time of the year, but can also be a crazy time, with the lead up meaning we are all working on our list of “always lots of things to do”. But then....it is great to switch off on Christmas Eve!!!

I guess you & your families will be doing the traditional things that you normally do. My family and myself normally camp at Byron Bay in Northern NSW as we have done so for nearly 20 years. However, this year is an exception and we are spending Christmas day at home. Which means sitting around the pool, and lots of family turning up. That is what I personally like about Christmas... catching up and spending time with family.

As such on behalf of the PIA team, I wish you and your families, a safe and of course, enjoyable festive season.

Merry Christmas !!!

DAVE ALEXANDER
PIA PRESIDENT



IN THIS ISSUE...

2017 ANNUAL GENERAL
MEETING REPORTS

ELECTION OF NEW
COUNCILLORS FOR 2018

PRESENTATION DINNER,
INNOVATION AWARD & LIFE
MEMBER AWARD
RECIPIENTS

MARKETING UPDATE FOR
2018

21 NOVEMBER 2017, BOX HILL GOLF CLUB

A quorum was present at 4.30 pm and the meeting was conducted in accordance with the published Agenda.

Summary of President's Report

In addition to the various Council meetings held throughout the year both in Perth and via Conference calls, your PIA committee had another year of action with many important programs run over the course of the year.

These included:

February 21st - Technical meeting at Hydro Innovations

February 22nd – Installation & Commission Course at in Sydney.

April 27th - 1-day seminar “ How to get the best out of your pumps” held in Melbourne.

May 9th - Technical meeting in Brisbane

May 24th - Installation & Commissioning Course held at Link Pumps in Williamstown.

July 12th - Breakfast meeting at The Boathouse in Melbourne

It was a pleasure to work with Irrigation Australia (IAL) to come to a formal agreement where both PIA & IAL can work closer together. It all helps raise PIA profile in an important market sector for pumping equipment.

I would also use this time to make you aware of the 2018 business plan which includes the key objectives to;

- Drive up memberships
- A minimum of four general / technical meetings annually
- Two Breakfast meetings
- Three I & C Courses.

We would welcome your comments for improvement or particular areas of focus by PIA in future.

Abbreviated Financial Statements

The Secretary tabled the audited reports for 2016/17 and a summary is shown below. This represents an improvement in trading compared to 2015/16 and is satisfactory result compared to budget. A detailed version of the Audited Accounts was available to members at the AGM and copies were distributed.

BALANCE SHEET	PROFIT & LOSS
Total Assets \$166240	Total Income \$81097
Liabilities \$2705	Cost of Sales \$27779
Net Assets \$163535	Gross Profit \$53318
Total Equity \$163535	Expenses \$70171
	Other income \$2505
	Net Loss (\$14348)



Appointment of Officers

All positions were declared vacant and the Secretary read out nominations for the 2017/18 Council

President - Dave Alexander of KSB Australia was elected for another term

Vice President - John Inkster of Brown Brothers Engineers was elected for another term

**CONGRATULATIONS
TO THE ELECTED
COUNCILLORS FOR
2018...**

- **Ron Astall - United Pumps**
- **Mike Bauer - Dynapumps**
- **Andrew Black - Envirotech Water Solutions**
- **Malcom Eyre - Franklin Electric**
- **Alan Rowan - Life Member**
- **Keith Sanders - Australian Industrial Marketing**
- **Ashley White - Davey Water Products**

Publications & Training

ALAN ROWAN

a) Publications

This year has been devoted to

- Ensure that all Australian Standards used in our publications are current.
- Begin planning for the next update of the Pump Technical Handbook.

b) Training

- Sydney at Hydro Innovations in February with Keith Sanders.
- Melbourne at Link Pumps in May with Ken Kugler.
- Brisbane at KSB Australia in September using KSB personnel to assist with the practical.

Work on these activities will continue in 2018



Marketing & Statistics

KEITH SANDERS

Activities for 2017

- Provide marketing support to the Association for promotion of Technical meetings, Training programs and Special Events through Flyers and Bulletins.
- Provision of an effective means of communication between Council and members. Principally via the newsletter to report on recent PIA events and to promote cooperation between members.
- Liaison with Industry Associations with similar interest to those of PIA. Continue to maintain a dialogue to create networking opportunities for PIA members, as well as participation in complementary activities.
- Liaison with Government Departments on projects of mutual interest e.g. energy conservation programs, legislation programs influencing the Pump Industry
- Using Ibis-World reports and information sources to provide market data for members on trends emerging in each sector of the Australian pump market & monitor global activities of key players on mergers, acquisitions etc.

b) Special Projects

- Interaction with Australian Construction Codes Board and Energy Action on recommendations for amendments to Section J of NCC covering power consumption by pumps in HVAC systems
- Chair a sub-committee to prepare a recommendation on MEPS for pumps in the ISO 2858 and EN 733 ranges of end suction pump with own bearings (ESOB). This report has been completed and submitted to Council for approval.

Standards

KEN KUGLER

Apart from regular review of standards issued by Standards Australia, Ken has been particularly involved in some ongoing tasks as follows:-

a) FP008 Fire Pump Committee:

- AS2304 Fire Water Tanks – Expected publication by end of year
- DR AS 2419.1 Hydrant standard – still in Committee review of public comments
- AS2118.1-2017 Sprinkler standard – finally approved, accepted by NCC

b) AS2941 Fire Pump Check-List – A certifier's Check-List to be published.

c) Submission to the ABCB to have AS2941-2013 directly included in the NCC/BCA rejected

d) AS2417 – 2001 Pump test code review:

- Publication expected soon as AS-ISO9906 - 2018
- The reformation of Standards Committee ME-030 Pumps consisting of
 - Pump Industry Australia
 - Engineers Australia
 - Fire Protection Association Australia
 - Irrigation Australia Limited
 - Master Plumbers Australia
 - Water Services Association of Australia
- Australasian Fire and Emergency Service Authorities Council

2017 ANNUAL PRESENTATION DINNER

Nearly 80 members and guests attended the Annual Dinner for what proved to be an excellent evening.

After the main meal, Dave Alexander presided over the induction of Les Boelckey (United Pumps) as a Life Member, after many years of service to APMA/PIA as President and a Councillor. Les has always supported PIA and his contribution has been significant. Les made a short acceptance speech, which was well received by those present. This was followed by the presentation of the Annual "Innovation Award", which this year was won By Hydro Innovations for their investment in a custom-built training facility at their Factory in Rydalmere. Zach Jeria was on hand to receive the trophy and provided a brief outline of the facility.



To close off the evening, there was a lucky draw for 3 Christmas hampers. This year, the prizes were won by **Jim Griffiths - EMTIVAC** **Romo Herzog - WEG** **Jan Medovaski - FRANKLIN ELECTRIC**

This year's hampers were designed and produced by Louise Black, who assisted the Association with the organisation of the event and will be playing an increasing role in the marketing of PIA activities and member communication in future. Thanks Louise.



Congrats!

HYDRO INNOVATIONS

Winner of 2017 PIA Innovation Award



Last year, PIA held a Technical meeting at Hydro Innovations, followed the next day by the first I&C course to be held in Sydney. Everyone present was very impressed with the equipment that was on display and the capable of illustrating some of the basic principles of pumping, particularly for self-priming pump installations.

The investment made in terms of the dedicated demonstration equipment and the theatre style presentation area is ideally designed to provide a positive experience to those who participate in training or product orientation. No surprise then when Garry Grant submitted a registration form for the 2017 Innovation Award that this was successful.



Congratulations...

**THE PIA WELCOMES
LES BOELCKEY
AS OUR NEWEST LIFE MEMBER**

Born in Hungary, Les emigrated to Australia aged 15. After accepting the challenges his new life presented, he worked hard to overcome language and cultural barriers and he successfully completed his secondary education at Melbourne's De La Salle College. He went on to Swinburne Technical College taking a dual Degree in Chemical Engineering and Applied Chemistry.

To begin his career, Les took a Traineeship with PRA (Mobil Altona) made Graduate Engineer at PRA over a six year period. In 1970 Les joined Austin Anderson for several years in Australia then relocated to Europe with the company to Europe. In Late 1976 Les returned to Australia with Minci and their two children. He soon joined the Indeng Group at Steelweld Fabrications where rose to General Manager.

In 1984, the Indeng Group was sold. This included Indeng Pump Division, who were Manufacturing Licensees for United Centrifugal Pumps (UCP) in California. UCP were keen to continue a presence in Australia and negotiated to form a new joint venture company United Pumps Australia later that year. Due to his success at the Pressure Vessel Division, Les was selected as the new GM of United Pumps Australia. Since that time, UPA has grown to be a respected Australian manufacturing business in the specialist area of API 610 Process Pumps for Oil & Gas. Having appointed a new CEO, Les is now finding more time for other pursuits although he still maintains an active interest in the business even today.

Les has been a long-serving Councillor for APMA/PIA in the 1990's and held the position of President for several years. He was always very supportive of Australian manufacturing, but acknowledges it is tough to stay competitive in a very demanding market situation.

While a strong family man, Les is an enthusiastic tennis player and keen fisherman. Among his other talents, he is a good gardener and a legendary chili & tomato provider in the UPA kitchen. Other Life members are pleased to welcome Les to the group and look forward to his continuing involvement at future events.



PIA Technical Meetings

Sydney and Melbourne

The first meeting for 2017 will be on 20 February at Kelair Pumps in Arndell Park in Western Sydney. It will commence at 4.30 pm and the Kelair will make a brief capability presentation. This will be followed by a Forum on pumps for the HVAC sector based on the submission PIA has made to ABCB and Energy Action for amendments to the NCC programmed for 2019. The new draft will be available for public comment

early in 2018 and we are delighted that ABCB has accepted our invitation to attend this meeting and present their recommendations to changes.

A second Technical Meeting is scheduled for March 2018, this time in Melbourne and further details will be provided in the New Year.

Please note, PIA hopes such meetings will provide quality Technical Presentations and provide opportunities for networking with both Industry colleagues and potential clients. They offer the chance to promote the capabilities of our members in a casual environment. To help support this initiative provide, Council proposes to charge a nominal \$50.00 attendance fee. This is slightly more than in 2017, but still represents good value.

In addition, we invite both members and associate members to consider making presentations at such meetings to inform us on new technologies or new products that will encourage the adoption for the latest developments in pumping installations to improve efficiency, reliability and maintenance procedures. Please contact Kevin Wilson if you have any interest in participating.

Installation & Commissioning Courses for 2018

- Sydney - 22 February at Hydro Innovations, Rydalmere commencing at 9.00 am
- Melbourne - Link Pumps, Williamstown – date to be confirmed
- Brisbane – KSB Australia – date to be confirmed



Ken Willcock - Life Member



It is very sad to report that Ken Willcock, a past President and Life Member, passed away at the end of September at a Hospital in Tasmania. He was admitted with pneumonia and regrettably did not recover.

During his long career in the Pump Industry, Ken held senior positions at Kelly & Lewis and Gaam Engineering and was a great communicator with Pump Users and Consulting Engineers as well as his staff. He was particularly recognised for building a reputation for K&L in major project work in Australia and the Asia Pacific region. There was no place too remote for Ken to travel to in search of pump business and that usually brought a successful outcome.

Ken was an active retiree and kept in touch with PIA, often attending meetings with Bob Moore with whom he had a long friendship. Ken was also an avid music lover and until recently was a member of the Stonnington Brass Band, where he was a valued 3rd cornet player and Committee member.

Earlier this year Ken & Cherie moved to Tasmania to be nearer their son Stewart and his family. They took up residence in a care facility to prepare for the challenges that advancing years present to health and mobility. In his early 90's, Ken is survived by wife Cherie, son Stewart and daughter Kerry and their respective families.

Bob Womersley - Rob Laine Pumping Solutions

We regret to advise members that Bob Womersley died recently and his funeral was on Monday 27th November. Bob became recognised for his expertise in the HVAC and Fire markets, particularly in Victoria during his time with Ajax Pumps and R&D Pumps. While not active in APMA/PIA affairs, Bob was nevertheless well-known to Consultants and Contractors on Building projects and was a tough competitor to even the larger pump suppliers. In the early 1990's Bob & his wife Elaine started Rob Laine Pumping Solutions Pty Ltd. However, the business had its ups and downs and eventually, Brown Brothers Engineers purchased the business in March 2005. Bob continued to manage the company as a Division of Kelair Pumps, until his retirement several years later. Bob was 81 and died only a month after the passing of his wife Elaine.

Graeme Addie - Kelly & Lewis/GIW USA

While Graeme may not have been known to many people in the Industry today as he left Australia in 1976, he was very well respected by colleagues at K&L and he was responsible for the engineering much of the pumping equipment supplied to Public Utilities companies (MMBW and others) during a very rapid period of infrastructure growth in Australia in the 1970's.

On arriving in the USA, Graeme joined GIW, located in Georgia, where he became Chief Engineer. Later, in 1980 Graeme was named Vice President of Engineering, a position he held until his retirement in 2010. Graeme Robert Addie died peacefully at home on 16 November 2017 in Augusta, Georgia, at the age of 76. Graeme is survived by his wife of fifty-one years, Jenifer Addie; children: Andrew, Robyn and Emma.



THE PIA WELCOMES TWO NEW MEMBERS IN NOVEMBER...

Jacmor Engineering – Associate member

This company is located at 20-22 Macquarie Drive, Thomastown VIC 3074. Since 1949, Jacmor Engineering has specialised in the design and manufacture of screw conveyor systems for the processing and handling of bulk materials. They are also distributors for Thordon self-lubricating bearing materials, which can have application in pumping equipment. (website www.jacmor.com.au)

GG Pumps & Electrical Pty Ltd - Member

This company is located at 4, Beaver St, Geraldton WA 6530. They undertake pump maintenance & repairs in addition to design & sales, submersible pumps & solar pumps. (website www.ggpumpsandelectrical.net.au)



KSB OPENS NEW SALES & DISTRIBUTION OFFICES

Earlier in the year, KSB moved to new premises in Western Australia. The new distribution centre is located at 13 Investigator Drive, Hope Valley, WA 6165. This facility is close to the Industrial area around Henderson and is set up to support major pump clients in the mining and mineral processing sector. This is a relatively large warehousing facility and provides a base for service and repair work on KSB and GIW products.

Following the Closure of the Tottenham manufacturing plant and the eventual sale of the property, KSB has recently opened a new Sales Office in Melbourne. This is located at 28 Ravenhall Way, Ravenhall, VIC 3023.

ROBERTSON TECHNOLOGY WINS WA AWARD

Congratulations to Robertson Technology who won the Digital Technologies category of the recent Western Australian Industry & Export Awards for 2017. The award acknowledges the MicroPM Pump Performance monitor which Robertson has supplied to clients in the UK and USA.

As a result, they will be included as a finalist for the Australian Awards in Canberra, where they compete against winners from the other states.

IT'S A FIGHT AGAINST WIPES

Wet Wipes in Drains is a big issue for many Councils and Water Service providers. DTB Pumps has manufactured a Sewerage Grinding Pump that has technology that minimises the problems when a pump must deal with wipes.

- The pump motor is designed with high starting torque. When a pump starts is most likely time to become jammed. The high efficiency motor has special electronics to produce extra force to power through objects that may be in the grinding mechanism.
- The pump also has a specialised macerating design that is very efficient at chopping up stubborn materials. With a smaller diameter grinding mechanism it takes less energy to tear up wipes and other types of materials.

For more information please go to www.dtbpumps.com.au

PENTAIR POWERS AVONLEA NURSERY'S GROWTH

Avonlea Nursery one of Australia's largest cut flower nurseries in Murchison Victoria recently went through a major farm expansion which required a system to supply water for the drip irrigation system and misting cooling system for the many hot houses on the site. A dual Southern Cross Starline ISO pump system was implemented, controlled by a dual WEG variable speed drive system utilising a PLC300 master controller pre-assembled on a custom base including VSD's and PLC300 by Pentair. The result was a very compact ready to install pumping system that was able to be easily installed on site by Admoor Plumbing and Irrigation, providing all the water requirements for Avonlea Nursery for now and well into the future.



PUMP MARKET OVERVIEW

It is likely that PIA will continue to use the services of Ibis-World to access information about the status of the Pump Industry in the Australian market. We expect to access the latest report C2451 - Pump & Compressor Manufacture in Australia which should be released in February 2018. However, PIA continues to monitor other sources of market information that may help members in strategic planning activities. We are also happy to receive comments from individual members who are willing to share information about their particular sector of Industry, so please feel free to contact the Executive Officer of Marketing and Statistics. There will be quarterly updates in the PIA newsletter.

PUMP INDUSTRY ASSOCIATION IS NOW ON



We are pleased to announce that we are now officially on LinkedIn! As part of our goal to become more connected with our members and the wider industry we decided that LinkedIn is a great place to be! Here we will regularly share news related to PIA activities, events in addition to relevant pump Industry news, thought leadership and updates, and we hope to create a direct line of communication and conversation where members can discuss what's important for them and what's happening in the market.

If you have a profile on LinkedIn, please connect with our company page at [linkedin.com/company/pumpindustryaustralia](https://www.linkedin.com/company/pumpindustryaustralia)

EDITOR'S NOTE

The newsletter has now been running for several years and we hope it has been a valuable contributor to PIA activities. However, Council has expressed a concern that we are not reaching a wide enough audience and we are reviewing the communication options available to allow more of the pump community to access this newsletter. In view of this, we are delighted to welcome Louise Black on board as our creative consultant, to both refresh the presentational style of the newsletter and increase contact with both contributors and readers so that the PIA message gets to as many interested people as possible. Please understand we are NOT trying to compete with the magazine "Pump Industry" because our role is perceived to be different and we do not accept any advertising. However, having said this, the Editorial staff will try to include members submissions on new products, new technologies, case studies or other items of interest to the broader pump community.

Wishing the complements of the season.

Keith Sanders
EDITOR

Louise Black
CREATIVE CONSULTANT