



PUMP INDUSTRY AUSTRALIA



PRESIDENTS MESSAGE...

We are now well into 2018, and already a lot is happening at PIA

During this first quarter of the year, it was encouraging to see your Pump Industry Team, already working on technical meetings, seminars, Installation & commissioning courses etc. The Council has very experienced members on the team, and are constantly looking at ways we can help, as such we are always looking for feedback on items that would be of interest to you.

I had the opportunity to attend the first PIA Technical meeting for the year at Kelair Pumps in February. It was great to see a strong attendance and the program was certainly very stimulating. PIA is delighted to have contributed to the adoption of the latest International standard for Pump Testing based on ISO 9906-2012 by Standards Australia. The Association played a leading role in driving the process and the efforts of Ken Kugler need to be acknowledged.

Changing subject, I was in Adelaide over the weekend, for the first Supercar race of 2018. I always found it interesting to watch the teams at the Pits preparing for the moment when their cars are coming in for a Tyre change, fuel etc. They really work as a unit, with each performing their designated task smoothly and efficiency. Seconds later, with fuel pumped in, their cars are back out on the track. With the pressures on our members businesses today, I am sure the PIA members are in the same boat and it is where the PIA can assist i.e. with support to its members on subjects such as Standards, Installation and Commissioning, Industry Market reports, networking etc. Maybe something you pick up from attending the PIA activities during the year, that will help your business and your team be just that little “faster” and it might just give you the “edge”.

As such I encourage you to regularly visit the PIA website pumps.asn.au, or connect with us on our new LinkedIn page to know when the next PIA activity is coming up.

Yours in Pumping,

DAVE ALEXANDER, PIA PRESIDENT



IN THIS ISSUE...

**PIA WELCOMES NEW
COUNCILLOR FOR 2018**

**SYDNEY & MELBOURNE
TECHNICAL MEETINGS**

**UPCOMING PIA EVENTS-
PUMPING ENERGY
EFFICIENCY SEMINAR
15TH MAY 2018**

**IBISWORLD PUMP
MANUFACTURING
INDUSTRY REPORT:
2017 STATISTICS**

PIA WELCOMES **JIM ATHANAS** TO ROLE OF COUNCILLOR FOR 2018



As there was a vacancy on the Council following the AGM last year, the PIA Council voted to appoint Jim Athanas of Xylem to this position effective immediately.

Jim leads Xylem's commercial operations across the Oceania region, encompassing Australia, New Zealand, Papua New Guinea and the Pacific Islands. In this role, he is responsible for all sales, service, marketing, engineering and supply chain strategy and execution with continued emphasis on operational improvement, growth and profitability. He was named Managing Director of Xylem's Oceania Commercial Team in July 2015.

Prior to joining Xylem, Jim served as Managing Director at Nilfisk. Earlier in his career, he held several increasingly responsible positions at Ecolab, including Vice President & General Manager of the Water Care Division Pacific.

Jim holds a Bachelor of Engineering (Hons) in Chemical Engineering from UNSW, a Master of Management from Macquarie University and is a graduate of the Australian Institute of Company Directors. In his private life, Jim is married and has two teenage sons. He enjoys spending time with the family, travelling, listening to music and going the gym."

Marketing & Statistics Keith Sanders

Apart from the normal work on promoting PIA events, significant work has been undertaken on the reports issued by IbisWorld and information will be posted on the PIA website shortly. The Sydney Technical meeting was organised to allow members to get a better feel for proposed changes to the NCC in 2019 and we hope to continue this dialogue with ABCB on behalf of members.

Our next initiative is the Energy Efficiency Seminar. Work is well advanced on the finalization of the program for a 1-day seminar to be held at Bruce County in Mt. Waverley on 15 May. We have received a very good response and the Keynote speaker will be Albert Dessi of Dept of Environment in Canberra. Albert will speak on the Governments Industrial Equipment Upgrade program, which includes financial incentives to improve power utilization. As a result, we hope to provide a comprehensive view of the current level of activity on matters relating to energy efficiency, operating reliability and public safety. Further information will be available shortly and we encourage members to mark their dairies accordingly. Please look to the PIA website for registration details.

Publications & Training Alan Rowan

PUBLICATIONS

The two PIA handbooks are an important part of PIA activities, both from the point of view of providing support to people working in the Industry, as well as contributing to operating revenue in a positive way. A full review of the Pump Technical Handbook has been conducted and work on revisions will be ongoing during 2018. A review of the Friction Handbook will also be conducted, although not many changes are expected. PIA is currently working on a generic commissioning check list based on the Installation and Commissioning course. A call has gone out to members for typical checklists they use as we would like the final document to reflect Industry norms.

TRAINING

Our next Installation and Commissioning Course will be held at KSB Pumps in Bundamba on the 18th April. Bookings at this stage are good, but we can always fit in a few more. Anyone interested is encouraged to register on the PIA website.

Standards Ken Kugler

NEW PUMP PERFORMANCE TEST STANDARD ADOPTED FOR AUSTRALIA

AS ISO 9906-2018 Rotodynamic pumps - Hydraulic performance acceptance tests - Grades 1, 2 and 3 was officially published on the 22nd February 2018 and takes effect immediately. As a result, AS2417-2001 Rotodynamic pumps - Hydraulic performance acceptance tests - Grades 1 and 2 is now a superseded standard.

As ISO pump standards are reviewed by the appropriate committee every three to five years, PIA is in the process of submitting a proposal to Standards Australia to have "International Participation", in other words, direct input to the responsible ISO committee in Europe. It is expected that this will be finalised in the next couple of months and should keep members much better informed about what is happening.

FIRE PUMP CHECKLIST

There are on-going negotiations occurring with FPAA about the adoption of a checklist to accompany AS 2941. In the meantime, an abridged version will be included on the PIA website for use by members who wish to adopt a uniform approach for the verification of compliance to the requirements of AS2941.

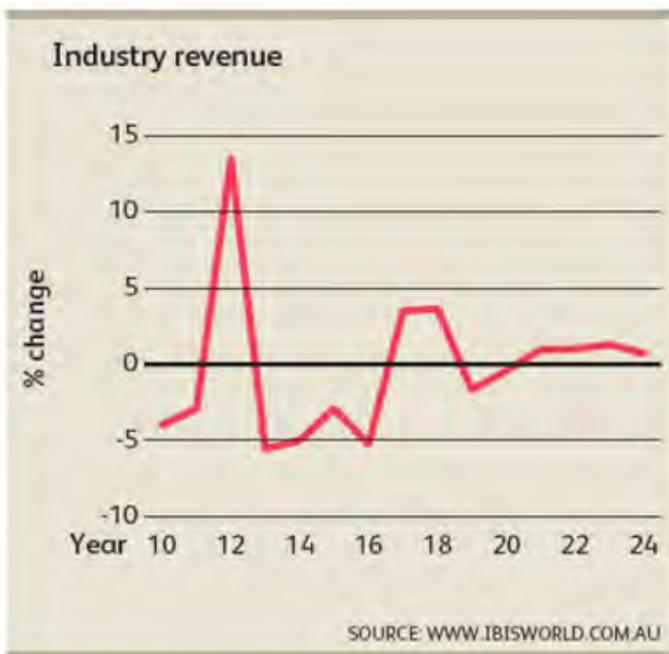
SYDNEY I&C COURSE POSTPONED UNTIL LATE 2018...

Unfortunately, the Installation & Commissioning Training course planned for Sydney on 22 February had to be postponed, due to a rather low response from PIA members in NSW. However, the course can be re-scheduled for later in the year if sufficient numbers are interested to up-skill in this area

PIA has renewed its arrangement with IbisWorld to receive a number of Industry reports from their service. Our main interest is in their report C-2451 which looks at Pump & Compressor manufacturing in Australia. While this is not a perfect match for the Industry as PIA perceives it, it is an independent report which reflects trends apparent in markets our members operate in and can act as a guide for estimation of future business potential.

OVERALL SITUATION

The headline for their 2017 report is “Under the pump: Weak downstream demand has increased pressure on industry revenue”. Demand appears to be flat-lining over a 3 year period, which may affect the ability of suppliers to achieve price increases.



Stable operating conditions are forecast for the Pump and Compressor Manufacturing industry over the five years through 2022-23, underpinned by steady demand conditions in most downstream markets. Ongoing development in the resources and water treatment sectors and an improving outlook for the rural economy should stimulate demand for pumps and compressors. However, high imports and rising global competition are anticipated to pose a threat to the industry, with manufacturers focusing on products specifically suited to local conditions and niche applications. Industry revenue is expected to increase at an annualised 0.2% over the five years through 2022-23, to \$1.37 billion.

The table below reflects the IbisWorld assessment of Demand for pumps in Australia over the 3 year period 2016 to 2019. This may not be reflective of the total Sales of pumping equipment, as we do not believe it includes value adding of fabrication work, motors, control equipment and instrumentation which forms an integral part of the supplies made into the market.

Year	Local Production	Imported	Exports	Domestic Demand	Employment
2016/17	\$1305.0	\$1430	\$424.9	\$2310.6	3713
2017/18	\$1352.8	\$1407	\$438.2	\$2312.6	3724
2018/19	\$1330.4	\$1396.5	\$448	\$2278.9	3728

Melbourne Technical Meeting

27/03/2018 REGAL BELOIT, ROWVILLE VIC

The Association held another very successful Technical meeting on 27 March at Regal Beloit. The venue was excellent and we thank Regal for allowing us to use their conference room for this event.

Some 30 people were in attendance and based on feedback, the audience was happy with the content, although we perhaps tried to pack too much into the timeframe.

Tim Makris, who is Product Manager Industrial talked us through the Regal Beloit Regal operations in Australia and globally to provide some background to the product range and facilities.

This was followed by a presentation by Greg Heins, Head of R&D - SEAP, who outlined the advancements and future trends in Electric Motor Design with some insight into the level of innovation that is present today,

For something completely different Johan Cilliers of Amiad Water Systems presented a paper on "Keeping Pumps Operating at Best Efficiency possible, using Air Valves". We all know that air in the system can lead to poor pump performance and Johan described how correctly sized, selected and positioned air valves can help alleviate these problems. Certainly, a paper worth repeating at future Technical meetings.

To conclude the program, Ken Kugler outlined the changes to the Pump Performance Testing Standard (AS/ISO 9906-2018) recently published by Standards Australia. The old standard AS 2417-2001 has been withdrawn and members are encouraged to see how the new tolerances of the latest standard might impact on their published data.



Stay Tuned... Upcoming Events in 2018...

18
APRIL

INSTALLATION & COMMISSIONING COURSE BRISBANE 18/04/2018 @ KSB AUSTRALIA

This is now confirmed for 18th April commencing at 8.30 am. Alan Rowan will be running the course with assistance from specialists at KSB for the practical sessions. Please register early to avoid disappointment.

15
MAY

PIA PUMPING EFFICIENCY SEMINAR MELBOURNE 15/05/2018

The seminar is also confirmed for Tuesday 15 May at Bruce County Hotel in Mt Waverley. We expect papers for leading pump suppliers, technical experts and Associations with similar interests to those of PIA. A flyer will be issued shortly with full details.

Sydney Technical Meeting

20/02/2018, KELAIR PUMPS ARNDELL PARK NSW

Sydney was the location of the first Technical Meeting for 2018 and Kelair Pumps were kind enough to provide the use of their premises for the healthy attendance of approximately 30 members and their guests. After a brief introduction from Keith Sanders, we got down to business with an interesting outline of the Kelair activities presented by Jeff Greely, who provided a bit of the history of the company and its current structure. This was followed by a walk through the Factory which is still very actively engaged in building pumpsets for the HVAC, Fire and Industrial market sectors.

Our guest speakers on the day were Alex Zeller of Australian Building Codes Board (ABCB) and Paul Bannister for Energy Action (EA), to bring us up to date on the changes to Section J5.7 of the National Construction Code (NCC), which covers pumping systems used in HVAC systems for both heating and cooling. Alex provided an overview of the role of ABCB in implementing the policies approved by COAG for the Construction Industry, while Paul described the methodology that EA had adopted to review the existing NCC requirements as well as providing a cost benefit analysis for the recommendations that were being put forward for the NCC 2019 due out early next year to:

- Provide a better way of assessing pump power
- Reduce the ambiguity of the current provisions
- Promote energy efficiency whilst:
 - Maintaining a level of practical achievability
 - Avoiding excessive costs

Three separate stringencies are proposed for:

1. Max pipework pressure loss of 400 Pa/m
2. Larger pumps -Minimum pump efficiency – based on an analysis of typical products supplied in the Australian market, a formula has been developed to calculate minimum efficiency based on Q and H.
3. Circulators- adoption of Commission Regulation EU No 622- 2012 for products in the “Deemed to Satisfy” category with an EEL of 0.27 minimum.

or

4. A performance-based method if any of the above can't be satisfied

An interesting discussion followed these presentations and ABCB made it clear that there was still an opportunity for submissions on the draft document. A Public comment draft can be downloaded and members are encouraged to make their own submissions directly on the ABCB website at www.abcb.gov.au/Consultation/Public-Comment-Draft/NCC-2019-Public-Comment-Draft

Finally, Keith Sanders rounded off the program with an analysis of the changes included in the latest Pump Test Code released by Standards Australia as AS/ISO 9906-2018. This brings Australia into line with the rest of the World in terms of the testing procedure and the appropriate tolerances on test results which might be specified by pump users to ensure satisfactory performance in service. This topic will also be examined in future Technical Meetings organised throughout the year.

It was evident from the conversations that took place in the informal part of the meeting that members found the program of great value and it is important to keep grass roots personnel informed about the potential changes that this might mean in practical terms. As Australian Consultants and Contractors pick up on these changes, our Industry must be capable of responding positively to new demands for equipment compliance.

Welcome...

PIA WELCOMES THE FOLLOWING NEW MEMBERS TO THE ASSOCIATION



CAPRARI PUMPS AUSTRALIA

Council is delighted to see Caprari re-join the Association after a couple of years absence. This is due in no small measure to the efforts of Andrew Black, who made a personal visit to them in Adelaide to get them back on board.

EAGLE BURGEMANN AUSTRALIA

Joining as an Associate member, Eagle Burgmann can make an important contribution to the Association as a supplier of ancillary equipment.



CUMMINS SOUTH PACIFIC

as a leading supplier of diesel engines Cummins also joins as an Associate member. We look forward to meeting them at future PIA events.

Just a reminder to members and anyone in the wider industry if you're on LinkedIn connect with us at [linkedin.com/company/pumpindustryaustralia](https://www.linkedin.com/company/pumpindustryaustralia) to find out the latest information of PIA activities & events in addition to relevant Industry news and updates, and join the discussion group for members to network and discuss what's important for them and what's happening in the market.

PETER GAUL JOINS BROWN BROTHERS ENGINEERING AS KEY ACCOUNT MANAGER



Brown Brothers Australia announced the recent appointment of Peter Gaul as Key Account Manager operating nationally and working out of the Melbourne office. Peter will liaise with well-established clients and increase business opportunities with major national accounts and buying groups. Peter comes to Brown Brothers with over 20 years of experience in the pump and irrigation industry. Most recently Peter held a similar role with Pentair Water Australia. There, Peter led in the identification and implementation of strategies and objectives on a local and regional level. This background has helped Peter make an easy transition into this new position with Brown Brothers Engineers.

Brown Brothers Engineers CEO, John Inkster said that "BBE is fortunate to secure Peter; this is a new position and will greatly assist BBE move forward in the coming years. Peter's 20 years' experience and knowledge of the industry will be of great benefit to our company"

PENTAIR PROJECT SUCCESSES...



Talison Lithium Project

At the end of 2017 Southern Cross and Engineering teams from both Perth and Withcott were able to win an expansion project in conjunction with MPS Engineering Pty Ltd. MPS Engineering were awarded the project of expanding Chemical Plant 2 of Talison Lithium Greenbushes based on design and construct scope. A total of 27 Southern Cross pumps will be installed, with 19 x ISO end suction long coupled pump units with motors up to 220kW and 8 x PVMI vertical multistage units to produce raw water, process water and floatation water.



Tanks For Wetherall Park

Pentair recently supplied Jag Hire & Maintenance along with 2 x 135kl - YT8.6 tanks and 1 x 160kl - YT8.7 tanks in February this year for installation a new warehouse at Wetherall Park, Sydney NSW.

Jag Hire & Maintenance expertise within the Fire Industry along with Pentair speciality tanks and engineering teams secured the project over the last 12 months.

DBT BELIEVE “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



Global Gossip...

BMPA - PUMP INDUSTRY AWARDS 2018

Some familiar names appear on the Pump Industry Awards presented by BPMA in March 2018.

'Technical Innovation of the Year – Awarded to Wilo UK Ceram-Teflon Coatings

'Technical Innovation of the Year – Project - Awarded to Xylem Water Solutions Foss Barrier Project

'Environmental Contribution of the Year' - Awarded to Danfoss Drives for the Aarhus Water Project

'Distributor of the Year' - Awarded to Clyde Associated Engineers

'Manufacturer of the Year' - Awarded to KSB

'Supplier of the Year' - Awarded to ABB

'Engineer of the Year' - Awarded to Luke Gardener, Grundfos Pumps

'Judges Special Award' - Awarded to Danfoss Drives for the Aarhus Water Project

'Lifetime Achievement' - Awarded to Chris Rea OBE, AESSEAL

ACHEMA EXHIBITION

Members are advised the **ACHEMA**, the World Forum and Leading Show for the Process Industries will be held on **11 - 15 June 2018 Frankfurt am Main, Germany.**

This is a very popular event for pump people and well worth a trip to Europe if you are in the Process Industry.



The 2018 Irrigation Australia Conference and Exhibition will be held at the International Convention Centre in Darling Harbour, Sydney from Wednesday 13th June to Friday 15th June 2018.

This will be a three day Exhibition and Conference.

Visit the official Irrigation Australia Conference website at <http://iaice.com.au>

Editor's Note

While we have had plenty to report this quarter, we would still like to see more articles from members. We have a small group of regular contributors, but we need plenty of variety to maintain the interest of our readers. Please email any items and photos for consideration to marketing@pumps.org.au and we will do our best to include them. (remember "no advertising" is PIA policy for the newsletter)

We'll be conducting a survey in the coming weeks to better understand the needs of our members and the types of events and services you're interested in PIA providing. The survey will take between 5 and 10 minutes to complete, we know people are busy and we would appreciate you taking the time to answer these questions as it will assist us in planning activities and events that deliver the benefits and value you want out of your association membership.

Enjoy the Autumn edition and let us have your feedback on any changes you would like to see in future editions

Keith Sanders & Louise Black