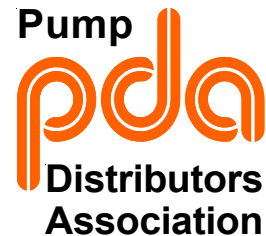


# PDA News - February 2005



[www.the-pda.com](http://www.the-pda.com)

c/o 5 Chapelfield, Orford  
WOODBRIDGE  
IP12 2HW UK  
Tel / Fax: +44(0)1394 450181  
Email: [info@the-pda.com](mailto:info@the-pda.com)

Circulate to:

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## Introduction

This has not been a very easy news letter to compile for one simple reason; lack of news. It is your news letter so please use it. I do not mind how you get the news to me and am happy to accept scribbled notes, letters, email or voice. Photos; I can scan. So just place what you have in an envelope and post it to me.

It is great to welcome Total Pumps as members and sad to report that JCL Services have ceased trading.

Paul Marshall, see page 5, does not require any more bottles, I believe all enjoyed the gathering and emptying part of the test.

Acronym of the moment seems to be SME, which apparently means Small and Medium Size Enterprises; that is us.

For news about progress on Skill Cards see Page 4.

Ian Castle

### Welcome to Total Pumps Ltd

Chairman, Tony Keville, expressed delight on hearing that Total Pumps have joined the PDA.

Since the closure of Alpha Pumps the PDA has been poorly represented in the South West of England. Tony Talboys and Total Pumps staff will now provide the PDA with a strong presence in this important area. Total Pumps provides a complete service to pump users covering selection, sales, installation, spares and pump repairs.

## Pump Distributors Association's Annual Conference 2004

Friday 15 to Sunday 17 October 2004 at HMD Seal/Less Pumps, Eastbourne

*I have to apologise for the late issue of this note. Ian Austin (CCD Pumps) prepared it and I lost it, here it is at last:*

On Friday the 16<sup>th</sup> of October members of the PDA arrived at HMD Seal Less Pumps in Eastbourne. It was a thoroughly enlightening visit and our sincere thanks are extended to John Veness and his staff. They gave us a superb presentation outlining the advanced engineering capabilities of the Company, followed by a tour of the factory.

The factory was awaiting delivery of further machinery and areas had been set aside for the imminent arrival of tooling from Caster who will be sharing production facilities with HMD/Kontro. The factory is very well organised and staff are encouraged to provide feedback, from all levels of production, as part of HMD's Quality Control system. The overall levels of quality and inspection certainly give great confidence in the products. Especially impressive were the testing facilities, every pump produced is fully tested, regardless of its size.

After the factory tour we returned to the conference room where we were joined by members of the "Sussex Pump Cluster" a group of pump manufacturers and associated industries located within the Sussex area. With the aid of a government grant, the "Cluster" has been set up to allow the exchange of ideas and thereby make proposals for the future of the pump industry and its technology. The exchange of ideas and a discussion about aspects of concern to all present, was helped by further generous

supplies of tea and coffee. Having finally set the pump industry on the right path towards the future, PDA members retired to the Grand Hotel and a thoroughly deserved dinner.

The following morning saw delegates and partners boarding a coach for a visit to the Herstmonceux Observatory and Science Centre. It proved ideal for "Boys and their Toys". A few children were jostled out of position whilst adult pump engineers refreshed their understanding of hydraulics and enjoyed playing with the many interactive exhibits. This was followed by a visit to Michelham Priory where we learned how to live like monks (some of us already do) and make bread using a magnificent water mill to grind the corn. *Editors Note: Ian the "living like monks" is that at home or at CCD?*

The Nineteenth Annual General Meeting of the PDA was held that evening at the Grand Hotel. After the AGM we were joined by Pump Cluster Manager; Paul Sayers and HMD's John Veness with their wives for the Association's Annual Dinner. Following a splendid meal we heard from our immediate past Chairman, Charles Cleghorn and his reminiscences about the pump world which somehow became entangled with bicycles. After which the party dispersed some to continue their favourite discussion subject: Pumps. Others went to find the snooker room. The end of an enjoyable and useful weekend.

Ian Austin, CCD Pumps

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# PDA News - February 2005

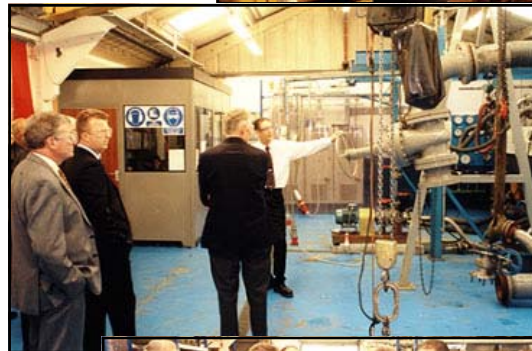
## Pump Distributors Association's Annual Conference 2004, continued from page 1

### PDA Delegates

Mr & Mrs Paul O'Dell - Kinder-Janes Engineers Ltd  
Mr & Mrs Charles Cleghorn - Cleghorn Waring & Co (Pumps) Ltd  
Mr & Mrs Gerald Kennion - Cleghorn Waring & Co (Pumps) Ltd  
Mr & Mrs Tony Keville - Tomlinson Hall & Co Ltd  
Mr Paul Marshall - Marshall Pump Systems Ltd  
Mr & Mrs George Addison - Pump Services (Camberley) Ltd  
Mr & Mrs Julian Addison - Pump Services (Camberley) Ltd  
Mr & Mrs Ian Austin - CCD Pumps Ltd  
Mr & Mrs Brian Ead - CCD Pumps Ltd  
Mr & Mrs Barry Phillips - CCD Pumps Ltd  
Mr & Mrs Graham Patterson - ESPA Pumps (UK) Ltd  
Mr & Mrs Ian Castle - Pump Distributors Association

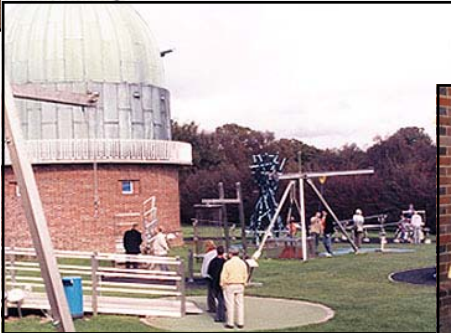
### Sussex Pump Cluster members attending the Friday conference:

Paul Sayers - Pump Cluster Project Manager  
ABS Pumps Ltd - Steve Friendship, Darren George  
Johnson Pump (UK) Ltd - Gary Barr  
Anglo Carbon & Contacts Ltd - K. Trimble  
Becktech Ltd - Brian Randall  
Metal Tech Precision Engineers Ltd - Ken Elphick  
HMD Seal Less Pumps Ltd - John Veness, John Walker



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Pump  
**pda**  
Distributors  
Association  
[www.the-pda.com](http://www.the-pda.com)



**Herstmonceux Observatory  
and Science Centre.**



**The PDA's annual dinner**



# PDA News - February 2005

## Skill Cards; where are we now?

During the next week or so you will receive a draft copy of the PDA's suggestion for a pump industry Standard for Pump Service Fitters. The background to this is that during 2004 the PDA initiated discussions with the Pump Centre and the British Pump Manufacturers Association. The three associations met and discussed the whole matter of Skill Cards. Subsequent meetings with the Civil Engineering Training Board (CSCS) confirmed that they would only issue a Skill Card for a Pump Service Fitter if the applicant had passed an NVQ in the subject. There is no NVQ available, and as the number of people requiring a Skill Card is small, there was no practical way in which an NVQ system could be set up. Therefore, the PDA, PC, and BPMA, decided that we would have to produce our own pump industry standard which together with a Safety Test would enable a Card to be issued.

PDA Council considered what would be required in a Standard and this has been drafted for consideration by PC, BPMA and PDA members. No doubt

the PC and BPMA will be consulting their own members. When all three organisations have considered the Draft Standard they will come together to produce one which all three organisations can agree on. We envisage that this will be made into an "Experience/Work/Knowledge" Log Book which will be validated by the applicant's employer as each stage is covered. When the logbook stage is complete the applicant will then have to be interviewed by an independent examiner. If the applicant is successful they will be awarded a certificate stating that they have passed the requirements of the Pump Industry "Pump Service Fitter" certification. We hope that this Certificate together with the necessary Safety Test will enable a Skill Card to be issued. Until we have agreed and finalised what we consider should be included in the standard, we will not have a positive proposal to put to the CSCS and the current impasse will remain.

When PDA members have considered the Draft and made their comments we can start detailed discussions with PC and BPMA.

## Health and Safety Tests and Test Centres

The following has been taken from the CSCS web site

### What is the Health & Safety Test?

It is a 45 minute multiple choice test on health and safety in construction. It is a screen based test and there are a maximum of 40 questions to answer. Special arrangement can be made for foreign speakers or dyslexic individuals when booking the test. You can do the test during the daytime, in the evening or on a Saturday. The test can be taken at one of the driving theory test centres.

### Do I need to do any health and safety training?

You may wish to prepare for the test by attending a construction health and safety awareness course. For details, phone the CSCS helpdesk.

For complete details of the "whys and hows" of taking safety tests go to the Construction Industry CSCS site - [www.cscs.uk.com/health\\_safety.asp](http://www.cscs.uk.com/health_safety.asp)

### How do I book the test?

Telephone - 0870 600 4020 Monday to Friday 8am to 6pm. You must have your CSCS registration number to book the test. If you don't have this, you can get it by phoning the CSCS helpdesk on 01485 578 777.

### For a complete list of Test Centres go to -

[www.smarter-builder.co.uk/hands-test.htm](http://www.smarter-builder.co.uk/hands-test.htm) alternatively the DVLA web site can advise on which of their driving test centres carry out safety tests - [www.dvla.gov.uk](http://www.dvla.gov.uk)

## E Trading and Small and Medium Size Enterprises (SMEs)

Apparently many councils in the UK are struggling to get small and medium sized businesses to understand that electronic trading will be introduced by the end of 2005. Local authorities have been instructed by government to make their purchasing more efficient by introducing e-procurement systems.

According to various business advisors many thousands of SMEs are burying their heads over e-commerce and therefore are in grave danger of losing orders to larger firms who have made the investment in electronic trading.

If you deal with particular local authorities it would be worth your while finding out what assistance they can offer you. Remember that councils do the bulk of their business with small and medium sized firms.

If you would like to find out more, the following web sites give a good view of what is happening and information on how to go further. Try -

[www.eastlondononline.uk-plc.net](http://www.eastlondononline.uk-plc.net)

[www.bucks.uk-plc.net](http://www.bucks.uk-plc.net)

[www.bristolbusiness.net](http://www.bristolbusiness.net)

[www.dorset.uk-plc.net](http://www.dorset.uk-plc.net)

A provider of e-commerce systems and advisors to local authorities is -

[www.uk-plc.net](http://www.uk-plc.net)

No doubt there are other such organisations.

The PDA cannot say which is the best route for your particular company.

However, you should be talking to those councils who purchase from you and taking their advice on how they are progressing their own e-procurement.

If any PDA member has got direct experience of such trading it would be good to hear from them about the pros and cons.

Ian Castle

## PDA Logos

We still have stocks of vinyl logos for application to vehicles. If you require some just ask and they will be sent to you free of charge.

Email: [ian@the-pda.com](mailto:ian@the-pda.com)

### Marshall hit the bottle!

**Marshall Pump Systems Ltd are currently involved in the recycling of empty wine bottles. The project is part of a plan too reduce the mountain of recycled glass by using it instead of sand on effluent treatment.**

The requirement was for Marshalls to build three rigs, each with a total of five filters. These would then be packed with different grades of glass and one with sand for evaluation to take place. To enable the rigs to be quickly set up on site and give a versatile approach to the testing, the filters and pumps were mounted on small trailers.

The research was to be carried out by Aquaenviro and funded by WRAP (Waste Recycling Action Plan).

The results showed the benefits of using glass as a medium. It consistently outperformed sand on BOD and COD reduction as well as suspended solids. A further advantage of glass was a significant ammonia level reduction.



Trailer rigs ready for despatch



Rigs set up to draw from effluent tanks on one of the sites

Based on the results of these trails, Marshalls was asked to build two larger units, rated at 10 cubic metres per hour, to compare the performance of the best two media at each site. The requirement to design, build and install the equipment, including pumps and valves, was on a remarkably tight schedule. The time from discussing the original ideas to delivery of the first trailer rig, was approximately three weeks.

**Nik Hursthouse, Marshall Pumps**

# PDA News - February 2005

## SUBJECT: MOTOR EYE BOLTS

We have been asked by Graham Gallen at Selwood Pump Company to bring the above topic to membership's attention.

Following a fatal accident at the Land Rover plant close to their premises, it was found that a maintenance contractor had used the motor eyebolts to lift a vertical trunk pump. He then went under the unit to manoeuvre it, unfortunately the motor eyebolts failed and he was crushed by the falling unit. He had ignored the pump lifting points, which were rated for the weight imposed.

As a result of the above the Health and Safety Executive have stated that in their opinion as motor eyebolts are only rated for the weight of the motor, they should be removed and discarded when the motors are supplied as part of a pump set.

May I suggest that you all look to adopting the above procedure on an urgent basis and inform your customers of your decisions.

You may have to re-write your O & M manuals.

Grahams research has revealed that several of the major pump suppliers in the UK give erroneous information in the O & M manuals.

I have also discussed this matter with Stephen Schofield at the BPMA who is consulting with his own Membership.

### Motor eye bolts IF IN DOUBT LEAVE THEM OUT

Tony Keவில்

*This notice was posted on to the PDA's  
Web Site on the 10th December 2004*

## Changes at Cleghorn Waring

ITT Jabsco's acquisition of Cleghorn Waring at the end of 2004 draws a line under 50 years of family ownership. The firm will continue to trade from its base in Letchworth Garden City, Hertfordshire, retaining its name and continuing to distribute all its specialist ranges of marine and industrial pumps. John, youngest of the three Cleghorn brothers, said: "This opens up many new opportunities for the company and its staff. We had taken the business about as far as we could in independent hands and it was time to cement a close relationship that had been working well for so many years. We are particularly pleased that Jabsco wanted to keep the name and to develop the Letchworth operation." John will run the firm for Jabsco, while Charles and Bill are working part-time as consultants.

For further information contact -  
John Cleghorn

## SELLING INTO MIDDLE EASTERN COUNTRIES

### Useful Numbers

DTI Middle East 0207 215 4740

Jordan Contact : Carl Bruce  
0207 215 4949

Web Site [uktradeinvest.gov.uk](http://uktradeinvest.gov.uk)

Arab British Chamber of Trade  
0207 235 4363

### Commodity Code:

Pumps : 84 13 60 90

Spares : 84 13 91 90

### Procedure

Prepare invoice, adding cost of documentation and bank charges to price.

Make sure customs commodity code is on invoice

Get Certificate of Origin forms from Chamber of Commerce and complete

Submit forms with Certificate of Origin

forms for component parts if required.

Send completed forms to Chamber of Commerce. They will send them to Arab British Chamber who will have them certified and legalised by relevant embassy.

Once received back, goods can be despatched by air or sea.

### Notes

Any components originating in Israel will be banned.

Import Licence is responsibility of importer as is End User Certificate.

Check dates for invoice documentation and despatch are as close as possible.

Never despatch at month end.

Enclosure of Certificate of Good Standing is optional.

Costs vary according to country. Some charge a flat fee, others a flat fee plus an amount dependant upon value and Customs Code.

Tony Keவில்



## Barr and Wray Ltd

Has a new web site  
[www.barrandwray.com](http://www.barrandwray.com)

It is attractive and worth a visit to see what a wide range of work they undertake.

## The Disability Discrimination Act is now in force

If you require further information the following may be of help -

### Disability Rights Commission -

[www.drc-gb.org](http://www.drc-gb.org) Information, fact sheets and specific advice on new regulations. It also provides an on-line self appraisal system for SMEs.

### Employers' Forum on Disability -

[www.employers-forum.co.uk](http://www.employers-forum.co.uk) Helps employers share best practice, information, consultancy and a number of publications.

### Access to Work -

Government funded scheme which may provide financial assistance towards any extra costs of employing someone with a disability. Make contact with your local advisor via your Jobcentre Plus.

## Towing Trailers:

Trailers are a simple way of moving plant and equipment and are especially useful when you do not wish to keep a lorry allocated to one job for a long period.

It is all too easy to assume that one understands the law, especially about ordinary matters such as towing trailers. Mike Brown of Pumpmasters, needed to check what was required when some special units had to be transported. He found the Driver and Vehicle Licensing Agency web site extremely helpful. Many of the DVLA publications can be downloaded and INF30 is the reference dealing with Licensing for Towing Trailers.

[www.dvla.gov.uk/forms/onlineleaflets.htm](http://www.dvla.gov.uk/forms/onlineleaflets.htm) The site contains a wealth of information on all aspects of driving and vehicle usage.

## New ESPA Modular Rainwater Recovery Systems for the UK Market

**Look closely at the amount of drinking water wasted each day; for example watering gardens, washing cars and bathing. Then also consider the number of industrial processes where drinking water is used unnecessarily and it becomes clear that a strategy for recycling rainwater is needed.**

**The Rainleader rainwater recovery modules for the automatic management and supply of rainwater for domestic and commercial installations, answer this need.**



A rainwater recovery installation begins with the collection of the water and channelling to the storage tank. Before entering the tank, it can be filtered physically to remove material that could decompose, and thus lead to deterioration of the water. The Rainleader module manages the quantity of water stored in the afore-mentioned tank at all times.

The Rainleader, Techomodul & Tacomat, Rain & Light Garden rainwater recovery units are an easily installable and serviceable range of modular equipment specifically designed to meet the demanding requirements and levels of control required by the most demanding of water technologists.

Utilising either submersible or surface mounted pumps the equipment can automatically manage and supply rainwater in all installations, ensuring supply at all times to the points of use, even when there is insufficient accumulated rainwater available; in this case, mains water can be automatically switched over to until the level of rainwater reaches the point where it can be supplied once more. If you were to look closely at the amount of drinking water that is wasted each day in our homes in actions as common as watering the garden, washing the car or taking a bath, without mentioning the great number of industrial processes where drinking water is used unnecessarily; you would soon realise that we need to apply a strategy for recycling rainwater.

From this premise came the Rainleader rainwater recovery modules for the automatic management and supply of rainwater for domestic and commercial installations.

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point where it can be supplied once more.

The design of the Rainleader modules is in keeping with a continuing policy of developing new products with stainless steel as a main element, due to the superior quality of this material compared to others, in terms of durability, maintenance and aesthetics. The main components of the Rainleader modules for the recovery of rainwater are as follows:

- System for measuring the level of accumulated rainwater in the tank.
- Cable-free measuring system for the top-of-the-range model.
- Deposit for the storage of drinking water
- Completely silent, self priming pump.
- Measurement sensors for main quantities and safety sensors.
- Valve system.

It should be pointed out that these elements are fully integrated into a single system. In turn, each component is managed by the electronic control system, to provide a fully automatic process. The electronic control system makes it possible to monitor and view certain basic aspects of the facility:

- LCD display shows the facility's pressure / consumption / electrical consumption / time of usage counter.
- Option of working in fully automatic or manual modes.
- Test mode, in which all the module's main components can be checked.
- Error and operational mode on display.
- Control sensor input.
- Valve control.
- Application for the auto priming of the facility when first switched on.

In addition to the above characteristics, which ensure that the facility operates in a completely automatic manner, the design of the electronics makes it possible to link the module up to a PC by means of an RS-232 serial connector, and thus to monitor and verify correct functioning from a Windows environment, with which users are becoming increasingly familiar.

For full specifications of this equipment please contact:

**ESPA Pumps (UK) Ltd**  
Email [sales@espa.co.uk](mailto:sales@espa.co.uk)  
Telephone 01206 391291



# PDA News - February 2005

## Large players in the World Wide Pump Market

The following values have been taken from the report in World Pumps March 2004

Company	2002 pump sales (\$ millions)	Ranking
ITT	1701	1
Flowserve	1030	2
Grundfos	1010	3
Ebara	1000	4
KSB	900	5
Sulzer	683	6
Weir	609	7
Wilo AG	584	8
IDEX	427	9
Pentair	400	10

## Work Related Stress

[www.hse.gov.uk/stress](http://www.hse.gov.uk/stress)

The following has been taken from the first page of this HSE site

### What is stress?

HSE defines stress as "the adverse reaction people have to excessive pressure or other types of demand placed on them". Pressure is part and parcel of all work and helps to keep us motivated. But excessive pressure can lead to stress which undermines performance, is costly to employers and can make people ill.

### Why do we need to tackle stress?

HSE commissioned research has indicated that:

about half a million people in the UK experience work-related stress at a level they believe is making them ill.

up to 5 million people in the UK feel "very" or "extremely" stressed by their work.

**work-related stress costs society about £3.7 billion every year (at 1995/6 prices).**

### HSE's key messages on stress are:

Work-related stress is a serious problem. Tackling it effectively can result in significant benefits for organisations. There are practical things organisations can do to prevent and control work-related stress and examples can be found within the site.

The law requires organisations to take action now.

## What a small world it is; best wishes from Richard Weston.

On Friday the 4th March Joy and I were enjoying a trip to London. Having done the "Museum and Art bit" we were leaving Waterstones in Piccadilly when a familiar voice called, "Hello Joy". It was Richard Weston, he and Irene were in town for the weekend. Unfortunately we had a train to catch but we did all manage to spend 20 minutes recalling the ups and downs of running the PDA. Richard was pleased to hear of you all and asked that I pass on his best wishes to all PDA members.

Ian Castle

Your News letter needs YOU to make it interesting.

Next copy dead line 1st June 2005

## PDA Members

Location and Telephone numbers

### Allsebrook Pump and Electrical Services Ltd

Henley on Thames 01491 680628

### Barber Pumps (Supplies & Repairs) Ltd

Preston 01772 715502

### Barr & Wray Ltd

Glasgow 0141 882 9991

### Carter Pumps Limited

Witney, Oxfordshire 01993 868869

### CCD Pumps Ltd

SE London 020 7639 4864

### Cleghorn Waring & Co (Pumps) Ltd

Letchworth, Herts 01462 480380

### Clyde Associated Engineers Ltd

Glasgow 0141 951 1331

### Consolidated Pumps Ltd

Dublin 00353-1-459 3471

### ESPA Pumps (UK) Ltd

Manningtree, Essex 01206 391291

### Flucon Pumps Ltd

St. Asaph, Clwyd 01745 584772

### Fordwater Pumping Supplies Ltd

Birmingham 0121 772 8336

### Frank Manning (Engineers) Ltd

Liverpool 0151 207 0261

### G M Treble Ltd

Wolverhampton 01902 333111

### Javelin Water Engineering Ltd

Louth, Lincolnshire 01507 607175

### John Gaunt Pump Supplies

Cambridge 01954 232323

### Kinder - Janes Engineers Limited

St. Albans 01727 844441

### Marshall Pump Systems Ltd

Oldham 0161 678 6111

### Panks Engineers Ltd

Norwich 01603 620294

### Pump Services (Camberley) Ltd

Camberley, Surrey 01276 681155

### Pumpmasters Ltd

Edinburgh 0131 661 3982

### W Robinson & Sons (EC) Ltd

East London 020 8559 6000

### SI Pumps Ltd

Oxford 01865 791719

### Total Pumps Ltd

Somerset 01823 350991

### Tomlinson Hall & Co Ltd

Stockton on Tees 01642 675696