

PDA News - January 2004

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Pump
pda
Distributors
Association

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Introduction

I believe that our visit to Grundfos, in Denmark, was the high point of the PDA year, in fact of all our years, it was truly memorable. The following report attempts to give a flavour of the visit and thus explain it all to those who could not make it. I am sorry but you really did miss out on a once in a life time experience.

Unfortunately, it has been impossible to set our 2004 program of meetings yet. I kept holding publication over, but setting dates became ever more difficult, so I will issue a separate mini letter when dates are finally decided, probably early March.

News for a news letter is always difficult, many thanks to those who made the effort and submitted an article.

Welcome to W ROBINSON & Sons (EC) Ltd

W. Robinson & Sons have been accepted as PDA members and I am sure that you will join with your Council in wishing them a long and valuable membership. PDA contacts are either Greg or Grant Robinson. Telephone 020 8559 6000

[web site: www.pump.co.uk](http://www.pump.co.uk)

I hope that you enjoy this news letter and I am sorry that it has been so long arriving.
Ian Castle

Pump Distributors Association's Annual Conference 2003 Hosted by Grundfos in Denmark

Grundfos have a slogan which they attempt to live by, from all that we experienced during our visit, they do just that.

BE>THINK>INNOVATE>

Being responsible is our foundation

Thinking ahead makes it possible

Innovation is the essence

Impeccable organisation, friendliness and superb hospitality marked our three day visit to Grundfos headquarters in Bjerringbro. Twelve PDA members and their partners plus Mitch Holmes and Peter Reynolds of Grundfos UK, journeyed from either Manchester or Gatwick airports on Wednesday the 8th October to be met by a Grundfos coach at Billund. The journey to the factory at Bjerringbro took one hour and provided an interesting view of Denmark; it all seemed so clean and tidy compared to the UK. We were soon to realise that tidiness is a Danish national trait which extends from the countryside to the factory floor and thus to the way Grundfos products are so superbly designed and built.

The factory tour started after lunch in the splendid headquarters building. We were introduced to Jytte Bak Hansen (International Visitors Assistant) and her staff who would be accompanying us around the plant and



organising the whole of our stay.

At this point Duncan Cooper, MD: Grundfos Northern European Region, joined us. pto

PDA News - January 2004

Continued from page one: PDA visits Grundfos in Denmark

The afternoon was spent touring the production plant for UP and CR pumps. The manufacture and assembly is largely handled by robots with little or no human intervention. Such high levels of automation indicate the careful design and development employed by Grundfos on their superb products. Although the plant was so highly automated it did not mean that production was inflexible; every pump being produced was to an individual specification and 100% tested prior to dispatch.



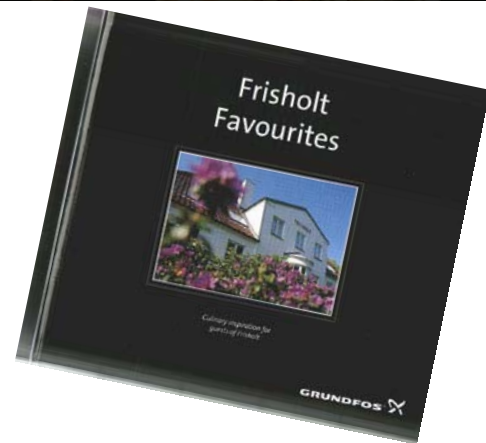
Grundfos Lodge, Frisholt



The party stayed in the Grundfos Lodge, Frisholt, where Grethe Jakobsen, her staff and the chef Niels Jensen ensured that our stay was memorable. Copies of Neil's wonderful recipe book, Frisholt Favourites, which were very generously given to all delegates, will be an inspiration and reminder of the superb surroundings and sumptuous meals that we all enjoyed during our stay.



On Thursday the party toured the Jutland area of Denmark and learned a little of Danish culture with well organised visits to the historic parts of Aarhus, including the Cathedral, Summer Palace, University and Old Town Museum. It was interesting to see another example of Danish engineering; during our journey: large numbers of blades for wind generators were waiting loading, for export, in Aarhus docks. During dinner and late on into the evening we spent time fruitfully discussing all aspects of the distribution of Grundfos's world beating products.



Friday included visits to three contrasting sites. The Grundfos Museum, The Poul Due Jensen Academy and a "space age" plant where Grundfos makes and assembles its vast range of micro processor controls. The Academy is a fantastic, specially designed building in which all aspects of staff training are addressed. This was impressive in itself, however, it was when we spent time on a detailed look at the museum closely followed by our tour of the electronic plant that we truly appreciated just how far Grundfos has developed since the company's founding in 1945.



The Poul Due Jensen Academy

Friday evening saw us all back in England with our hearts and minds very much with Grundfos and their staff, who were so welcoming and helpful. Ian Castle

"Grundfos's reception, hospitality and generosity towards us was of royal proportions.

The first Grundfos pump we saw, in the museum, had been made by the founder, Poul Due Jensen, in 1944 using scrap metal, whilst Denmark was still under occupation. This vividly demonstrated the sheer determination to survive and make a first class product. Our visit round the factories showed that Grundfos are now a world class business in the design and manufacture of pumps and ancillary equipment. It was a wonderful trip never to be forgotten."
Peter and Ruth Pank

PDA Delegates

- Panks Engineers Ltd** Peter and Ruth Pank
- Cleghorn Waring & Co (Pumps) Ltd** Gerald and Angela Kennion
- CCD Pumps Ltd** Brian and Nicky Ead, Barry and Sue Phillips
- Pump Services (Camberley) Ltd** George and Sandra Addison
- Marshall Pump Systems Ltd** Paul and Pat Marshall
- Tomlinson Hall & Co Ltd** Tony and Barbara Keville
- Barber Pumps (Supplies & Repairs) Ltd** Steve and Jean Barber
- Javelin Water Engineering Ltd** Russ and Christine Harrison
- Frank Manning (Engineers) Ltd**
Alan and Irene Thomas, Alan and Brenda Horsfield
- Pump Distributors Association** Ian and Joy Castle

PDA News - January 2004

Enjoying Frisholt



Brenda Horsfield
Irene Thomas
Barry and
Sue Phillips
Tony Keville
Russ Harrison



George Addison, Nicky and
Brian Ead, Angela Kennion



Tony Keville, Russ Harrison and Brian Ead



Russ and Christine Harrison



Irene Thomas, Brenda and
Alan Horsfield, Steve Barber



Paul Marshall, Peter Pank and Tony Keville



Gerald and Angela Kennion , Peter Pank



Peter Reynolds, Pat and Paul Marshall



George and Sandra Addison, Alan Thomas,
Mitch Holmes



Mitch Holmes, Jean and Steve Barber



The indoor water display caused much
discussion. Just how does it work? I
suspect that Barbara Keville knows the
answer.

*"Thank you for the excellent hospitality and the tour of the factory
it showed us why Grundfos are market leaders in their field."*

Barry and Sue Phillips

England's Top Football and Hockey Players to benefit from New Irrigation Systems at Bisham Abbey.

Javelin Water Engineering Ltd, specialist supplier of some the Worlds leading brands of pumping and irrigation equipment, working in conjunction with artificial sports pitch constructor Heydour Contract Services Ltd., recently completed a new FIH standard water based hockey pitch at Sport England's National Sports Centre at Bisham Abbey, Buckinghamshire.



The specification called for a semi-automatic system of six Nelson rainguns to apply 3mm of water uniformly over the playing surface within 15 minutes. However by operating the rainguns in matched pairs with a combined flow rate of 150 m³/h, 3mm can be applied in just 8 minutes, which allows successive games to be played with the minimum of delay.

The required flow is provided by three 15kW vertical multistage pump units with individual variable speed drives, linked via an RS-485 communications interface, to ensure maximum possible energy efficiency regardless of variations in demand which can occur when a system of Rainbird pop-up sprinklers are used for locally watering the adjacent practise area.

Bisham Abbey is also home to a number of grass football pitches, known to be graced by David Beckham and his colleagues during England training sessions. These are also watered by a separate system of rainguns, to maintain them in top condition, by a duplicate set of three pumps which are connected in such a way so as to provide duty/standby cover in the event of either set of pumps being isolated for maintenance.



Russ Harrison
JAVELIN WATER ENGINEERING LTD

Brian Powell tells the story about Fordwater Pumps and the Witley Court Fountain



The Poseiden and Andromeda Fountain at Witley Court, built 1865, fell into disuse in the 1930's. Neglect, vandalism and time all took their toll. Once the largest fountain in Europe, it was in a sad state when I was first approached about its revival in 1988. Not a lot happened during the next 10 years due to the cost. Eventually I received a contract to design a workable system and to investigate the realities!

Very little technical data existed. A copy of an original jet test sheet was found and one original jet. From these and numerous old photographs some ideas of flow and pressure were established allowing the jets to be reinstated. The original pipework was a combination of cast iron and lead. The only pipes existing were within the structure and all roughly broken off. Making new connections was horrendous! New jets were made as exact copies of the original design in five different sizes.

The fountain, originally gravity fed from a higher level storage lake, which took three and one half days and nights to fill, with a steam driven pump, from a lower lake could only run for two hours at full power. Consequently the full water display generally only operated for special guests! Usually only a few jets were

allowed to operate. At its peak there were about 130 jets of various sizes, now there are only 29 but they are the main ones.

The fountain now works on a recirculation system using 12 Lowara end suction cast iron pumps taking water from the basin, which has a capacity of 1000 cubic metres. All the pump motors are fitted with inverter drives and are controlled from a computer programme. The pumps are housed in an underground pump room linked to the existing tunnels under the fountain. Approximately half a mile of pipework, mostly plastic, has been installed in the plant room tunnels and the structure.

The project was officially opened by Prince Charles on 25th November 2002. The architect, stonemason and myself were guests of honour. The fountain has now run successfully through one complete season. During this winter an ultra violet system is being added to the main jet and the separate Nereids features.

Witley Court is situated between Worcester and Tenbury Wells, it is owned by English Heritage and open to the public.

Brian Powell

FORDWATER PUMPING SUPPLIES LTD

Some technical data:

Main jet: plume 93 feet high 400 gpm.

Total combined power of pumps 63kW

Largest pump 15kW

Total running cost per 20 minute programme £35.00



For visiting Witley Court and fountain operating times go to
www.english-heritage.org.uk

Cleghorn Waring go back to school for their 50th Anniversary Celebrations

Letchworth primary schools in tune with Science

An amazing musical instrument has captivated children and teachers at four Letchworth primary schools. Requiring up to 20 children at a time to play it, the WOOFYT has been created by local firm Cleghorn Waring Pumps as part of their 50th Anniversary celebrations. Director Bill Cleghorn explains: "We all use pumps every day of our lives, yet they are mostly invisible. To make a pump that children can see, understand and enjoy operating, we've given it a musical output."

Stonehill, Lannock, Radburn and St Thomas More schools were each given WOOFYT, which the children in year 5 learned to assemble, play and dismantle. Team work, language and artistic skills were required, as the children experimented with a machine built from everyday materials including hosepipes, paper clips, bicycle spokes and plywood. "It's a first-class example of how to combine creativity and practical learning, and the children are thoroughly enjoying it," says St Thomas More's head teacher Mary Hewitson.

The WOOFYT (the name stands for Wooden One-octave Organ for Young Technologists) has appeared on BBC local radio and Anglia TV, and was the subject of a feature article in the Times Educational Supplement in October.

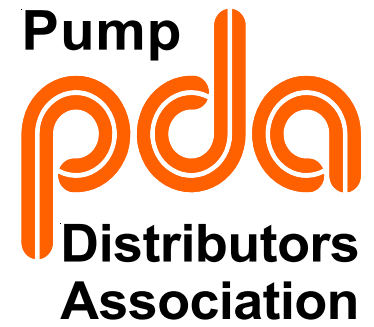


The project culminated in a joint schools' performance at Plinston Hall, Letchworth Garden City on 21 October. Aided by a substantial Arts Council grant, the project was delivered by specialist science and music teachers, with Cleghorn Waring's technicians on standby for running repairs if necessary.

Bill Cleghorn
CLEGHORN WARING PUMPS LTD

PDA News - January 2004

Skill Cards - PDA Telephone
PDA Web Site
Spares for Girdlestone pumps



www.the-pda.com

Skill Cards:

George Addison and I attended a seminar arranged by the Construction Industry about their CSCS card system (Construction Skills Certification Scheme). The "card" requirement starts now and will spread to cover all site working. At present the system only applies to large construction and industrial sites but the long term plans mean that one day your local tradesman will need to be "carded" before working in your home.

I am afraid you will all have to start making arrangements to "card" your fitters, electricians and those staff who visit sites, both large and small. I can supply you with a booklet describing the actions you will need to take now, if you would like me to send you a copy send me an email or fax.

I hope to have some more detailed advice about the skill training / validation aspects soon but for the present you need to get those of your staff who visit sites started with the basic safe working

card.

I can understand that many of you will think, 'Just another load of red tape', and in some ways you will be right. However, safe working practices are of paramount interest to us all. The safety aspects are the initial steps that you have to take and then designate your fitters as "experienced". This will only last for two years and, no matter how qualified, people will then have to have completed a NVQ or NVQ Unit in their particular trade. The rules governing the systems will apply to all wishing to visit and work on a site. You may have a degree in civil engineering but you will still need a basic safe working card.

There does not seem to be any NVQ's which are directly applicable to pump installation and service, so I have started to examine the possibilities of setting up a NVQ which will relate directly to our industry. The previous work done compiling our Knowledge and Skill Standards may form a basis to start from. This is going to take some while and means that we may have to collaborate with other trade associations who require a similar qualification.

Ian Castle

The PDA's telephone:

Our telephone is being kept on "answer" for most of the time which I realise is frustrating to members wishing to contact me quickly. I have had to take this step as I am constantly bombarded with people asking for advice about pumps when they should be talking to their local PDA member. The telephone message tells people to visit our web site for the contact details of their nearest member or to fax their query to me. Without investing in a second, member only telephone line, I have no real answer. Perhaps members would like to think about this and let me have any suggestions they have.

Meanwhile the fastest way to contact me is by email, which I tend to check daily, ian@the-pda.com

Alternatively FAX me on **01394 450181**

PDA Website: www.the-pda.com

It seems that most of the problems arising from the loss of our old domain name are now resolved. Certainly Google finds us quickly and ranks us near the top. Fingers crossed and no more problems.

Please check your company details on the site and let me know of any changes you require. If you wish to increase or amend the number of pump names you have listed please send me details, preferably in alphabetical order.

Spares for Girdlestone Pumps:

Amarinth is a technical company set up to provide Amarinth spares for Girdlestone pumps including the 900 series, SSM, SSD, USM and URF ranges – high quality re-engineered parts on short lead-times and at very competitive prices. If you require spares or advice on any aspect of Girdlestons they may well be worth a telephone call.

They also design and build the Amarinth range which includes pumps constructed to ISO, ANSI and API standards. They specialise in high efficiency, low NPSH designs produced in materials required by the chemical and petrochemical industries.

Amarinth Ltd

Steve Buckley Sales & Marketing Director

tel: +44 (0)1394 462 122 fax: +44 (0)1394 462 130

mob: +44 (0)7971 506 994

e-mail: steve.buckley@amarinth.com www.amarinth.com

PDA News - January 2004

CCD Pumps and the CCL and the ECA

Variable Speed Drive Booster Sets and VSD Control products manufactured by London based CCD Pumps, have been approved by DEFRA (Department of the Environment, Food and Rural Affairs) and added to the coveted 'UK Energy Technology List'.

All products in the CCD 'PowerMaster' variable speed drive range, many of which can be used as retrofit controllers on existing pumps or fans, are eligible under the CCL Package (Climate Change Levy) for the new ECA (Enhanced Capital Allowance) tax savings.

CCD Director Paul McMullen said "We put a lot of emphasis into environmental issues when designing and supplying our products. The items appearing on the DEFRA list are as a result of hard work and forethought; ensuring the customer receives a 'fit for purpose' product and more importantly, energy saving.

Where possible, CCD's Sales Office will be very pleased to assist with advise on how to acquire the tax savings when purchasing any product in our 'PowerMaster' range. Also how environmentally friendly our equipment is."

Ian Austin CCD Pumps Ltd



Trade Journals

Plant & Works Engineering

PWE is one of the more useful news paper type magazines, the PDA runs a small advert and it does tend to get some response. You can subscribe free and also receive it as a free download.

Go to www.khl.com/register

Water & Sewerage Journal

I find this an interesting read and it generally contains articles relevant to our industry. It is issued 4 times a year, subscription is £20, it may be free if you fulfil certain criteria.

Go to www.mcmillan-scott.plc.uk

Or telephone Mike Donnelly on:

0161 832 6000

Global

Issued free, this journal concentrates on pumps and seals. I always find articles of interest and as it is only lightly filled with adverts it is a pleasure to study.

To subscribe go to -

www.pumps-directory.com

This web site is also very useful for tracing pump manufacturers.

ImpellerNet

ImpellerNet describes itself as The OnLine Pump Magazine. It contains up to date news about the pump industry and has a pump selector program which sends your enquiry to suitable manufactures. It is an interesting site which will be worth watching, as it develops. You can subscribe to a free emailed news letter and make postings to it.

<http://impeller.net/>

Web sites for Business Owners

Investors In People www.iipuk.co.uk Mirago www.mirago.co.uk

Nationally recognised employers' standard for good practice and training.

UK – focused business search engine.

Small Business Europe

www.smallbusinesseurope.org

Site listing key "euro issues" that this lobby group seeks to resolve for UK small businesses.

Red Tape Monitor

www.britishchambers.org.uk/cutredtape

Site from the British Chambers of Commerce that monitors and advises on how to alleviate the "red tape burden".

PDA Members

Location and Telephone numbers

Allsebrook Pump and Electrical Services Ltd

Henley on Thames 01491 680628

Anglian Pumping Services Ltd

Ipswich 01473 719950

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

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

JCL Services

Leicester 0116 2893969

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

Tomlinson Hall & Co Ltd

Stockton on Tees 01642 675696

Your News letter needs YOU to make it interesting.

Next copy dead line 1st March 2004