



Corporate Profile

Pumps have been important to the community for many hundreds of years and from the time of Archimedes, simple pumps have been used to move water for a variety of purposes to make peoples life easier. Pumping equipment is important in providing us with most of the essentials we use on a daily basis. It is not surprising therefore that the humble pump is the second most commonly used piece of equipment behind the electric motor. Today, the Industry is continuously facing challenges to produce equipment that is safe, reliable, efficient, affordable and capable of being repaired or serviced as required.





Corporate Outline

Pump Industry Australia (PIA) and its forerunner, the Australian Pump Manufacturers Association (APMA) has been in operation for more than 50 years. As a not-for-profit organisation, the primary aim of PIA is to promote the growth of the Pump Industry throughout Australia. It is also hoping to promote both national and international recognition for the technical ability, skill and product quality of Australian organisations for designing, manufacturing and marketing of pumping systems and related products. The Association seeks to provide information and support to members and encourage the ongoing development of our Industry to meet the demands of the Australian market. The major activities include:-

- Pump Technology and Standards
- Technical Publications
- Training
- Trade Practices and Ethics
- Industry Statistics
- Marketing
- Trade Shows & Seminars
- Strategic Alliances with similar Industry Bodies

Our members meet on a regular basis to review current Industry activities, assess business conditions, participate in technical presentations and network with Industry colleagues.



Councillors and Members meet in a relaxed atmosphere after General Meetings to exchange ideas on the Industry.

The Association endeavours to fulfil roles that represent the Industry as a whole and which may be beyond the resources of individual members. This includes relationships with Government, Public Utility Authorities, Private Industry, Engineering Consultants, Standards Australia and similar bodies who play a significant part in the framing of legislation or technical specifications which influence our Industry.

The PIA publishes two excellent and internationally well recognized Handbooks. These are the Australian Pump Technical Handbook and the Pipe Friction Handbook. Both of these publications are widely used by Manufacturers, Consultants, Engineers and Students. They are written in practical, easy to understand language making them ideal text books for anyone wishing to gain a better understanding of pumps and how to apply them in various applications. We also distribute other publications of interest within the Pump Industry.



Organisational Structure

The activities of the Association are determined by an elected Council. Currently, the Executive consists of President, Vice President and 7 Councillors, who are elected at the AGM to represent the view of the membership. Council has regular meetings to develop and implement programs to ensure members are provided with the services in specific areas of interest.

The Association is administered by the Secretary, who is appointed by Council and acts as the Legal Officer of PIA with the Dept of Consumer Affairs. Council is also supported by three Executive Officers, who are currently charged with the responsibility of fulfilling the day-to-day tasks that should result in successful implementation of the programs which members have indicated are important to them.

- Publications & Training
- Standards & Technical Information
- Marketing & Statistics

This has proved to a good initiative and significant progress has been achieved.

Membership Categories

Membership is open to a diverse range of businesses. There is an opportunity for small, medium and large companies to participate as full members, while the Associate membership status is afforded to companies who may be suppliers of ancillary equipment (electric motors, seals, bearings etc). For people with a particular interest in the industry from a personal perspective, we offer Private membership. Membership fees are graded to recognise that all businesses will seek “value for money”, but the key is to participate actively in the affairs of the Association to get the best out of membership.

1) Full Membership – is open to companies who are manufacturing pumps or pumping equipment, or to companies who are importing and/or distributing pumping equipment or companies that are engaged in the Pump Industry in a supply or service capacity.

Category A - Companies with over 100 employees engaged in pump related activities in the business

Category B - Companies with 26-100 employees engaged in pump related activities in the business

Category C - Companies with 11-25 employees engaged in pump related activities in the business

Category D - Companies with 10 or less employees engaged in pump related activities in the business

2) Associate Membership – is open to companies of any size, who are engaged with the Pump Industry as ancillary equipment suppliers or any other company that takes a strong interest in Association activities and wishes to network with full members.

3) Individual Membership – is open to persons who are associated with and have an interest in the pumping industry.

In addition the status of **Life Membership** may be afforded to individuals who are known to have made a significant contribution to PIA or APMA activities over many years. This is an honorary position, which is determined by Council based on nominations received and announced at the AGM.



Typical PIA Activities

As PIA is a National body, the Association needs to liaise with business partners in all States. We hold General Meetings and Seminars across the country, since PIA recognises that each State presents different challenges to pump suppliers based on local industry, geography, climate and political policies.

1. General Meetings

- Routine meetings in Melbourne, Sydney and Brisbane on an annual basis.
- Meetings in Adelaide and Perth on a bi-annual basis (alternate)



Pump Seminar in Melbourne



Technical presentation in Perth

2. Seminar and Training Programs

- Seminar programs; An example in 2014 was an invitation to Steve Schofield of BPMA to act as keynote speaker in both Melbourne and Sydney.
- Installation & Commissioning training program to be launched in 2015
- Breakfast and Afternoon technical meetings on topics of interest.
- Opportunities for members to outline new technologies or provide product training opportunities at a technical or operational level to fellow members and guests.



Steve Schofield of BPMA presents in Melbourne



Pump Seminar in Sydney 2014

3. Trade Alliances and Networking

3.1 National Relationships

PIA has established a dialogue with a number of National organisations within the market sectors serviced by our members. These include:-

- The E3 Committee and Sustainability Victoria on issues for pump power consumption and efficiency benchmarks.
- Standards Australia with particular reference to AS 2941 for fixed fire pumps.
- Contributions to ABCB/NCC on pump power targets for air-conditioning systems
- AMCA on BIM MEP - Aus initiatives to standardise pump information and performance in a 3 dimensional format using Rivet.

3.2 International Relationships

- PIA has agreements with BPMA to work on technical cooperation, particularly the European standards for energy efficiency on pumping equipment.
- We are also in the process of strengthening our relationship with Hydraulic Institute of USA in respect of pump standards and other technical issues.



Keith Sanders attends BPMA meeting in UK



Ron Astall outlines PIA at HI Meeting in Florida

4. PIA Website

The PIA website is a very valuable communication medium and members are encouraged to review this regularly to be well informed about activities planned and progress being achieved. Please visit www.pumps.asn.au

5. PIA Newsletter

This is a quarterly publication and circulates news to members. It is an internal document available from the website or emailed to members who have indicated a desire to receive a personal copy.

6. Pump Industry Magazine

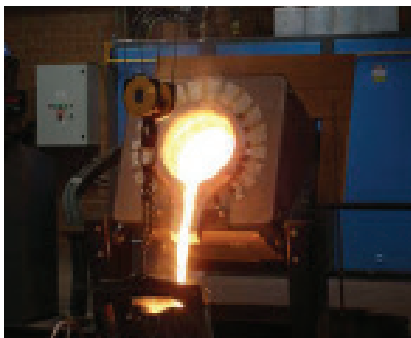
PIA has a formal agreement with Monkey Media to produce a regular electronic and printed version of "Pump Industry". While this is an external publication, it provides a very broad coverage of what is happening in the Industry at large and is dedicated to providing editorial to PIA on its activities. PIA members may consider this magazine for their promotional program as subscriptions to Pump Industry are increasing and cover a wide range of readers.



Membership Snapshot

Members of PIA come in all shapes and sizes and we believe the membership is truly representative of the structure of the Industry as it exists today. New membership categories created to encourage SME's to participate has seen a steady increase in membership year in year.

While pump manufacturing in Australia is undoubtedly in decline, the level of technology expected by customers is high and must meet international benchmarks. Local foundry capacity has diminished over time. However, there are still a few highly vertically integrated businesses operating in niche markets. This applies to both standard product manufacture at the small to medium product level and to highly engineered pumping equipment as used in the Oil & Gas sector or the Mining sector.



Modern Foundry capacity in Western Australia



API 610 pumpsets produced in Melbourne



Large vacuum pump set assembled in Victoria

As the industry has rationalised, several of our multi-national members have brought in components manufactured offshore to benefit from global R&D and economies of scale from large factories overseas. More emphasis has been placed on machining, assembly and testing of the finished product by both local and overseas owned companies. This has resulted in a blossoming of companies who have the expertise and experience of Australian conditions to build "customised pumping equipment" that provides a comprehensive solution to a pumping application. Many of the recent additions to PIA membership operate in this space and provide a high level of client support to sustain their business.



Large package firepump set built in Western Australia



Specialist dry well pump test facility in Melbourne



Wet well test facility for submersibles in WA

Irrespective of where the pump comes from, PIA encourages customers to consider performance testing of pumps to AS 2417 to ensure that products actually do meet the nominated flow, head and efficiency specified. Many of our members can offer such a service within their routine QA programs and several are accredited by NATA certification.

All PIA members

are required to conform to the Association Code of Ethics in an effort to promote members as reliable suppliers of pumping equipment and associated products. We hope this will achieve a high level of confidence with pump users when they trade with our members.

Below is a cross section of PIA Members and their brands.



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