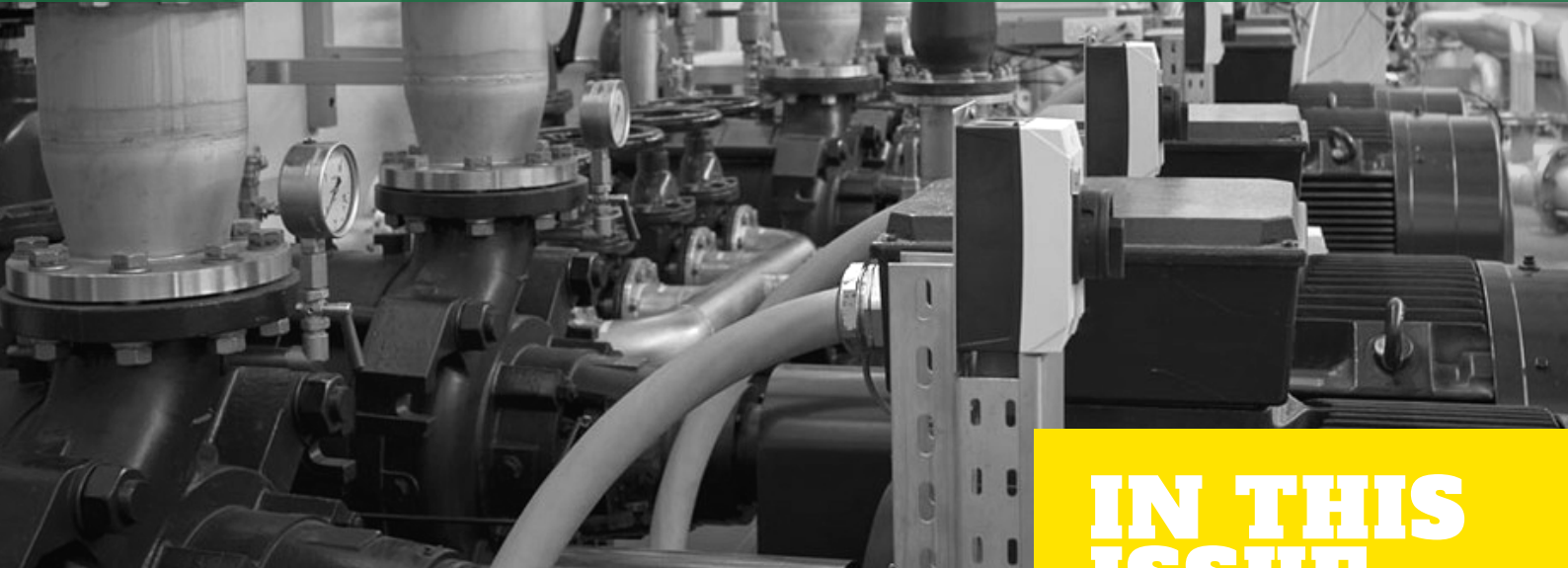




PUMP INDUSTRY AUSTRALIA

NEWSLETTER

CHRISTMAS EDITION • DEC 2018



Welcome to the final newsletter for 2018

Its hard to believe its already almost Christmas, it feels like only yesterday that I nervously sent the email of the newly facelifted PIA newsletter and thinking "Are people going to think its too bright, its too over the top, will they even read it at all?" However given Im still sitting here almost 12 months on, luckily the feedback has been overwhelmingly positive to the new format of the newsletter and also the marketing comms and event flyers in general. As always we encourage members and our readers to contribute content if youve got news to share? Email it to marketing@pumps.org.au and we will include it in the next enews. Similarly, if you have any suggestions on how to improve the newsletter or any of our other communications, just drop us a line or post us a message on our LinkedIn page. We are always open to feedback and new ideas or topics/features you'd like to see

We hope you enjoy this issue of the newsletter!

Louise

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PRESIDENTS MESSAGE



PIA CONGRATULATES THE INCOMING COUNCIL FOR 2019

Welcome all to this last edition for the year of the PIA eNewsletter and my first as President of the Association. Let me first thank Dave Alexander for his sterling job as President over the last two years; whilst Dave has stepped down as President he is remaining as a Councillor; his experience as former President will be an invaluable voice and continuing source of knowledge to both the incoming Council and a representative of the industry.

In November Pump Industry Australia held the AGM at the Box Hill Golf Club in Melbourne, where a new Council for 2019 was elected by members. We are saying farewell to some retiring Councillors and welcoming some new faces, first of all let me thank those who are moving on for their contribution to the PIA:

Retiring from their roles on the Council are Keith Sanders, Ashley White and Malcolm Eyre.

Special mention should be made of Keith Sanders who has been a stalwart of the PIA for should I say some decades from its inception as the APMA, and has been a tireless and dedicated contributor throughout that period. Keith has served as Secretary, President, Councillor and more recently as the Marketing and Statistics Executive Officer, and whilst I am sure his services won't entirely be lost to us the PIA and Council will certainly miss his depth and breadth of knowledge of the workings of the pump industry.

Thank you Keith for your considerable and valued contribution to the PIA over such a long period of time. We also thank Ashley and Malcolm and on behalf of all Members we thank you both for your contribution to the PIA

Joining the Council we have Hem Prakash from Davey Water Products and Anant Yuvarajah of ASC Watertanks - we congratulate you both on becoming Councillors and extend a warm welcome to you.

Continuing on as a Councillor is James Blannin from Stevco, who has also accepted the position of Vice President and along with Hem and Anant will introduce somewhat of a 'youthful enthusiasm' to Council, which is encouraging! Also continuing in their commitment to their roles as Councillors are Alan Rowan, Andrew Black, Mike Bauer and Jim Athanas. With James stepping into the role of VP this presents a vacancy for one more representative on the Council, so if you would like to take up this position or know of someone who might please don't be shy and make contact.

It is clear from the AGM and that the PIA faces challenges; it has been said that what is needed is a set of short term objectives specifically related to the current state of the association and the industry and how successful we have been in representing the expectations of members in the past. The incoming Council faces challenges but I am confident that where there is a will there is a way; the incoming Council will review the feedback from Members at large and work to ensuring that our members - current and future – obtain value from the services PIA provides and more importantly they are what you see as being relevant to you and your business.

I wish you all a merry and safe Xmas with family & friends and a prosperous New Year

See you all in 2019

John Inkster

President, Pump Industry Australia



JAMES BLANNIN
Stevco Pumps & Seals



ANDREW BLACK
Envirotech Water Solutions



MIKE BAUER
Dynapumps



DAVE ALEXANDER
KSB Australia



JIM ATHANAS
Xylem



ALAN ROWAN
Life Member



ANANT YUVARAJAH
ASC Water Tanks



HEM PRAKASH
Davey Water Products

TUESDAY 13 NOVEMBER 2018

ANNUAL GENERAL MEETING

On the 13th of November, PIA Council and members met for the association's 15th annual general meeting & dinner, held at Box Hill Golf Club in Melbourne. Members were welcomed by Vice President John Inkster standing in as Chair for President Dave Alexander, who was unfortunately absent due to family commitments.

A quorum was present at 4.30 pm and the meeting was conducted in accordance with the published Agenda. John reflected on the previous 12 months for the association which included a number of seminars, technical meetings and training courses held throughout the year in various states as summarised in the President's Report prepared by Dave.



ABBREVIATED FINANCIAL STATEMENTS

The Secretary tabled the audited reports for 2017/18, a summary is shown below:

Balance Sheet Profit & Loss Statement to 30 Sept 2018

Total Assets \$141,755	Total Income \$56,946
Liabilities \$2333	Cost of Sales \$19,746
Net Assets \$139,422	Gross Profit \$37,200
Total Equity \$139,322	Expenses \$63,290
	Other income \$1977

Net Loss (\$24,113)

This represents a significant trading loss for the year, principally due to a significant reduction in income. The Budget for 2018/9 will include a raft of actions to return the financial situation to a more sustainable situation.

A detailed version of the Audited Accounts was available to members at the AGM and copies were distributed.



Appointment of Officers

All positions were declared vacant and the Secretary read out nominations for the 2017/18 Council. It was announced Dave Alexander is stepping down from the position of President for 2019 but will continue on in the role of Councillor.

President – No nomination received, position was deemed to be vacant at close of AGM to be appointed by Council.

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

Nominations were received and the elected representatives to the 2019 PIA Council are:

Dave Alexander - KSB Australia Pty Ltd

James Blannin - Stevco Pumps & Seals Victoria

Hem Prakash - Davey Water Products

Andrew Black - Envirotech Water Solutions

Jim Athanas - Xylem Water Solutions Pty Ltd

Mike Bauer - Dynapumps

Anant Yuvarajah - ASC Watertanks

Alan Rowan - Life Member



The three executive officers for the association continued to play a considerable role in the association's achievements, with many important programs run over the course of the year.

These included the Energy Efficiency seminars held in Melbourne, Sydney and Brisbane in addition to continuing to work closely with the ABCB & Department of Energy & Environment advocating on behalf of the industry on the new proposed legislation and energy rating regulations to come into effect late 2019. Alan Rowan presented the plans for the new editions of the Pump & Pipe Friction Technical Handbooks and gave a sneak peek at the new facelift being given to the books, Alan also hinted at options for online training and e-learning for the I&C and potential new courses is being explored for 2019...watch this space! Ken Kugler and Keith Sanders have continued to liaise with industry organisations including FPAA & AMCA promoting cooperation between industries. Topics include training, standardisation, energy and environmental related issues applicable to pump products, and a number of cohosted meetings and events are planned for next year.

PIA ANNUAL DINNER

Following the conclusion of the AGM, nearly 80 members and their guests stayed on to enjoy cocktails and canapes overlooking the magnificent greens of Box Hill Golf Course and attended the PIA Annual Dinner.

Whilst proceedings this year did not feature presentations of any awards or life membership, for something entirely different PIA invited along special guest Dr Margaret Beavis to give a short talk about winning the 2017 Nobel Prize with the organisation she helped found, the International Campaign to Abolish Nuclear Weapons (ICAN). Margaret gave a thoroughly thought-provoking and confronting account of her own experience working as a GP specialising in nuclear medicine. She talked about how ICAN was awarded the Nobel Prize for its work to draw attention to the catastrophic humanitarian consequences of any use of nuclear weapons and for its ground-breaking efforts to achieve a treaty-based prohibition of such weapons. Being a room full of engineers, with many from the power generation industry, the topic of nuclear was bound to invoke passionate academic debate. And that it did, with a number of members keenly engaging with Margaret in the Q&A session in some robust discussion.

To close off the evening, this year there were again three amazing gift hampers put together by Louise Black chock full of premium gourmet local produce, couple bottles of Penfolds and other goodies. This year, the lucky winners of the raffles were:

Jan Medovaski - FRANKLIN ELECTRIC

Andrew Black - ENVIROTECH WATER

Jim Fotiniotis - PUMP ENGINEERS





MEMBER NEWS

STEVCO SEALS & PUMPS' RELOCATION



Stevco Seals & Pumps Victoria has recently moved premises to a bigger facility which will allow them to service their customers better with full workshop and engineering facilities. Please note the new address below for all future communications:

Unit 10, Epping Business Park
53 Gateway Boulevard
Epping VIC 3076
03 9408 3875
vicsales@stevco.com.au

ACROMET CLOSES ITS DOORS



It is with regret that we are informed that after more than 50 years manufacturing custom designed metering, feeding and special purpose pumps right here locally in Melbourne, Acromet (Aust) Pty Ltd have closed their operations. Acromet have been a long-standing member of PIA for over 25 years, with their former CEO Bob Sing even being President of the association for some years. We wish staff well in their future endeavours.

GRUNDFOS ANNOUNCE SALE OF BKB



Grundfos have announced that they have sold their BKB Building Solutions subsidiary. The company was renamed in 2013 through Grundfos' acquisition and merger of BKB Pumps & Tanks with its own building services team. In order for BKB to best explore future opportunities in the fire systems market it was determined it would best placed to operate independently. Grundfos has confirmed that existing projects and obligations will continue to be met, with an announcement from the new owners soon.

AND IN OTHER INDUSTRY NEWS...

REGISTRATION OPEN FOR 2019 NCC SEMINARS

Australian Building Codes Board (ABCB) will be presenting seminars in each capital city on the significant changes in the 2019 NCC focused on the Building Code of Australia (BCA) including:

- Updated Governing Requirements;
- Energy efficiency;
- Accessible adult change facilities;
- Outcomes of the Acceptable Construction Practice project, including roof and wall cladding, fire safety on decks and balconies;
- New Verification Methods and quantified Performance Requirements

The half day sessions will run from 9.30am to 12.30pm in every capital city, for dates and registration details visit www.ivvy.com.au/event/NCC19



NEW IRRIGATION AUSTRALIA HEAD OFFICE

Irrigation Australia's head office has relocated to Brisbane in November 2018. The old office at Mascot NSW closed on 7th November 2018 and the new office in Brisbane is now open.

The details of the new office is as follows:

Unit 11 / 58 Metroplex Avenue
Murarie QLD 4172
Phone 07 3517 4000

Mailing Address
PO Box 13
Cannon Hill
QLD 4170

THE AUSTRALIAN PUMP MARKET

For several years, PIA has been receiving a report from Ibis-World which looks at the overall situation in Pump & Compressor manufacture in Australia. It provides estimates of the market size and growth trends at a macro level. The last report from Ibis-World suggests little to no growth in demand for 2019, so members should expect there to be tough trading conditions over the next 12 months.

When supply exceeds demand, there will always be pressure on pricing and more specifically on margins, so profitability will depend on the way in which this demand situation is spread across the key market sectors in Australia. Water & sewage is expected to grow, while Construction of the type to require pumping equipment is expected to tighten, particularly if the NCC 2019 stipulates a more rigorous assessment of pump efficiency using EEI and MEI benchmarks already legislated for in Europe and USA. Irrigation could be a growth sector, but this will depend on the financial situation in the bush after many years of drought. There is no "one size fits all" solution. Individual companies need to make their own assessment of demand and the best way to get this information is to talk to your key customers. They will know if they intend to purchase pumping equipment in the year ahead, so this will be a more reliable guideline.

Before this, PIA arranged for pump Import & Export statistics to be obtained from ABS and this was analysed in-house. However, the raw data needed to be carefully segregated and some basic assumptions made about what was contained in the tariff code classification used by ABS. This was assessed along with anecdotal information provided on the "Pump Grapevine".

Regrettably, the tariff codes do not go down to a micro level, so specific product demand could not be accurately determined. For example, the number of end-suction pumps manufactured or imported in Australia simply is not measured by ABS. Even this approach was not considered enough for some members, so alternative sources of data were checked out and Ibis-World appeared to provide the best information within the cost constraints faced by the Association. Within the scope of our recent members survey, it is evident that several members are looking for detailed market information on demand for pumps. Some have referred to the sort of data that is available in Europe and USA from Pump Associations to illustrate what they would like to see from PIA. It is perhaps worthwhile to repeat the information provided at the AGM and the level of detail that some members would like to receive is only possible by pooling information to the Association for this to be collated and analysed. In the past, this has not been an approach that larger suppliers are comfortable to provide.

As the arrangement with Ibis-World is up for renewal in March 2019, Council is currently considering how to proceed. Louise Black will be asking for members to outline the type of information that would be valuable, but it will require a cost benefit analysis to decide if alternatives can be found that will provide the Association with more meaningful statistics for our Industry.

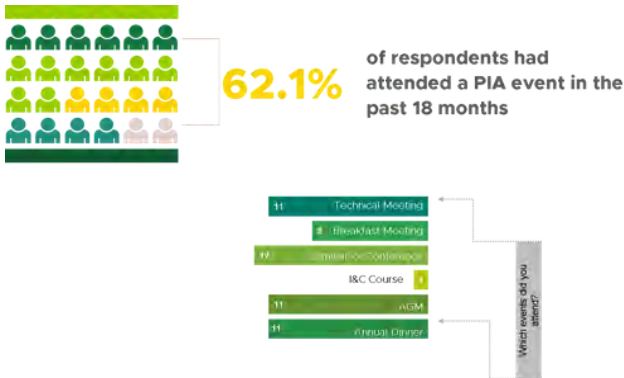
Remember, there are lies, damned lies and statistics.....

Keith Sanders



2018 MEMBER SURVEY

In October, PIA conducted a short survey of members so we could better understand what resources PIA provides – or perhaps doesn't yet provide but should – that are valuable and of benefit to your business, and what we can do to improve the events and services the association provide that will assist members to be successful in the pump industry. Below is a summary snapshot of the results that was presented by Louise Black at the AGM



and



76% of respondents considered Seminars & Technical Meetings to be Valuable or Very Valuable resources for themselves and/or their organisations

- 66%** of respondents Agreed the Association provides Events & Professional Development Resources in a suitable format
- 59%** Agreed or Strongly Agreed the Association provides Events and other opportunities that help develop valuable networks
- 59%** Agreed or Strongly Agreed Events & other resources and courses are a reasonable price

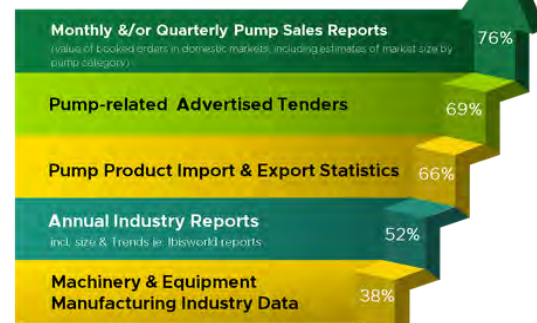
The Top 10 topics respondents indicated they were most interested in having speakers present information on at events, training and seminars were...



69% of respondents Agreed the Association provides up to date and relevant communications about topics of interest such as latest industry news, updates on standards and regulatory changes, events etc

73% of respondents considered Industry data, statistics and other market information to be Valuable or Very Valuable

In particular, the most useful or beneficial information to their organization were considered to be...





PIA IS HOLDING A SALE OF ALL HYDRAULIC INSTITUTE PUBLICATIONS WITH UP TO 50% OFF ONLY WHILE STOCKS LAST

SALE!

Books are heavily discounted from their normal RRP on the HI webstore, hurry though these prices are only available while stocks last!

Browse available titles below, prices are incl. GST, postage extra



- Leak Free Pumps & Compressors - \$85.00
- Pump Life Cycle Costs - \$100.00
- Optimising Pumping Systems - \$160.00
- Mechanical Seals for Pumps - 160.00
- Power Plant Pumps - \$125.00
- Reliability of Pumping Equipment - \$125.00
- Variable Frequency Drives - \$80.00
- Wastewater treatment Plant Pumps - \$140.00



Visit our on online store pumps.asn.au/publications before they run out the door



PUMP INDUSTRY AUSTRALIA

WHAT'S ON IN 2019...?

MARCH



TECHNICAL MEETING MELBOURNE



APRIL

INSTALLATION & COMMISSIONING COURSE BRISBANE

MAY



TECHNICAL MEETING BRISBANE

JULY

HALF-DAY SEMINARS STAY TUNED!



TECHNICAL MEETING ADELAIDE



AUGUST



TECHNICAL MEETING PERTH

OCTOBER




TECHNICAL MEETING SYDNEY

FOR MORE EVENTS, NEWS & UPDATES, KEEP IN THE LOOP BY JOINING US ON LINKEDIN @PUMPINDUSTRYAUSTRALIA

