"Forging the Future of the Submersible Wastewater Pump Industry"

Quarterly Newsletter

Winter 2015

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SWPA Annual Meeting Held in Chicago

SWPA held its 2014 Annual Meeting on November 4th in Chicago. The turnout was outstanding and both Pump Members and Component Members were well represented.

Tom Decker (Brown & Caldwell) continued his string of SWPA Annual Meeting presentations with an outstanding presentation on the state of the Wastewater Industry and his thoughts and outlook for 2015. A Copy of that presentation is posted on the Association's website.

SWPA Executive Director, Adam Stolberg, presented the 2015 SWPA Industry Outlook. The Industry Outlook was a compilation of responses to a survey sent out to all SWPA Members. This year we had 100% Membership participation! The Industry Outlook is something that is not available from any other source in the Water and Wastewater Industry. A copy of the Industry Outlook is available to all SWPA members. If you would like a copy, please contact Adam Stolberg at 847-681-1868 or via email to swpaexdir@sbcglobal.net.

Some items discussed at the Annual Business Meeting and Board of Directors Meeting:

- SWPA will continue the Pumps & Systems Webinar series in 2015 with 2 webinars sponsored by SWPA
- SWPA will focus on Social Media in 2015 including updating LinkedIn, Twitter ad Facebook
- SWPA will offer "On Demand" one hour educational courses focusing on The System Approach to Lift Station Design on the SWPA Website and they will include CEU Credits.
Currently a freshman at North Carolina State University, majoring in Engineering. Jacob led his La Plata High School class as part of the first class to complete the Project Lead the Way Engineering program. Jacob spent his summer working for Milby Company (SWPA Member and where Jacob's father Chris works). Jacob played football and baseball at La Plata High School. Their baseball team reached the state finals 4 years in a row. Not just an athlete, Jacob received an Academic Letter for having above a 3.2 GPA as a Varsity athlete. He also participated in Student Government and the Key Club. Jacob graduated Magna Cum Laude and in the top 10% of his High School Class.

We look forward to hearing about many more accomplishments from this fine young man.

The Charles G. Stolberg SWPA Scholarship is awarded to up to 2 students each year. Students must

- the 2015 Charles G. Stolberg Scholarship was awarded to Jacob Lind, whose father works for Milby Company
- the 2014 SWPA Budget was adopted

**SWPA PUMP MEMBER SPOTLIGHT:**

![CRANE PUMPS & SYSTEMS](image)

Crane Pumps & Systems is a world-class manufacturer of pumps, accessories, and services. Crane Pumps & Systems provides SOLUTIONS for Municipal, Commercial Building, Industrial, Residential and Military pump market segments. Our markets are served by leveraging a variety of brands, recognized throughout the industry for quality, reliability and innovation.

With an exceptionally broad offering of quality products, Crane Pumps & Systems has the strength and the expertise to meet the needs of an increasingly diverse array of customers. Wherever there is a need for fluid handling equipment, odds are you will find a Crane Pumps & Systems product to meet your requirements and one that offers dependable quality to meet the ever changing demands of today's world.

CP&S's Municipal offering provides solutions ranging from wastewater treatment and collection to clean water to supply, distribution, and dewatering and pressure sewer. CP&S municipal product offering includes column sumps, effluent, end suction, grinders, split case pumps, self-priming, and sewage ejectors. The recently developed non-clog Solids Handling series with a plug-n-play power cord provide municipalities with a reliable, maintenance costs saving solution to keep lift stations running clog free. The Barnes Pressure Sewer solution offers engineers with designs that cost-effectively connect remote subdivisions to municipal lines and its seals so it protects the environment.

CP&S's Industrial heavy duty, long-lasting performance industrial pumps serve customers working in frackng, waste transport, manufacturing facilities moving fluid around, commercial fishing vessels, dry docks, marinas, recreational facilities and other general industrial environments. The
be in the Engineering curriculum and be sponsored by a member company. For more information on how to apply for the 2015 Scholarships, please contact Carol at SWPA Headquarters.

Quick Links & Important Numbers

www.SWPA.org

SWPA Headquarters:
847.681.1868

Want to be a part of SWPA?
Click here for Membership Information.

Join Our Mailing List!

Swapa 2015 Calendar

product line includes solids handling, dewatering, end suction pumps, inline vertical pumps, non-clog - dry pit, pre-packaged fiberglass lift stations, regenerative turbine, self-primers, split-case pumps, industrial sump pumps, vertical multistage pumps and vertical process pumps.

CP&S's Commercial Building market provides a total commercial building fluid solution from strip malls to high rise buildings, clean water to waste water. The CP&S presence in the commercial building market includes pumps for air-conditioning booster service, chilled and hot water, cooling towers, heating, boiler feed, condensates and pressure boosting.

Products are backed with over 100 years of dependable experience; condensate return units, dewatering pumps, end suction pumps, grinders, inline vertical pumps, regenerative turbines, sewage ejectors, split case pumps, vertical multi-stage pumps, pre-packaged fiberglass lift stations and others.

CP&S's residential market leverages the company's qualified, legacy brands to provide products that are constructed from high quality parts and processes for dewatering basements, installing lift stations in lower level bathrooms, upgrading septic systems, or outfitting a home with a pressure sewer system. CP&S supplies the plumbing market with basin packages, condensate pumps, fountain pumps, sewage ejectors, effluent pumps, grinders, sump pumps, transfer pumps, laundry tray systems, replacement core upgrades, non-clog pumps and dewatering pumps to remove or transport water and/or wastewater.

CP&S's military market provides equipment to support military operations that require extremely rugged, highly dependable quality and the ability to withstand high impact. CP&S has been a military program supplier for over 40 years and CP&S pumps are on U.S. and NATO surface ships worldwide, as well as army amphibious and track vehicles. The military offering includes sewage pumps, bilge pumps, military fuel and water transfer, emergency firefighting, macerator pumps and emergency damage control pumps.

Crane Pumps & Systems is one of five businesses inside of the fluid handling segment of Crane Co. The segment is Crane Co.'s largest business and thus an important engine for profitable growth. Crane Co. is a diversified manufacturer of highly engineered industrial products with a substantial presence in a number of focused niche markets. Crane Co. employs approximately 11,000 teammates working together across 25 countries, and CP&S employs approximately 400 teammates working in Piqua, OH, in the United States, Brampton, ON Canada and Zhuji City, Zhejiang China.
SWPA FREE WEBINARS
Presented by SWPA & Pumps & Systems

Specific Dates and Topics Coming Soon

More Information & Register at: pump-zone.com/swpa_webinars or at www.SWPA.org

SWPA's Pumping Systems and Controls Training Seminar
April 22-23, 2015
Orlando, Florida

SWPA's Committee Meetings
April 21, 2015
Orlando, Florida

SWPA's Summer Meeting and Plant Tour
Hosted by Grundfos
July 21-23, 2015
Chicago, Illinois

SWPA at WEFTEC
September 26-30
Chicago, Illinois

SWPA's Annual Meeting
November 3, 2015
Denver, Colorado

SWPA's Pumping Systems and Training Seminar
November 4-5, 2015
Denver, Colorado

From SWPA's President...
In 1936 T.S. Eliot wrote, "Distracted From Distraction By Distraction". Wow...I didn't know Eliot had Facebook!

Not only am I 'complete ignoramus' when it comes to social media, I would boast about it. Who needs another distraction, right? A recent conversation with my 18 year old daughter is breaking my stubbornness on the matter:

Dad: "Rachael, I need you to like SWPA on Facebook."

Rachael: "No!"

Dad: "Why not?"

Rachael: "I don't want MY friends to know I like SWPA."

Dad: "But Rachael, this industry is supporting your college education!"

Rachael: "If you like SWPA so much, why..."
"don't you do it?"

Dad: "Look, you know I don't do Social Media and we need some support. We just launched our Facebook account and only have eight likes!

Rachael: "Um Dad, that's really bad...you know that don't you?"

That last part hit home. You see, I didn't know that...complete ignoramus indeed!

Fortunately for SWPA we have committee members that understand what a powerful marketing tool social media can be. I am beginning to realize that our goal should be to transmit the SWPA message until it goes viral...without becoming annoying, of course.

I ran across this quote from a social media consultant:

"On social media, fans are literally our life-force. Without them, we're simply preaching to an empty room."

Yes, eight likes was a slow start and our room is somewhat empty; but, we have an awesome message! The solution is simple...the more we practice great social media the more relevant we become. At our November Annual Meeting in Chicago, Adam emphasized social media as a priority goal for 2015 and beyond. Look for our announcements as we expand our social media presence and add additional social media platforms...we need your help!

As we approach the season of resolutions, I am going to take my daughters advice and jump on the bandwagon...I will like SWPA! Please join me if you like SWPA too.

Barry Jongsma (Pentair)

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SWPA's Pumping Systems and Controls Training Seminar
to be held April 22-23, 2015 in Orlando, Florida
On Demand Educational Courses to be Offered at www.SWPA.org

Have you ever attended a SWPA Training Seminar and missed one of the programs you wanted to participate in because you had a customer phone call?

Have you heard great things about the SWPA Training Seminars but have not been able to attend because of schedule conflicts or travel restrictions?

Do you need to earn CEU Credits?

Would you simply like to learn more about The Systems Approach to Lift Station Design?

Coming in the 2nd quarter of 2015, you will now be able to log onto SWPA's website and view a host of courses on line. The courses will contain the very same power point presentations presented at the Industry Famous Training Seminars and will be narrated by the very same industry experts that present the program live. Courses include the following topics:

The System Approach - what is it?
Design of Submersible Pumps

AC Electric Motors

Electrical Starting Methods

Pumps in VFD Applications

Cavitation and Air Entrainment

Grinder Pumps in Pressure Sewers

Pump Station Valving

Pump Testing and Acceptance Standards

Design of Small Circular Wet Wells

Converting Dry Pits Solids Handling Pumps to Electrical Submersible Pumps

Controls 101

Schematic Diagrams

Universal Enclosures, Thermal Management & Safety PLC Controls

Introduction to SCADA

Pump Station Start Up and Tuning

All courses are approximately one hour. The cost of each course is $9.95 and includes processing and handling for the 1-Hour CEU Certificate Issued by SWPA. Look for these at SWPA.org soon!
SWPA Component Member Spotlight

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in Utilities & Infrastructure, Industries & Machines Manufacturers, Non-residential Buildings, Data Centers & Networks and in Residential. Focused on making energy safe, reliable, efficient, productive and green, the company's 150,000 plus employees achieved sales of 31 billion US dollars in 2013, through an active commitment to help individuals and organizations make the most of their energy.

Schneider Electric is known for its best in class leading product brands such as Square D, Modicon, SCADAPack, Wonderware, Foxboro, Pelco, and APC, just to name a few.

With a dedicated focus on smart infrastructure in water and wastewater, Schneider Electric offers industry specific solutions in automation, telemetry, power distribution, motor control, security, building systems, and data networks as well as integrated solutions such as energy management, performance contracting, and water network optimization that can help utilities achieve up to a 25% increase in operational efficiency, a 15% reduction in water losses, and a 20% reduction in total cost of ownership.

Schneider Electric’s resources and solutions for the Pumping sector include application engineers that can provide co-engineering and/or co-design expertise, and pump specific solutions such as:

- The Altivar® Process Variable Frequency Drive offers dedicated Pump functionality. Our Variable Frequency Drives are recognized for their simplicity of operation and open design with features that help drive down the cost of ownership, such as small footprints, withstanding of harsh environmental conditions, embedded energy management, embedded process controls, embedded pump curve calculations, and digital services that link O&M staff directly to the information and tools they by using common smart devices (PCs, tablets, phones).

- Energy Management solutions including new automated on-demand pump assessment and optimization technologies that can dramatically reduce energy costs and equipment wear.
• Telemetry solutions ensuring secure and reliable communications while allowing utilities to leverage their assets for improved operational efficiency and energy management, and to effectively manage their remote facilities.

In addition to the Water/Wastewater sector, Schneider Electric has a dedicated Sales and Marketing focus on the Pumping sector. Key resources range from dedicated application engineers that can provide co-engineering and/or co-design expertise to help Pump System manufacturers optimize designs, to pump specific solutions such as the Altivar Process Variable Frequency Drive offer which includes dedicated Pump functionality. In combination with the Water/wastewater team Schneider Electric is well positioned to partner with you to grow your pump business in this key end market.

Jack Creamer, Schneider Electric's Market Segment Manager for Pumping Equipment, serves as the Secretary-Treasurer on the Executive Committee for the Submersible Wastewater Pump Association. He also holds various roles in pump organizations such as the Hydraulic Institute, National Ground Water Association, and Irrigation Association.

From SWPA's Executive Director Adam Stolberg

SWPA had another great year in 2014. 2015 promises to be even better. While our live 2-day Pumping Systems and Controls Training are still top-notch educational programs, I’m excited to offer the "on-demand" courses. Just last week I received an email from an engineer who participated in
our Pumps & Systems Webinar series. He participated in all 4 webinars and said they "were awesome and when is SWPA doing more because he reads about our live training but can’t fly in from Saudi Arabia for it, but the information is so valuable to him." When I responded and informed him that we would be offering the courses on SWPA’s website, he said, "I’ll be the first to sign up for them all." As we look forward to 2015 and beyond, look for SWPA to utilize more social media and technology to help achieve our goal of “Forging the Future of the Submersible Wastewater Pump Industry.”

On a personal note, I want to wish Charlie Utley a very happy, healthy and long retirement. Charlie (Little Giant/Franklin Electric) has been with SWPA since "the good old days" as my father often said. He has been a great asset to our SWPA family and a wonderful friend to my late father, my mother and myself. I was proud and honored to present Charlie with a SWPA Achievement Award at our Annual Meeting this past November. As Peppermint Patty told Charlie Brown... Good Luck, Chuck! And feel free to stop by a Committee Meeting anytime retirement boredom sets in.