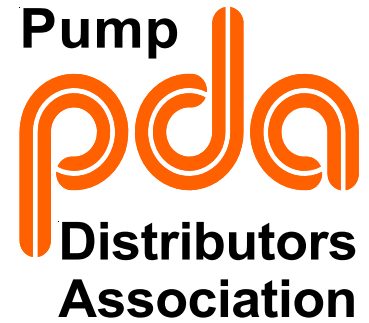


PDA News - May 2004

Circulate to:



www.the-pda.com

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

Introduction

ANNUAL CONFERENCE: I am issuing this news letter early and in a reduced form as I need to acquaint you all urgently with our plans for this year's PDA Conference and Members' weekend; see details below.

NEWS: I have a few of the articles promised for inclusion but will be issuing a complete news letter later in the year. Meanwhile please send your news. It is important that your News Letter is interesting and shows the wide range of expertise available within our membership. A few scribbled words and a photograph will suffice, although you may wish to submit something more comprehensive. Whatever you send me, will be greatly appreciated and will go towards making the PDA News interesting.

NEW MEMBERS: In this and the previous issue it has been a great pleasure to announce new members, W Robinson & Sons (EC) Ltd and now ESPA Pumps (UK) Ltd. I hope to include articles about their activities soon.

Welcome to ESPA Pumps (UK) Ltd

ESPA Pumps 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 Luc Chabas, Business Group Manager or Terry Parker, Business development manager. Telephone 01206 391291

[web site: www.espagroup.com](http://www.espagroup.com)

ATEX: Yes I know shudders run through one at the very acronym. However it is possible to conform to the requirements and thus set your company at a higher and more profitable level. On page 3 Paul Marshall outlines the progress his company has made so far.

SKILL CARDS: Please read the notes on page 4 and be prepared to answer the questionnaire you will receive in a few weeks' time.
Ian Castle

Pump Distributors Association's Annual Conference 2004 Friday 15 to Sunday 17 October 2004

HMD Seal/Less Pumps has offered to host a technical day for us at the company's Eastbourne site. So your Council decided that such a day could be combined with our Annual Conference and AGM. **Complete details are to be found overleaf on page two.**

It promises to be an exciting event. HMD Seal/Less Pumps are state of the art manufacturers of magnet drive pumps. The chance to see their manufacturing plant and gain knowledge of magnet drive application technology is an opportunity not to be missed.

Apparently Eastbourne contains more pump manufacturers than any other city in the UK. HMD plans include us meeting other members of the Eastbourne Pump Forum.

Special arrangements are being made for an entertaining weekend which will include the PDA's annual dinner, AGM and the best opportunity you will get this year to relax and share interests with like minded people. Some members have never attended a PDA weekend conference; now is your chance to break the ice and meet a really friendly bunch of people who are willing to talk pumps and share concerns. Make new friends and meet old ones.

I urgently need to confirm Hotel numbers

So please let me know the number of couples you will be sending

Fax to 01394 450188 or email ian@the-pda.com

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Pump Distributors Association's Annual Conference 2004 Friday 15 to Sunday 17 October 2004

Programme:

Friday 15 October 2004

11.00 am Assemble at HMD Seal/Less Pumps.

Partners not wishing to attend the factory visit may go to Eastbourne town centre for site seeing, galleries and shopping.

Lecture and Presentation of HMD products

Brief break for refreshments

Tour of HMD's manufacturing plant

Discussion forum

Depart factory approximately 4.00 pm

Go to meet partners at The Grand Hotel.

7.30 for 8.00 pm Dinner in the hotel with guests from HMD

Saturday 16 October 2004

After breakfast a coach will take delegates on a tour of local places of interest. (Some delegates may have arranged to visit other members of the Eastbourne Pump Forum)

During the afternoon delegates will be free to explore as they wish.

6.30 pm Annual General Meeting of the PDA, within the Hotel.

7.30 pm Assemble for drinks

8.00 pm PDA Annual Dinner (dress code: lounge suits)

Sunday 17 October 2004

Organised sight seeing locally.

Lunch

Depart

Hotel: "The Grand"

The 5 star Hotel in the centre of Eastbourne

The Grand is located on the western promenade near the town centre. Its health club boasts an air conditioned gym with indoor and outdoor heated pools, sauna, steam room, Jacuzzi, hair/beauty salons etc. Some rooms have sea views and when booking it is possible to up grade to these if there are vacancies. It has two superb restaurants.

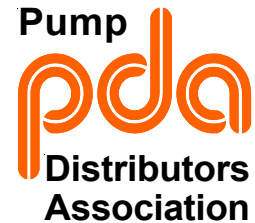
The cost for two people (1 couple) for two nights including breakfast and dinner will be approximately £495 including VAT. The PDA cannot pass on VAT so you will be invoiced directly from the Hotel then you can deal with the VAT in your normal way. You may wish to arrive on the Thursday evening, or stay over on the Sunday night the hotel can accommodate this if informed early.

Places are limited as the Hotel is very popular, to ensure your booking please confirm how many couples will be attending from your company. For the present I need numbers, names can be confirmed later.

I need to agree arrangements with HMD Pumps and the Hotel within the next few days so please respond to me now. PLEASE

By fax 01394 450181 or better still by email: ian@the-pda.com

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www.the-pda.com

ATEX: EU Directive - Atmosphere Explosif B.S. - EN 13463-1:2001

A progress report from Marshall Pump Systems Ltd

Although many members attended the seminars arranged between the PDA and the BPMA, it does seem that there is still some uncertainty on how to proceed and ensure that your company complies with the legislation. Marshall Pumps have been getting up to speed and Paul Marshall has generously contributed the following progress report. Marshalls has decided that it is better to be in the forefront of accepting legalistic change rather than risk being cut off from a potentially lucrative market.

Many thanks to Paul Marshall and Nik Hursthouse

By now many members will have come across this legislation which took effect almost a year ago. It introduced a new concept, in that risks from all sources, electrical or not, have to be considered when installing equipment in a hazardous area (i.e. one in which there is an explosive risk). It also requires the equipment supplier to issue certain documentation and to mark his product in an approved fashion. For those of us simply buying and selling a pump this is no big deal, the manufacturer will have taken the necessary actions to comply, but if we add anything, including a drive and base, then we take responsibility.

Having now had time to consider the situation and taken soundings from various interested bodies there seems to be grounds for hope that those of us who want to remain involved in

hazardous area applications can do so. It requires some work but needn't involve expensive consultants. The system is self certifying and requires us to submit a technical file, in effect justifying our competence in offering equipment for hazardous areas. This means we need to show document management procedures which ensure the required equipment selection, specification, manufacture and supply, obviously easier with a formal ISO9000 system. A risk assessment is a key part of the file and needs to show that, as far as possible, every conceivable hazard has been anticipated and addressed.

Most of these can be answered by simple instructions in the Operating & Maintenance instructions, i.e. check bearing temperature daily, make sure that minimum flows are maintained at all times etc. This technical file has then to be submitted to a 'notified body' of which there are several but BASEEFA have been helpful so far. We at Marshall Pumps have now submitted our file to BASEEFA to enable us to assemble baseplate units and we are now waiting for their response. We will report the outcome through the PDA and hopefully the advice will help others along the same route.

Paul Marshall

Marshall Pump Systems Ltd

email: sales@marshallpumps.co.uk

web: www.marshallpumps.co.uk

Trade Journals

I am publicising these again as they are really worthwhile. I often receive queries about pump companies who have disappeared or been taken over. If you wish to stay in touch with the regular upheavals within the industry log on and register to receive ImpellerNet.

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/>

Δ p 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 space could be profiling
your companies expertise.**

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Skill Cards:

By now you will have received a copy of the CSCS Construction Skills Certification Scheme booklet and thus have an understanding of its implications to PDA members. The CSCS scheme and similar ones can seriously effect the way your staff are allowed to work. Following the report given in the last PDA News the PDA together with the BPMA and the Pump Centre have compared notes and visited the CSCS offices. The three organisations now have a better understanding of the various "skill card" schemes and are attempting to come to a common view of what will be required of their members.

There are a number of card schemes operating all of which could impact in the way your staff are allowed to work and visit the sites of your customers. Cards are available for the construction industry, engineering and building services, to some extent they recognise each other; one is forced to ask why not one national card scheme?

All cards have a basic requirement that the holder has passed a safety test and then, dependent on the card, that the holder has a NVQ in his trade or has completed a recognised apprenticeship. Unfortunately there is no NVQ in Pump Engineering. A few years ago the BPMA did design and implement a NVQ in Pumps but no one showed any interest in it and it has been allowed to die.

It would seem that the majority of our members' fitters and electricians have completed an apprenticeship and/or gained

a NVQ covering their skills but few will have completed an apprenticeship in pumps and pumping. Their knowledge of pumps has been learnt within the confines of their employment. Some card schemes do recognise an "experienced worker" but only for a few years, meanwhile that person is expected to gain a NVQ. We need to investigate this situation further as, for a skilled engineer, completing and holding a full NVQ in pumps may not be necessary if so what level of pump experience is required? The time, costs and motivation required for experienced employees to start and complete a full NVQ is a great problem for them and their employer.

We need to find out your views on and experiences of card schemes and share your views with the BPMA and Pump Centre. We, the BPMA and Pump Centre intend to survey our respective members and then compare notes and seek a common way forward. I shall, during the next few weeks, issue, to all PDA members, a questionnaire. This will ask you straight forward questions about the training needs and requirements you have and also other questions about your experiences with card schemes. Please complete the questionnaire promptly.

Remember card schemes are a serious business if you get it wrong it could adversely effect your company's ability to provide on site services.

Ian Castle

Web sites for Business Owners

Computer and Business Solutions - Free at The Guardian

www.guardian.co.uk/online www.guardian.co.uk/sme

No you do not have to buy my favourite paper to gain access to valuable business and computer information, you merely log on to the Guardian's web site. Every Thursday the "OnLine" supplement is available; it does a very good job at keeping one up to date with computing and the internet. The "Ask Jack" column is the answer to every beginners' prayer. Once a month the Thursday edition also carries "Business Solutions", a really useful insert in which various articles describe how small businesses can make greater and better use of IT. Log on and have a brief glance. Just beware or you too will become a Guardian addict, like me. No doubt the Telegraph and the Times carry similar services, if so please let me know.

Hayward Tyler Services Ltd

A number of people have requested Hayward's address: 1 Kimpton Road, Luton, LU1 3LD
Telephone: +44 (0) 1582 731144 web site: www.haywardtyler.com

Your News letter needs YOU to make it interesting.
Next copy dead line 1st June 2004

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

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

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