

Welcome to the second edition of *BWT News*. Inside, you'll find the latest news and product information from the BWT team.



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## Going strong — 25 years on!

Welcome 



### Here at Bermad Water Technologies (BWT), we're celebrating a quarter of a century of successful business in Australia.

The BWT story began in 1989, when Bob Stephens became the sole distributor of Bermad products in Australia.

In the 25 years since, we've seen many changes and trends in the water engineering industry, as technology evolves and our products become smarter, more advanced and innovative.

Back in BWT's early days, our main point of reference was a ring binder holding the all-important technical catalogue we used to select, size and design each solution.

This well-thumbed book served us well for many years, but as digital came to the forefront, BWT's business and approach changed, too. All our products are now computer-modelled in both design and product selection.

We use comprehensive software to model valve applications across a wide variety of hydraulic conditions. It's a win for engineers and operators because it gives them long term product compatibility. This takes the guesswork out of traditional 'rule of thumb' calculations.

We provide a real-life understanding of a product's operating conditions, and how that influences the hydraulic performance of a pipeline.

A great example of innovation at BWT is the marriage between two of our key products: Bermad valves and Euromag magnetic flow meters.

The Bermad control valve provides hydraulic functionality, while the inbuilt Euromag flow meter and pressure transmitter with data logger, enables control and instrumentation.

We're continuing to innovate and use technology to the best advantage to serve our customers better.

Thanks for making BWT the leader in technical solutions across water control, protection and measurement.

Here's to another 25 years of success.

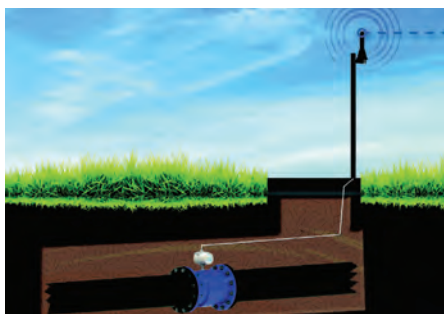
Regards,  
The BWT team.



25 Years Australia

## The latest developments from Euromag in Australia

Featured Product 



### Users in the field sing the praises of Euromag's MUT2200 range of state-of-the-art magnetic flow meters.

We've had a fantastic response to the MUT2200 range of Euromag products, with our customers experiencing the benefits of its easy-to-use panel and remote software.

But the real benefit to users is proving to be the standard active data logger (200,000 lines). If you require a history of flow information, the data logger can help you easily and quickly locate problems at pump stations.

The MUT2200 provides you with the ability to download data into a CSV file from a locally remote-mounted infra-red cable, which gives you the option to read and log flow and pressure. Up to two pressure transducers can be linked

to the meter, so you can see and log pressure and flow at the same time.

BWT is also supplying meters with new 3G wireless communication to the Australian market. This latest product advancement avoids the need for remote and costly RTUs.

For further information on the Euromag range, visit [bermad.com.au](http://bermad.com.au) or contact our local sales office.

*Images: An example of 3G communication (top); the data logging screen (bottom left); the pressure transmitter (bottom right).*



## Leading the way in standards compliance

Approvals 



### Due to the demands of Australian water supply companies, all automatic control valves that BWT distributes are now fully compliant and approved to the standard AS5081 – no exceptions.

What does the AS5081 standard mean to you? It guarantees the optimum performance and construction of valves. It assures the valves are designed for long term operation in water supply systems and networks without the risk of failure.

The standard requires manufacturers like BWT to demonstrate the ability of our valves to operate under performance conditions. An example is low flow capability in a pressure reduction application.

This allows potential buyers to compare the products of various suppliers and determine if the product meets the requirements of their application.

The AS5081 was developed by a dedicated 'valve committee' formed within Standards Australia ([www.standards.org.au](http://www.standards.org.au)).

The standard sets a benchmark for product capability, performance and suitability for the application of automatic control valves in Australia.

Prior to the development of a national standard, no standard existed to meet the needs of water supply companies. We're proud of our status as the first company to apply for and receive accreditation.

Get in touch if you would like to know more or require a demonstration of actual flow conditions. We have a dedicated testing and training facility at our Melbourne head office.

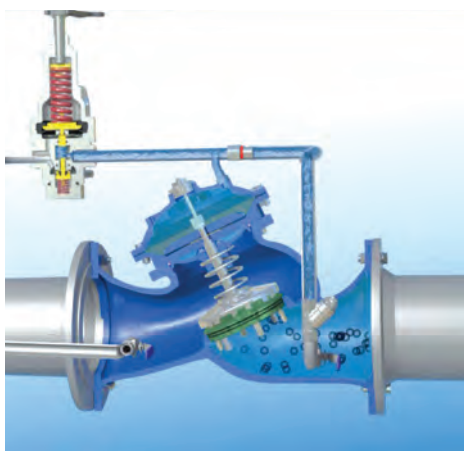


For a copy of our accreditation or any further details relating to the standard, contact our sales office or email [info@bermad.com.au](mailto:info@bermad.com.au) for more information.



## Introducing Bermad's 'virtual city'

News 



**Bermad's 'virtual city' is an exciting, interactive resource for the water supply market where users can visualise Bermad products in action.**

The 3D 'virtual' city — complete with video and animation — is designed to inform our customers, giving them a deeper understanding of how our products operate, their capabilities and functionality.

Zooming into an area of the 'city', users can see typical scenarios of Bermad valves in operation.

At BWT, we are committed to sharing our knowledge, expertise and resources with our customers to provide you with full support, education and training.

If you require further information on the 'virtual city' or would like training, contact your local sales office. Our experienced staff will be happy to provide you with localised and specific training to meet your needs.

*Images: Pressure-reducing station design (top left); Bermad's 'virtual city' showing a wide variety of applications for the valve functions with full animation (top right); animation of the pressure-reducing valve, giving users real-time education on the operation of the valve (bottom).*

## Who's who at BWT

Profile 



### CHARLIE CHOW

#### NSW / ACT State Manager

Charlie joined BWT in 2002 as the NSW/ACT State Manager, with the core focus of servicing the growing waterworks, fire protection, mining and agricultural markets.

Before migrating to Australia in 1995, Charlie worked for a large gas manufacturing company as a senior manager with responsibilities in engineering projects and business development over a period of 23 years.

With more than 35 years' experience, Charlie has vast knowledge and experience of the market place and a 'support and service' attitude to customers.

Solution-driven, Charlie prides himself in helping BWT customers design systems, selecting the correct equipment for their purpose and providing quality support.

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# Tasmanian Irrigation Schemes

Case Study 



## BWT played a major role in providing products and technological expertise to deliver solutions in the development of Tasmania's irrigation schemes.

Tasmanian Irrigation Pty Ltd (TI) was established on 1 July 2011 as a single, state-owned company responsible for the development and operation of publicly subsidised irrigation schemes.

TI's primary aim is to grow the wealth of Tasmania by developing and enhancing the productive capacity of the state's agricultural industries.

Much of Tasmanian agricultural land is prestige growing country. The guarantee of water over the irrigation season has led to substantial developments in the growth of certain crops.

Poppies, for example, have proven to be well suited to the state's climatic conditions. So much so, that the majority of the world's production of legally grown poppies comes from Tasmania.

Increased demand in milk production,

as well as other industries, has led to a need for irrigation schemes to achieve high output yields.

Many of the schemes have been in operation for years, and several are still under construction.

BWT has worked very closely with TI to provide technical solutions to its systems. This has ensured that growers get their allocation of water over the irrigation season.

The Midlands Scheme in Tasmania's centre was recently awarded the most prestigious civil engineering award – the National Infrastructure Award. The award is an enormous testament to the engineering, planning and roll out of the complex system that TI developed.

**BWT played a major role in TI's schemes, and our involvement extended across all aspects, including:**

- Pump station surge protection
- Main pipeline control and protection
- Property outlet billing and control

**Note:** TI is the successor company of the former Rivers and Water Supply Commission and the Commission's former subsidiaries: Tasmanian Irrigation Development Board Pty Ltd and Tasmanian Irrigation Schemes Pty Ltd.

To learn more about the project, ABC TV's *Landline* program recently broadcast a report titled 'Turning on the Tap' on the Midlands Scheme. Head to [abc.net.au/landline](http://abc.net.au/landline) and search for 'Turning on the Tap'.

*Images: The DN300 flow control outlet assembly (left); a dam filling into a farmer's property (middle); Tasmanian poppies ready to harvest (right).*

## Trends



## BWT launches free app

BWT has developed a new smart phone application for Android and iOS that enables users to download the latest in valve assembly drawings.

To download the free app, simply visit the app store and search for [Bermad IR Pocket Guide](#).



**Get in touch — BWT can be found Australia wide.**

For more information or to speak to one of our staff, call the number in your state.  
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