

BWT News

Welcome to the first edition of "BWT News". We hope you find our newsletter both interesting and informative as we celebrate 25 years in business here in Australia.



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What's new at Bermad?

News



At Bermad Water Technologies, we've been supplying state-of-the-art control valves to a diverse range of industries for more than a quarter of a century.

BWT was founded in 1989 as a distributorship for the Israel based company Bermad. Back then, the organisation was simply me, "Bermad Bob", working from a small factory in Thomastown.

Fast forward 25 years and today BWT is a thriving national organisation. We have offices in Melbourne, Sydney, Brisbane, Adelaide and Perth, plus a network of distributors across Australia, and proudly service the water supply, building services, mining, oils and gas, fire protection and irrigation industries.

We also offer complete water control solutions, system design, engineering, after-sales service and specialised product training.

We are very proud to say that we design, plan and assemble many of our products right here in Australia. This not only adds a high percentage of "Australian-manufacturing content" to our range, but also enables us to provide the best solution to the local market – fast.

Over the years we've developed partnerships with other leading manufacturers in Europe, including CSA air release valves, Sensus mechanical water meters and Euromag electromagnetic meters. The products these businesses supply complement our range, giving us the opportunity to provide complete tailored packages to our customers.

In launching our newsletter, we want to take the opportunity to say a very sincere thank you to you, our customers, for helping us become the success story we are today.

We sincerely appreciate your ongoing support and want you to know that we will continue to strive to improve our products and our service in the years to come. As an organisation, we are committed to meeting the needs of our customers and we look forward to working with you for many years to come.

**Yours sincerely,
Bob Stephens and the BWT family.**



25 Years Australia

Introducing Euromag mag flow meters

Featured Product



We're excited to announce that BWT is now the exclusive distributor for the range of mag flow meters from Europe's leading manufacturer, Euromag.

Based in Northern Italy, Euromag has been manufacturing electromagnetic and ultrasonic flow meters for over 30 years, supplying them to a variety of industries throughout the world. During that time, the company has earned itself an enviable reputation for providing new and innovative products that are in touch with the ever-changing demands of flow measurement.

Over the last 12 months, we've seen substantial growth in the sales of magmeters to customers in water supply, mining, irrigation and industry, which is why we've now set up a new magmeter and mechanical water meter stocking warehouse in Melbourne.

Our team of professional product managers, instrument technicians and experienced sales professionals can now fully support our comprehensive meter range.

We've also employed a factory-qualified instrument technician, Damian Muir, who is ready and able to provide technical back up to the team and our customers. He is also our go-to man for all forms of communication, data transfer and troubleshooting analysis for our product range.

Our new Melbourne warehouse stocks a wide variety of battery and mains powered meters from 12mm to 600mm in pressure ranges such as PN16, PN25 and flange ranges from AS4087 to ANSI 150.

Committed to being the industry leader

News 



There's a general consensus among our customers that Bermad-manufactured products supplied over the past 25 years have proved themselves to be extremely competent and long-lasting.

This reputation for excellence has helped to make Bermad the largest manufacturer of diaphragm-actuated control valves in the world today.

Over the years we've noticed that some customers can be nervous about the operation of their valves, as working on them generally isn't done on a daily basis and until now subsequent education tended to be delivered via a whiteboard than by working with the valves themselves.

That's why we've built an interactive dynamic testing facility at our head office in Melbourne. It's the perfect setting for training all forms of operation, as well as maintenance duties.

Our testing facility has been set up to enable designers, operators and distributors to enjoy a safe "hands on" experience and get "up close and personal" with control valves and meter products in operation.

Here are just some of the functions we can test and demonstrate...

Automatic hydraulic control valves

We can test most automatic control valve

functions such as pressure reduction, sustaining, relief, flow control and burst control. These functions can be plumbed to suit individual customer needs and requirements.

Witness AS5081 valve accreditation performance requirements

We are the only company to be fully accredited to Australian standard AS5081 for automatic control valves. Let us show you exactly how our products comply with the standard.

Mechanical bulk water meter performance

We can demonstrate and witness the performance of class B and class C bulk water meters under a wide variety of high and low flow conditions to replicate performance characteristics that are required in the field.

Mag flow meters performance and communication

We've set up a series of mag flow meters so we can demonstrate performance and the operation of the converter in communication and data logging. This is extremely useful to new operators of mag flows in the networks.

We encourage our customers to [contact your local sales office](#) should you wish to visit the facility for training.

Video link and remote access available for interstate customers.

New levels of compliance for BWT

Approvals



At BWT, we've always been committed to making our products and services fully compatible for Australian conditions, and part of our commitment has been to have our product ranges approved to local requirements and standards.

We're very fortunate to work with flexible and innovative suppliers who can adapt overseas specifications to meet the local requirements here.

Here are some of the standards recently approved for use in Australia:

**Water Supply –
700 series automatic control valves**

- AS5081 approval (SAI Global) for supply of automatic control valves for drinking water approval
- Water mark approval (SAI Global) for supply of automatic control valves for drinking water applications in building services and plumbing market

We also have approvals for:

**Fire protection –
Bermad control valves**

- Deluge valves: SSL, UL & FM approval certification
- Relief valves: Meet requirements for Australian Fire Pump Code UL, FM
- Water mark approval (SAI Global) ANZ-JAS for supply of automatic control valves for fire water applications in building services and the plumbing market



Who is new at BWT?

Profile



RALPH HALES

QLD Technical Sales Manager

Ralph has recently joined our Queensland sales office to work assisting Russ Dunne in all aspects of our business in the state.

Ralph brings with him many years experience in distribution, design consultancy and engineering in all aspects of BWT's business and his enthusiasm and warm personality is making him a great part of the successful team in Queensland.

Ralph has a Bachelor of Agricultural Science, and has accreditation as a Certified Irrigation Designer.

Some highlights of his previous experiences are:

- His involvement in multi-disciplinary consultancy teams for large infrastructure projects in South East Queensland; and
- Designing and supplying OEM equipment for Water Treatment to remote accommodation villages for the mining and gas industry expansion projects.

Ralph's contact details are as follows:

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Melbourne Desalination Pipeline Pressure Reducing Station

Case Study 



In early 2010, the Victorian Government awarded a tender for the construction of a major desalination treatment plant to supply water to the South East part of Melbourne, as well as a transfer pipeline, as Victoria was suffering from the extreme effects of many years of drought.

Drinking water was fast running out and, as part of a number of measures to save water, the Government decided to invest in making “desalinated water” to minimise climatic rainfall variability.

The successful consortium had to be able to pump water from the treatment plant, located at Wonthaggi in Gippsland, via a pipeline into the Melbourne Water reticulation network.

As the pumping stations were up to 80km away, and deliver high volumes of water at extremely high heads, Melbourne Water had stringent requirements about stable pressure supply regardless of the huge flow ranges that had to be supplied.

Tenders were called for suitable organisations to design and control the water pressure to Melbourne Water using pressure regulating valves.

The requirements of the Pressure Regulating Valve (PRV) Station were considerable. It would have to:

- Regulate downstream pressure with flows from zero to 3800 l/s
- Regulate within a very tight downstream pressure tolerance regardless of inlet pressure conditions

- Ensure that the PRVs themselves did not suffer from hydraulic lock out when the inlet pressure dropped below the required downstream set point
- Act as non-return valves
- Provide a suitable design valve train that was able to be maintained on line with minimal disturbance
- Provide a valve that regardless of inlet pressure and flow would react in set a specific rate of change over a time basis to avoid the possibility of surges
- Regulate the pressure even in the vent of pressure surges caused by power failure at the transfer pump stations; and
- Minimise noise and avoid cavitation conditions in the valves under all hydraulic conditions

The PRV Station would also have to be constructed from materials that would offer long-term viability with the very pure desalinated water.

The requirements were the most severe we had encountered in over 20 years, but this was a challenge we were up for. After hundreds of hours of work, planning and risk analysis, we were thrilled to be awarded the contract – under a very tight

delivery schedule as Melbourne Water dam levels continued to drop to dangerous low levels.

The key to our success was in the detail. The valves we designed for the project all had the following features:

- A double chamber to regulate at a constant rate regardless of DP and flow and ensure no chance of hydraulic lock out
- Internal drop check split shaft valves to act as non-return valves; and
- On demand and secondary back up piloting with safeguards to avoid over or under shooting of control mechanism

We supplied three valves in total: two DN600 and a single DN450 valve. Testing was carried out from a single 3” hydrant flow all the way to 3800 L/s with great success.

Thanks to the successful implementation of the PRV Station, we were also awarded further contracts for valves at the surge tanks, one-way tanks and a 120 units of 150mm diameter main line CSA air release valves for the pipeline.

Have you received your latest irrigation price list?

We recently distributed our new season irrigation price list effective November 2013. Should you require further copies for your use, contact Bermad at info@bermad.com.au

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