

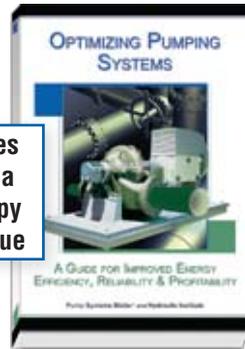
Helping organizations save money and improve operations is more important than ever.



Attendees of the “*Pumping System Optimization: Opportunities to Improve Life Cycle Performance*” one-day course will gain valuable new skills to help improve system efficiency to reduce energy and operating costs while earning seven professional development hour credits (PDH) from the Hydraulic Institute.

Topics covered include:

- Why Efficient Pumping Systems are Important
- Systems Optimization and Improvement Opportunities
- Basic Pump System Interaction
- Screening Pumping Systems
- Analysis Tools for Pumping Systems
- Improving the Performance of Pumping Systems
- Life-Cycle Cost Analysis
- Developing an Action Plan
- Resources and Follow-up Strategies
- New ANSI Pump Systems Energy Assessment Standard (available at eStore.Pumps.org)

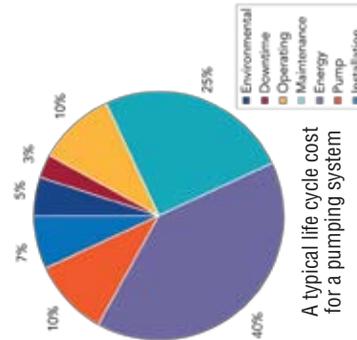


Attendees receive a FREE copy \$195 Value



Energy | Efficiency | Economics

6 Campus Drive, First Floor N
Parsippany, NJ 07054-4406



Create pumping system energy savings opportunities for your customers.

HOST this one-day course to help your CUSTOMERS

Pumping System Optimization: Opportunities to Improve Life Cycle Performance



LEARN HOW TO IDENTIFY AND REDUCE HIDDEN OPERATING AND ENERGY COSTS.

Did you know that the average pumping system efficiency is 40% or less?

When pumping systems are not optimized for best efficiency, they **drain** a company's profitably with higher energy and maintenance costs, shorter mean time between repairs, more CO₂ emissions and a less reliable system overall.

In the United States industrial sector, pumping systems account for about 25% of all energy consumed by electric motors, and for over 50% of the electricity in certain pumping-intensive industries, including municipal water and wastewater.

The typical medium-sized plant spends over \$1.4 Million a year on energy to run their pumping systems. Better system design and optimized pumping systems may result in savings that will average \$350K per year on energy alone.

This one day course will help you communicate the importance of energy conservation to your audience and start to drive change in how they view opportunities and optimize their pumping systems for energy efficiency and other systems improvements.



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Host a **"Pumping Systems Optimization: Opportunities to Improve Life Cycle Performance"** course for your service territory customers, employees, distributors or vendors!

For host pricing and detailed course information, contact:
973-267-9700 x216 or Education@Pumps.org

Why this is the right course to support your energy efficiency programs:

- Pump Systems Matter provides product-neutral training on pumping systems.
- **Qualified Instructors** share their many years of experience working with pump systems users at customer facilities.
- Participants will develop skills to identify a broad range of system improvement opportunities, determine where to focus projects at their own organization and develop an **Action Plan** with financial justification. **Hosts will quickly see a return on their investment.**
- Follow-up surveys will be conducted to determine participant success with their action plans and discern if solutions are being implemented and what their energy and/or cost savings benefits are.
- Participants will earn up to seven **Professional Development Hours** (PDH) upon completion of the course. The Hydraulic Institute is an approved provider of Continuing Professional Development (CPD) for Professional Engineers. For more information and state-specific details visit PumpLearning.org.
- Pump Systems Matter has the capabilities to provide the full service training solution or just the course content and instructors.
 - Full service training solutions include: taking registrations, procuring lists, marketing the course, securing locations, handling logistics, hiring instructors and administering course critiques.
- Help your technical and sales staff be more effective with their customers by providing them with knowledge about this critical energy savings opportunity to share with customers, distributors and vendors.

Visit www.PumpSystemsMatter.org for **Frequently Asked Questions** about hosting and complete course description.

Quotes from satisfied utility hosts:

"This course has helped us develop our trade alliance community's skills set and raise the profile of pumping efficiency as an important opportunity related to manufacturing reliability improvements and energy efficiency."

Alex Adams, Industrial Marketing Program Manager, BC Hydro

"Xcel Energy used this course to build awareness of the opportunities for energy efficiency and help customers develop the skills to work with their individual systems. It provided the content we were looking for to convey these messages with instructors that were knowledgeable about the technology and had actual case studies that they could share that really gave the message credibility."

Tami Gunderzik, Industrial Product Manager, Xcel Energy

"In our relatively small market, this course had the greatest attendance of all the industrial segments to date. Even though they pay the lowest electricity rates in North America, our customers are using the knowledge and case studies to evaluate inefficient pumping systems and develop business cases for upgrades by including maintenance and reliability costs. I would highly recommend hosting this course."

Martin Bima, Industrial Systems Engineer, Manitoba Hydro

Pump Systems Matter (PSM) is an educational initiative created by the Hydraulic Institute to assist North American pump users gain a more competitive business advantage through strategic, broad-based energy management and pump system performance optimization. PSM's mission is to provide the marketplace with tools and collaborative opportunities to integrate pump system performance optimization and efficient energy management practices into normal business operations.

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