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PUMP SYSTEMS MATTER AND HYDRAULIC INSTITUTE ANNOUNCE
SUCCESSFUL LAUNCH OF SYSTEMS OPTMIZATION COURSE

Parsippany, NJ, September 16 2009 – Pump Systems Matter (PSM) and Hydraulic Institute (HI) announced the successful implementation of the first two sessions of its newest training opportunity. The one-day course, titled *Pumping System Optimization: Opportunities to Improve Life Cycle Performance*, was co-sponsored by Xcel Energy in Minneapolis, Minnesota on August 19-20, and was taught by Ron Wroblewski from Productive Energy Solutions (www.ProductiveEnergy.com).

The course, which was developed by PSM, helps students gain valuable new skills and develop an Action Plan to help improve system efficiency to reduce energy and operating costs.

"The new pumping system course offered by PSM provided our customers and trade a great foundation in both the basics of how a pump system operates and the potential for energy conservation in this end use," said Tami Gunderzik, Industrial Product Manager at Xcel Energy. "We think this course helps fill a void in the market in an area where awareness needs to grow."

The course yielded very positive feedback from its attendees. Ninety-five percent (95%) of attendees indicated that they would recommend this training to others in their field or organization, and 83% would be able to apply what they learned to their current job responsibilities and intended to take action within their organization. Additionally, 95% felt that overall this program met or exceeded their expectations.

To date, seven additional classes are confirmed and scheduled to be implemented through the end of the year, and dates are available on the PSM website at [http://www.pumpsystemsmatter.org/calendar of events](http://www.pumpsystemsmatter.org/calendar_of_events) .

PSM and HI are continuing to seek interested parties from HI member companies, utilities, state energy offices, energy efficiency organizations, engineering consulting firms, pump system users and educational organizations to host this course to help reach out and begin to drive change in how pumping systems are viewed.

Host organizations can strengthen customer relationships by providing new skills to help customers reduce energy and operating costs. Additional benefits of hosting this course include helping technical and sales staff be more effective with customers by providing training about critical energy savings opportunity, providing valuable Professional Development Hours (PDH) that can be used toward Continuing Education Units (CEU), and complementing energy conservation programs with energy efficiency education on pumping systems.

Course topics 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

For more information about the course content, learning objectives or hosting visit, www.PumpSystemsMatter.org.

To speak directly to someone about hosting, contact Kathy Doran at 973-267-9700 Ext. 216 or kdoran@Pumps.org.

Pump Systems Matter is an educational initiative created 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. For more information on PSM, visit www.PumpSystemsMatter.org.

The Hydraulic Institute is the largest association of pump producers and suppliers to the pump industry in North America and is a global authority on pumps and pumping systems. Its mission is to serve as a forum for the exchange of industry information, while providing value-added services to member companies and pump users worldwide. This includes the development and delivery of comprehensive industry standards, as well as the expansion of knowledge that effectively advances the application, testing, installation, operation and maintenance of pumps and pumping systems. For more information about the Hydraulic Institute, its member companies and Standards Partners, visit www.Pumps.org and www.PumpLearning.org.