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Contact: Tricia Ayuso
(973) 267-9700 x122
tayuso@Pumps.org

PUMP SYSTEMS MATTER AND HYDRAULIC INSTITUTE LAUNCHING
ENHANCED VERSION OF SYSTEMS OPTMIZATION COURSE

Hosting Opportunities Available

Parsippany, NJ, May 21, 2009 – Pump Systems Matter (PSM) and Hydraulic Institute (HI) announced that the enhanced version of the one-day course, *Pumping Systems Optimization: Opportunities to Improve Life Cycle Performance* will launch in June 2009.

PSM is currently seeking interested parties from the pump industry, utilities, state energy offices, energy efficiency organizations, engineering consulting firms, pump system users and educational organizations to host this course and begin to drive change in how pumping systems are viewed.

The course focuses on pumping system optimization, energy saving opportunities and life cycle costing, and the topics covered include:

- Introduction and review of the six step *Action Plan*
- Why efficient pumping systems are important
- Pump and pump/system interaction
- Screening pumping systems
- Analyzing pumping systems
- Improving the performance of pumping systems
- Life cycle cost analysis
- Developing an *Action Plan* and where to find available resources and tools

Case studies and group exercises are an integral part of this course.

"I would recommend this course to others because it focused on real opportunities presented by industry experts," said Peter Greene, Account Executive for NSI- Horwitz Mechanical. "The bottom line financial solutions discussed were invaluable," remarked Greene.

By hosting this course, organizations can strengthen customer relationships by providing new skills to help customers reduce energy and operating costs. Additional benefits of hosting include helping technical and sales staff be more effective with customers by providing training about critical energy savings opportunities, 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.

“Xcel Energy uses training to both build awareness of the opportunities for energy efficiency and help customers develop the skills to work with their individual systems,” said Tami Gunderzik, Industrial Product Manager for Xcel Energy. “The Pump Systems Matter course, *Pumping System Optimization*, achieved both these objectives. 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 which really gave the message credibility.”

PSM has developed a turnkey educational solution, providing full-service training which includes taking registrations, procuring lists, marketing the course, securing locations, handling logistics, hiring instructors, administering course critiques and implementing a follow-up strategy to determine energy improvement successes. Alternatively, PSM can also provide just the course content and speakers.

For more information about hosting the course, review the [Frequently Asked Questions](#).

To inquire 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.