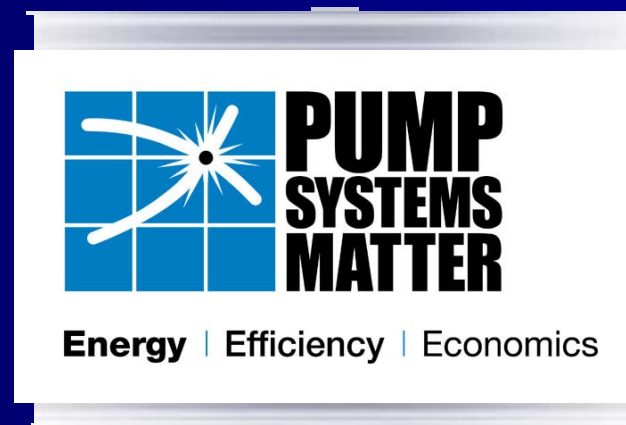


*Pump Systems Matter
Energy Summit*

Welcome

Pump Systems Matter Energy Summit

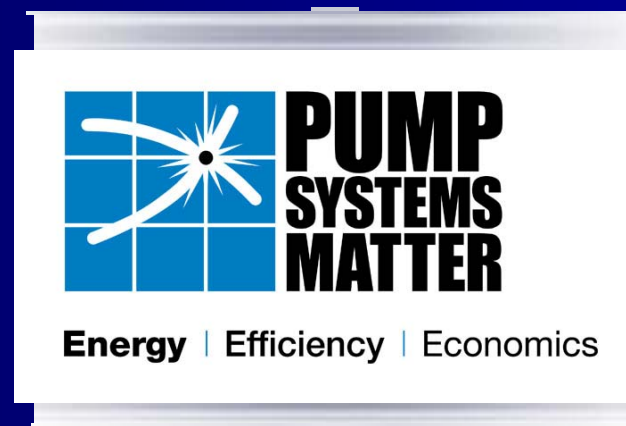
Robert K. Asdal
Hydraulic Institute



*Pump Systems Matter
Energy Summit*

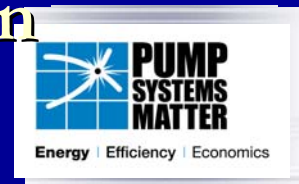
Vision, Goal and Mission

William V. Adams
Flowserve Corporation



William V. Adams

- **39 Years Experience with Flowserve Corporation**
- **Research Engineer to Vice President of Technology to present position – Director- New Business Development**
- **Served on various STLE Committees and received Fellow award.**
- **2006 Vice President of Fluid Sealing Association**
- **Holds positions on many committees in HI and P3-A**

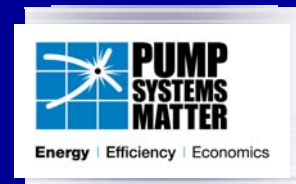


Vision:

- This initiative assists North American pump users gain a more competitive business advantage through strategic, broad-based energy management and pump system optimization.

Timeline:

- 1994: Charter Member of US DOE “Motor Challenge.”
- 1996: “Energy Reduction in Pumps & Pumping Systems” training video.
- 2000: Joins DOE as allied partner.
- 2003: Market transformation efforts organized.
- 2004: Proposed Market transformation to the Board.
- 2005: Pump Systems Matter approved by HI
- 2005 (Fall): Pump Systems Matter becomes separate 501 C3 organization.
- 2006: Bylaws, Articles of Incorporation for Pump Systems Matter approved.



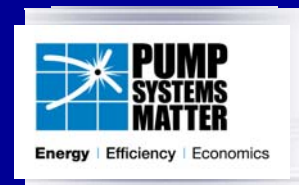
Mission:

- To provide end-users, engineering consultants and pump suppliers with tools and collaborative opportunities to integrate pump system performance optimization and energy efficiency management practices into normal business operations.

Manufacturing in the United States

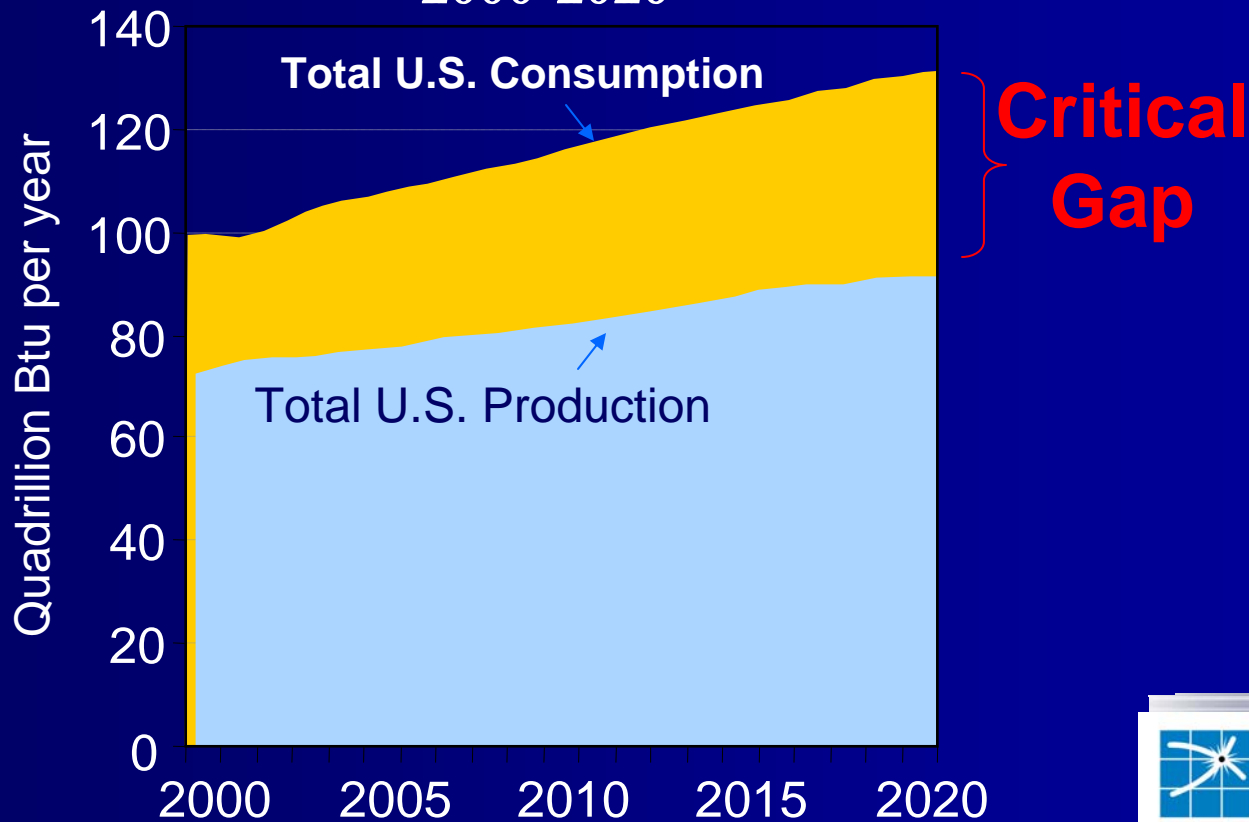
- **Economic Vitality of Manufacturing**
 - Rising health care costs
 - Tort litigation
 - Reducing regulatory burdens and costs
 - Rapidly rising energy costs
- External costs add a 22% cost disadvantage to US manufacturers....*Pump Systems Matter* offers solutions in areas of energy savings & total LCC

Ref.: Manufacturing In America/U.S. Dept. Of
Commerce & NAM

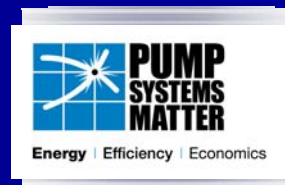


Projected Energy Use in U.S.

Total U.S. Energy Production vs. Consumption:
2000-2020

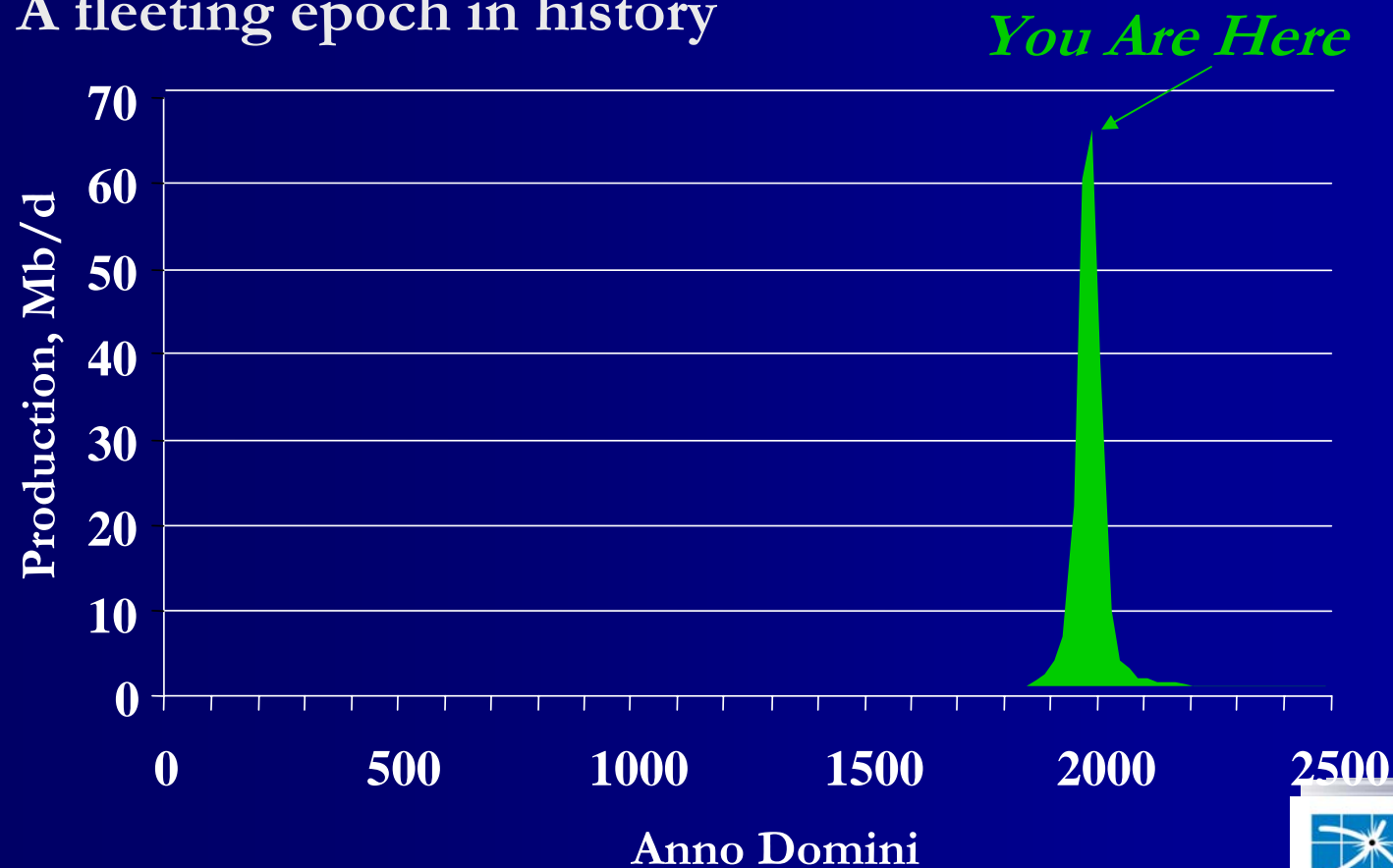


Source: Energy Information Administration projections



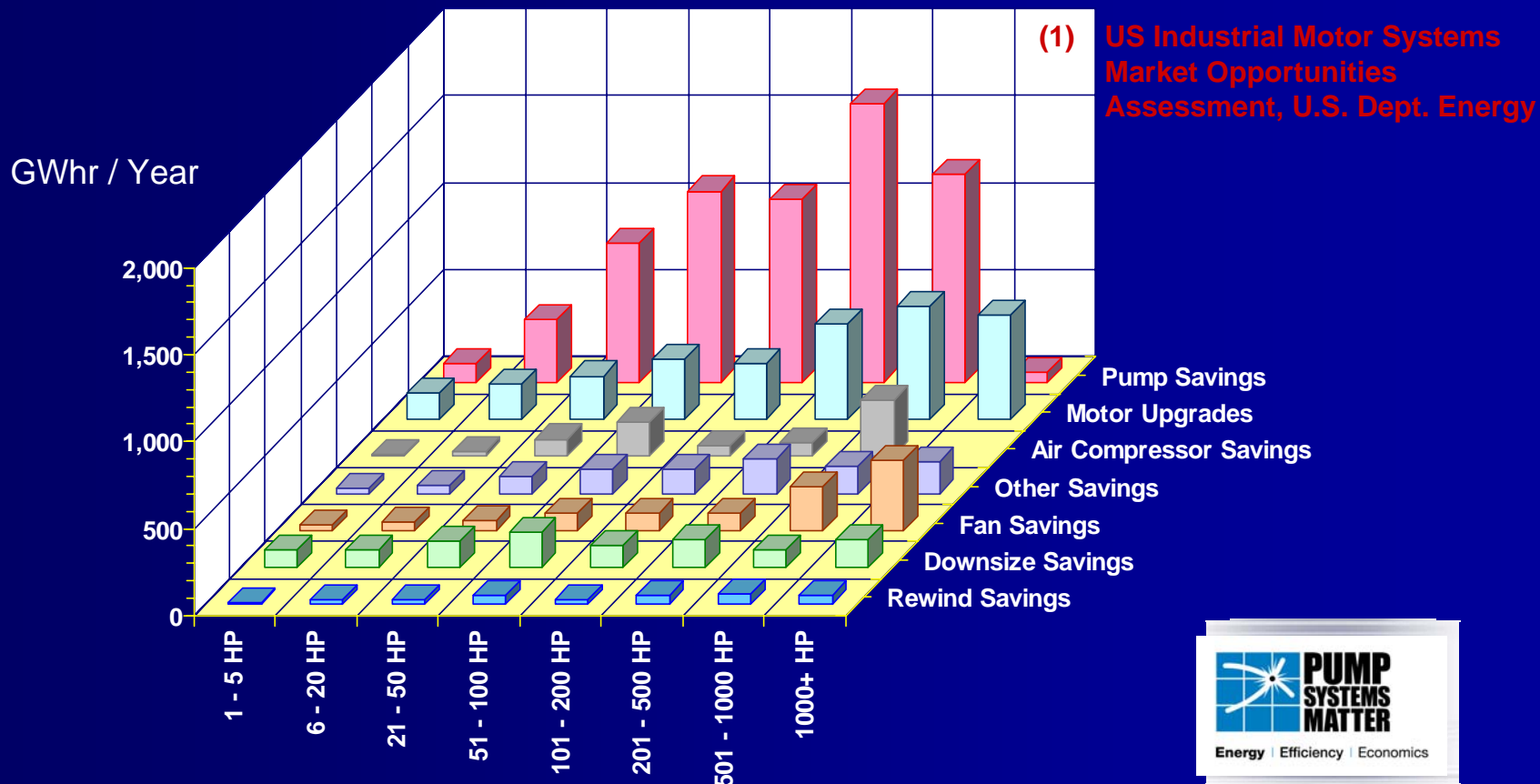
Current Reality

A fleeting epoch in history



Current Reality

Pumps are a major opportunity for energy efficiency improvements in industry



Long-Term Goal:

- **By 2015, users would understand the value of, and demand, pump system optimization services and the supply chain would understand the value of offering these services on a competitive basis.**

Strategic Long-Term Essential Elements:

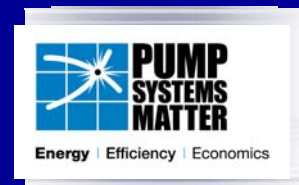
- **Market Awareness**
- **Collaboration and Partnership**
- **Overcome Market Barriers**
- **Deliver Market Transformation
Solutions**

Market Awareness

- **Build awareness of the definition of and benefits of systems optimization. The audiences, at management and technical levels, would be both customers and the supply chain.**

Collaboration & Partnership

- The energy efficiency industry, utilities, the pump industry, key strategic pump end-users, government agencies, complementary associations and engineering contractors can partner in this effort and play a role in terms of educating, encouraging, and providing incentives to customers to adopt system optimization services.



Overcoming Market Barriers:

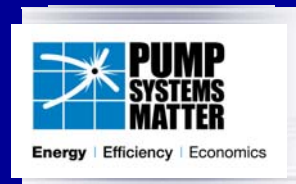
- Understand where specifically there could be a market failure. We need to examine what the barriers are to overcome the market failure and what market interventions are necessary to remove these barriers and achieve market transformation.

Deliver Market Transformation Solutions:

- As awareness is built into the market, the service providers will need to build the capacity (staff, products, education, tools, branded marketing, etc.) to deliver solutions.

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Thank You



Sponsorship Benefits

- **Future Actions**
 - **Two sub committees will be formed**
 - One focused on End User benefits
 - One focused on Fund Raising

Sponsorship Fees

Current Fee Structure for HI Members

“Pump Systems Matter”™

Charter Partner Contribution Commitment Agreement
for Hydraulic Institute Members

Yes Our company will become a Charter Partner with a three year contribution commitment based on total company sales and service. Please indicate your revenue category and contribution level below.

	*CONTRIBUTION	REVENUE CATEGORY
<input type="checkbox"/>	\$1,500/Year	Under \$24.9 M/Year Revenue
<input type="checkbox"/>	\$2,500/Year	\$25M - \$49.9M/Year Revenue
<input type="checkbox"/>	\$3,500/Year	\$50M - \$99.9M/Year Revenue
<input type="checkbox"/>	\$5,000/Year	\$100M - \$199M/Year Revenue
<input type="checkbox"/>	\$7,500/Year	\$200M - \$299M/Year Revenue
<input type="checkbox"/>	\$10,000/Year	\$300M - \$499M/Year Revenue
<input type="checkbox"/>	\$15,000/Year	\$500M - \$749M/Year Revenue
<input type="checkbox"/>	\$20,000/Year	\$750M - \$999M/Year Revenue
<input type="checkbox"/>	\$25,000/Year	\$1B & Over/Year Revenue

*The undersigned hereby agrees to the annual contribution as indicated above for an initial three year period. *Contributions are based on each Charter Partner being a member of the Hydraulic Institute in good standing. Companies who are eligible to join HI who are Non-members may participate at higher contribution levels. Please request a separate form.*

Name _____

Title _____

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Thank You

