

vision

technology for network management and leakage control

XiLog+ Communicating confidence

The XiLog+ series is a new range of remote data loggers for monitoring water distribution systems. The highly flexible design benefits from numerous technological advances. These have been derived from an ambitious in-house research and development project.

Superior XiLog+ range

- XiLog+ offers an extensive model range. It is available from single to nine channel models for use with a wide variety of sensors.

Advanced communications

- GPRS or SMS communications are programmable in every logger
- Extensive research into the internal underground antenna has enabled the delivery of superior performance. Furthermore, to assist users, XiLog+ also offers multiple external antenna options
- Compression of two channels of logged information into one SMS message offers reduced operating costs


- With a USB port local data download is instant
- Data transmission can be as frequent as 15 minutes – external battery may be required.

Extensive memory

- With 1Gbyte of memory more rapid data can be stored in the logger for later retrieval
- XiLog+ can log a single input at two different measurement intervals.

Profile alarms

- Profile alarms provide for the entry of a complete diurnal pattern with a fixed alarm band
- Alternatively, both high and low alarm limits can be entered separately
- Fixed threshold and 'window alarms' are also available.



Upper and lower profile alarm limits may be set independently

XiLog+ The remote logging system designed for today...and the future



New Hykron®

Mikron development offers simplicity + value

Hykron compliments the all embracing capabilities of the popular Mikron system, by providing an entry level leak listening system, at an attractive price.

The Hykron system offers very high acoustic sensitivity. It has been specifically designed to be simple to use. Engineered to offer exceptional value, Hykron is ideal for direct leak listening at available water fittings and for use as a ground microphone.



Enigma-hyQ targets trunk main leakage – see inside



Global Initiatives



India - A new world leader facing up to water supply challenges

Throughout the world supply of fresh water faces the three pronged attack of population growth, climate change and industrialisation.

Water shortages have long been a challenge to the population of the sub-continent. Today, water supply in India faces some extreme contrasts.

In the thriving industrial and commercial regions, such as Mumbai, pressure is on to deliver and maintain a high quality water infrastructure. However, across India the day to day requirements can be more fundamental in meeting the water supply needs of a population close to 1.2 billion people.

Most areas do not have uninterrupted access to drinking water but the government is taking strides to improve the situation. This is especially important when considering the regions rainfall statistics. The Indian Institute of Tropical Meteorology found that the country is experiencing more "extreme monsoon events" and fewer "moderate rainfall events". They're getting the wrong type of rain!

Investment in new facilities is increasing the availability of treated water. Therefore, improving operational efficiency within the water networks is an important focus. Not surprisingly, a marked reduction in leakage is a key objective.

Primayer Asia supports leakage reduction initiatives

We are excited to announce the opening of our newest office, Primayer Asia whose focus is to give product and sales support to the Indian market. Primayer Asia is headed by Michael Jacoby who has a long history with Primayer, both in international sales and technical support.

Michael is currently working closely with many local water companies and international consultants in the area, helping them to harness the capabilities of the latest technologies and techniques developed by Primayer, in the battle against water leakage.

"I am both pleased and impressed. Given the right set of tools, I am amazed at the successes and enthusiasm of the leakage specialists in these water companies".

Open since January 2010, Primayer Asia has already conducted

several training programs in India. Since site conditions in the region can be quite challenging, Primayer Asia puts an emphasis on field-training, to complement what is explained in the lecture hall. Michael has already conducted several courses in India ranging from two-day seminars up to three-week in-depth leakage detection training courses.



Enigma selected by the AWWA New Product Technology Showcase

ADS LLC, part of IDEX Corporation's Water & Wastewater Group, is one of the United States' largest water and wastewater services companies.

ADS, which acquired the assets of Pitometer Associates and Severn Trent Pipeline services in 2006, continues to expand its water services operations bases with projects and offices now in Amman, Jordan; Sydney, Australia; and Auckland, New Zealand.

In the U.S. ADS uses, sells, warrants and supports Primayer leak detection and flow measurement products under the ADS brand name. ADS has exhibited these products at various industry trade shows and conferences, such as the American Water Works Association's and the Distribution System Symposium as well as the Water Environment Federation's Technical Conference.

At the AWWA's ACE show in Chicago this year Enigma has been selected to participate in the highly coveted New Product Technology Showcase. This is quite an accomplishment, as selection is very difficult to achieve due to the large number of entries submitted by the hundreds of companies exhibiting new products.

Enigma was chosen due to its ability to perform up to 28 correlations in one logger deployment. With a conventional correlator this would take up to three working days, demonstrating significant cost savings when using Enigma.

To contact ADS LLC about water or wastewater products and services call 1-256-430-3366 or visit www.adsenv.com



Spanish partner

Primayer have seen a continued success in Spain with the appointment of Lana Sarrate, to help bolster the efforts in the region.

The company have been established for more than 60 years and bring together expertise from all aspects of the water utilities sector. They have their HQ located in Barcelona with regional offices throughout Spain.



Ukraine partner

Primayer has recently expanded its distribution base into the Ukrainian region. Pergam Ukraine are currently based in

Kiev and have a wealth of knowledge in both commercial and technical expertise.

They are already having a major impact in the region, helping to develop their local market and awareness of the Primayer brand.



Time's up for trunk main leakage!



The introduction of Enigma[®]-hyQ offers a powerful new solution to tackle the most difficult of leaks, whether on plastic pipe or trunk main systems. Impressive results from comparative tests and operational usage have demonstrated the performance gains.



The growing problems facing leakage engineers

Initial progress to reduce excess leakage from an inefficient water network can be quite rapid, as leaks are relatively easy to find. However, in countries like the UK, leakage is no longer simple to reduce and the more significant leaks are getting harder to find. The problem is particularly acute within plastic pipe and trunk main systems.

Why Enigma-hyQ?

Enigma-hyQ is a variant of the popular Enigma multi-point correlation logger that has been further optimized for leak location in large diameter pipes and over longer distances. A high sensitivity hydrophone is used, coupled with the application of 'narrow band' filtering.

Enigma-hyQ shines in major UK trial

The genuine capabilities of Enigma-hyQ have been demonstrated recently. A trial of seven selected leakage location systems was undertaken by a major UK water service provider on a controlled area of its trunk main system, where several known leaks existed.

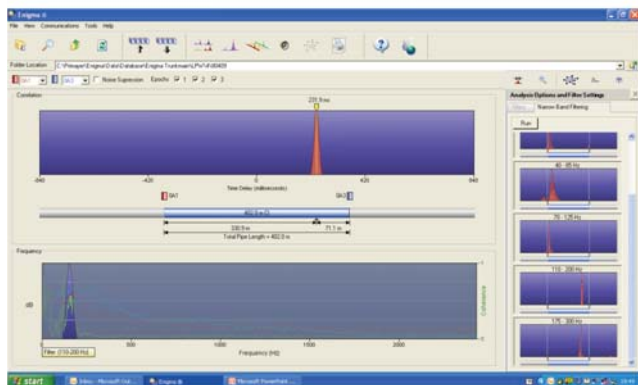
The only alternative leak location system used to date, employing an in-pipe inspection technique, had been effective but very expensive. Enigma performed far in excess of any other system, locating 67% of the known leaks. The nearest other system found well under half, one only around 10% and two failed to complete the trials altogether.

Wessex Water leakage team has success using Enigma hyQ

Following the recent purchase of the Enigma-hyQ system, a Wessex Water leakage team have had some very encouraging results.

"One notable find was a leak on a small diameter rural AC main which had fittings almost a kilometre apart. Traditional correlation and sounding techniques had failed to locate a leak on the section of main which had 4 m³ /hr losses, proven by a step test! It was believed that the length of main contained a short section of PVC. Using the Enigma narrow band filtering, an area of interest was located. Further investigation and subsequent excavation revealed the leak."

"Another success was an accurate location of a 'very quiet' leak on a 10"(250mm) CI main over 800 metres, in Chippenham, Wiltshire. Again, traditional correlation failed but Enigma-hyQ was successful. Numerous good results have given the team considerable confidence in the equipment."



"Wessex Water is currently surveying the Weymouth trunk main system using the hydrophones and the standard Enigma loggers. Initial results from the first few deployments look very encouraging and will be followed up at night."

Keith Clarke, Leakage inspector, deploying Enigma-hyQ



NEWS BRIEFING

● **Primayer innovations at the Houses of Parliament**
Primayer were one of three invited sponsors of an important event focusing on the potential impact of new innovations in the water industry. The event arranged by the All Party Parliamentary Water Group saw government ministers and invited experts from around the UK gather at the Houses of Parliament, in London.

Roger Ironmonger (seen meeting Water Minister Huw Irranca-Davies MP and Linda Gilroy MP) made a presentation explaining how the latest technology can impact on leak

Eureka2R



Now with in-case battery charger

In response to user requests Eureka now incorporates the battery charger in the system transport case. This has the advantage that the charger and correlator cannot now become separated and making it easier to charge Eureka quickly from a vehicle power outlet.



**Eureka2R -
ideal for
routine leak
location**

detection and location. This was particularly well received, not least as it incorporated numerous examples, including one where Enigma-hyQ had detected and located two significant leaks on a 30" (750 mm) trunk main, right outside the Houses of Parliament!



What users say

- Excellent performance - can find the majority of leaks
- Small, lightweight and robust
- Easy to program
- Impressive speed of correlation

Lasting performance

The capability of Eureka to locate leaks was immediately apparent when it was first introduced. However, what is even more impressive is that these capabilities are still acknowledged today!

The capabilities of Eureka2R have ultimately been surpassed by the newer Eureka Digital and Enigma, particularly in more difficult environments, such as trunk main leakage or plastic pipe systems. However, for many users, Eureka2R continues to perform exceptionally well as the correlator for routine operations.

Acquire or hire

In addition to purchasing Eureka, there is the added option of hiring from Primayer. As this option has become more popular, where users have short term needs, increasing number of Eureka units have been made available for hire.



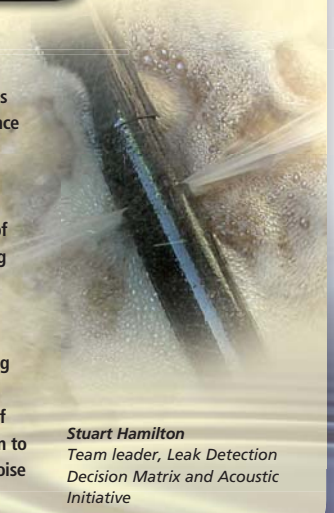
● IWA Current Leak Detection Methodology Decision Matrix Initiative



"The Water Loss Task Force of the International Water Association exists to raise awareness of the benefits of water loss reduction, standardise water loss performance indicators and develop methodologies for water loss management.

One of the Task Force's activities has been to provide guidance on the selection of detection methods. A diverse team including equipment suppliers, leakage practitioners, acoustics experts and researchers has now produced a guidance document setting out which equipment will be effective depending on circumstances, including pipe material, diameter and pressure. Roger Ironmonger of Primayer has made a significant contribution to this publication, especially in the fields of noise logging and leak noise correlation."

*Stuart Hamilton
Team leader, Leak Detection
Decision Matrix and Acoustic
Initiative*

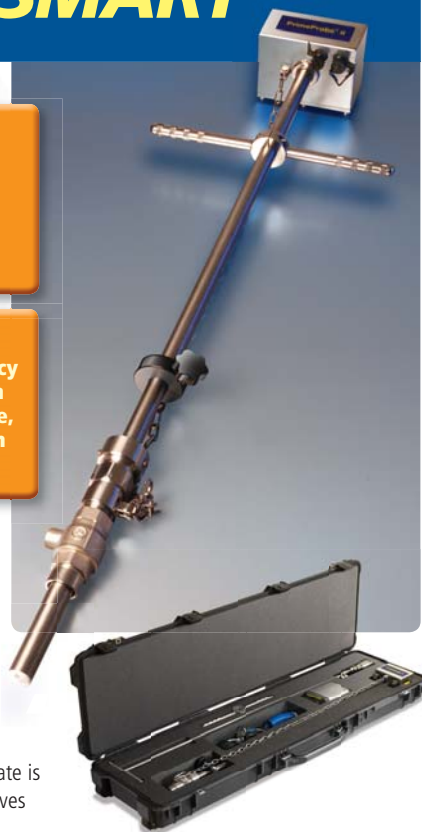


PrimeProbe2 SMART



PrimeProbe2 has no moving parts to stall or require maintenance

The reliability, range and accuracy are greater than with, for example, turbine insertion meters



Easy, low cost, installation

Installation can be made without interruption to supply using recognised best practise for 'hot-tapping' the main. Furthermore, it can easily be moved to another site at a later date.

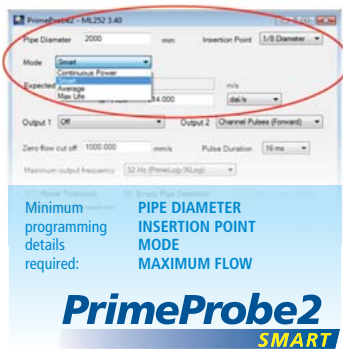
NEW! 150mm length probe

The new shorter length option offers convenience and security, especially where the unit is installed for longer periods of time. It offers a low cost flow metering solution for applications such as leakage area monitoring.

NEW! SMART programming mode

The new SMART mode of operation automatically varies the probe response time and thus the number of measurements taken when variation of flow-rate occurs. This gives more

accurate results when the flow-rate is changing rapidly, but also preserves battery life when flow-rate is more stable. This results in optimum



performance at all times whilst preserving battery life where possible. It also makes probe set-up very easy – just program into SMART mode!

Remote data capture

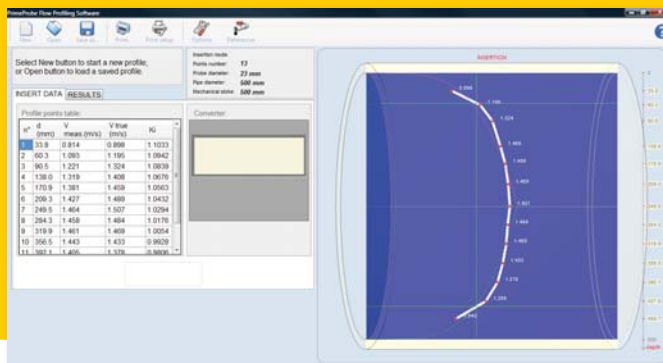
When installed with a XiLog data logger, remote data capture is achieved via GPRS or SMS. Data may be collected as frequently as every 15 minutes for problem investigation or, for example, daily for routine monitoring - or both!

Flow Profiling Software NEW!

The flow profile represents the way water flows in a pipe. The flow will be higher on the centre-line than at the sides due to the resistance generated by the pipe wall.

The flow profile can be represented by a cross-section along the pipe showing the variation of flow velocity at varying distances from the pipe wall. Understanding the flow profile enables more accurate installation of PrimeProbe and is also used for providing full-bore meter validation. Primayer's new **Flow Profiling Software** features the following:

- Automated data capture - with user prompts on insertion to next measurement point
- Real-time display of velocity profile
- Manual velocity data entry option
- Automatic download of factors (when the probe is to be installed for survey or permanently)



FACE TO FACE

New additions to the Sales Team

Graham Kane

Sales Manager, Northern England and Scotland



With over 20 years experience in the utilities industry Graham knows how important it is to support his clients.

"Whether it's understanding their needs in order to provide the correct tools for the job or offering the very best in after-sales service, local support is key in providing the service that customers require. There are some key challenges ahead for all the water utilities and no doubt, efficiency is a word that will be used a lot in the next 5 years! It's my job at Primayer to ensure that the best equipment and user support is made available to meet these challenges."

Helen Stoddart

Sales and Marketing Assistant



With a background in PA and customer service administrative work, Helen is enjoying the new challenges that Primayer has to offer.

Away from the office Helen is a familiar face on the amateur theatre scene and has performed in most of the theatres in and around Portsmouth. "Teaching dance at the weekends and theatre rehearsals means that I'm always around people" Helen says, "Primayer gives me a great opportunity to meet new people and 'problem solve', which is an ideal challenge."

Veolia embrace environmental benefit

Primayer's core business is to facilitate the reduction of wastage (water, energy and resources) and to increase the provision of water, a vital resource for life. As a business operating in this field, our environmental credentials are fundamental to our success and that of our customers.

Taking every opportunity to have a positive impact on the environment is becoming more and more important and this is influencing the way that our customers and partners approach a particular project.



A good example is the use of our Phocus.sms logger, which sends an SMS message. This can be used instead of driving around in a van to collect data (using petrol, etc). The Veolia manager selected this solution on the **Reze project, near Nantes, France**, as it is consistent with their environmental policy, 'to avoid harmful gas emission whenever possible'. Avoiding frequent and unnecessary patrolling to collect data certainly meets the objective!



ISO 14001 accreditation

Primayer is continuously investing for the long term benefit of our business and our customers.

Whether it is full ISO 14001 accreditation, active membership of water organisations worldwide, or receiving the prestigious Queen's Award for Enterprise, we have always endeavoured to go further than just the minimum required.

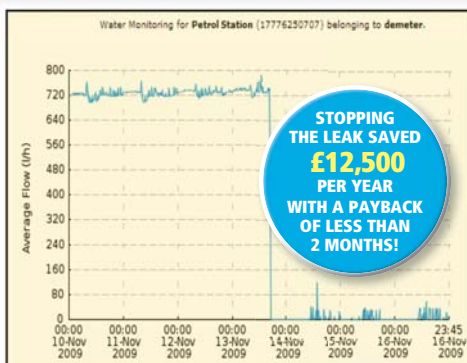


ISO 14001:2004 accreditation for an effective Environmental Management System represents a big investment for companies. All Primayer teams have worked hard to align our processes to the needs of ISO 14001 and to retain accreditation. We see many areas where these initiatives have been positive for the business, to the benefit of our customers.

Saving money and improving environmental performance

Demeter Limited has been working closely with the Co-operative Group to reduce its water consumption, reduce costs and achieve environmental benefits.

One excellent example has been at a petrol station where a high level of consumption was observed. A Primayer XiLog.WMR data logger was installed to enable water consumption to be monitored remotely via Demeter's Dataflow system.



A significant leak was detected and Demeter carried out leak confirmation and a repair to the supply pipe with the stunning impact clearly shown on the graph.

Dataflow uses Primayer data loggers to provide user friendly information to busy customers to help them save water, save money and achieve important environmental objectives.

Going the extra mile for WaterAid



Going the extra mile doesn't start to cover just how committed Veolia Water are to helping out charities. WaterAid pledged to have a team of climbers on top of every Munro (a Scottish mountain over 1000m)

in Scotland between 12:00 and 14:00 on 12th June 2010 and Primayer were proud to support the team from Veolia Water who conquered 'Beinn a' Ghlo' raising important funds for this vital charity.



World Water issues

- The United Nations say that two out of three people will be living in areas under 'water-stressed' conditions by 2025.

- World Bank figures show that world water demand is doubling every 21 years!

Don't forget...
you can access all data and company info from our website
www.primayer.com

SOFTWARE
DOWNLOADS
DIRECT

Your Vision

Remember to let us know if there is a particular topic or issue you would like us to cover in a future edition of Vision.

Contacts

	EMAIL	TELEPHONE	SKYPE
Sales - UK Kevin Brook	sales@primayer.co.uk	+44 (0)23 9225 2228	Kevin.Brook69
Sales - France (+ French speaking countries) Eric Laumonier	contact@primayer.fr	+33 (0)4 72 19 10 62	ericprimayer
Sales - Europe Paul Mason	sales@primayer.co.uk	+44 (0)23 9225 2228	Primayer1
Sales - South East Asia YS Chan	sales@primayer.com.my	+60 (0)3 5141 2428	yschan839
Sales - India Mike Jacoby	sales@primayer.in	+66 (0)2 514 0412	primayerasia
Sales - Rest of World Steve France	sales@primayer.co.uk	+44 (0)23 9225 2228	stevefrance0402
Customer Services Support Hotline	support@primayer.co.uk	+44 (0) 23 9224 7319	chrisprimayer



technology for network management and leakage control