

Part of



## End users offer industrial insights

**This edition of Aquatech is featuring for the first time a dedicated programme giving insights from end users into the practical challenges of industrial water management, and visitors are encouraged to get along to the Industrial User Experience in Hall 7 to hear for themselves the experiences being shared.**

Different themes are being covered each day. Yesterday's sessions focused on the oil and gas industry, both onshore and offshore, while today there is a session this morning on water reuse in the food and beverage sector and the pulp and paper industry, and a session this afternoon on anaerobic technology. Tomorrow it will be the turn of the chemical and the mining industries, with boiler feed water and cooling water the focus of Friday's session.

Danny Zwakhals of speciality derivatives company Croda Nederland is one of the speakers tomorrow morning. He will explain how his company switched from using groundwater to recycled effluent for its boiler feed water – cutting by half the amount of groundwater it uses.

'The project is part of a wider programme to reduce the environmental impact of Croda worldwide,' he says. Groundwater had been used for cooling and as feedstock for boiler feedwater at the company's Gouda site – both of which he says are questionable as long term uses of such water resources. It

can be difficult though for industries to change course. 'We tend to do the same things for years and years,' he says. This is where a forum such as the Industrial User Experience can be valuable. 'I think it is the out of the box thinking that we should promote more,' he adds.

Zwakhals will also be sharing some technical details of the actual implementation of the effluent reuse project.

***'I think it is the out-of-the-box thinking that we should promote more.'***

**Danny Zwakhals, Croda**

Niels Groot of Dow Benelux is another of tomorrow morning's speakers. He will give details of the E4water project, which is focused on closing the water loop in the chemical industry, as well as specific projects including one in the southwest of the Netherlands he is leading to achieve 100% recycling.

As industries move to take new approaches, this increasingly means they need to enter into partnerships with others, and Groot sees this is one of the areas in which industries can benefit from sharing experiences on platforms such as the Industrial User Experience. 'It's the exchange of ideas of how to deal with external parties, to go beyond the fence of your own industry,' he says.

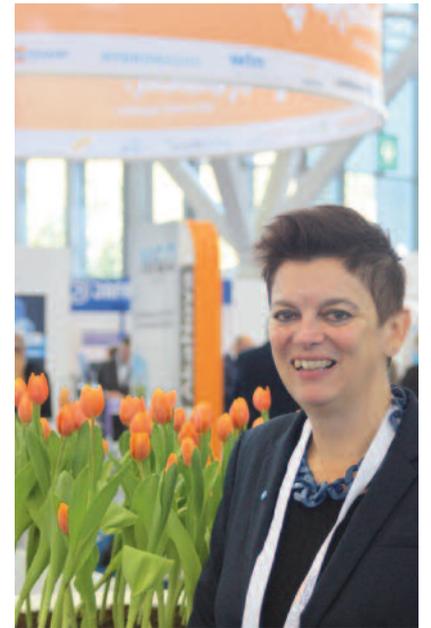
## Business is blooming for Dutch technology

**Dutch companies naturally feature prominently at Aquatech, but they have a special presence at the Dutch Pavilion in Hall 7.**

One of the joint organisers of the pavilion is the Netherlands Water Partnership (NWP), which has a key role in helping promote Dutch expertise. With some 200 members and an office in The Hague, its primary role in the sector is to act as an information centre for private companies, government departments, academic institutes and non-governmental organisations (NGOs).

"Our main aim is to encourage companies to join forces in order to create a greater impact" said Annemieke van Zuylen, Event Manager with NWP. "This in turn increases the ability of the sector to solve global water challenges and also helps Dutch companies to increase their share of the global market. We can achieve far more in such a role," she added.

From their booth in Hall 7, NWP has been leading a group of forty companies



Annemieke van Zuylen, Event Manager with Netherlands Water Partnership

on a tour around the show event, helping them to showcase the latest technical innovations. So, pay a visit to the booth to find out more.

## Extensive programme for young professionals

**An extensive programme for Young Water Professionals is underway this week, and it started on Sunday with some very public activity – a 'pop-up park' in Amsterdam's Dam Square. Held in partnership with One World, the event featured workshops on how to make your own environment greener and more resilient.**

The YWP programme had its own opening ceremony on Monday, at which Andrea Kralikova of Accenture in the Netherlands took up her role as the new YWP Ambassador. Activities yesterday featured a careers event and the finals of the YWP's wetskills activity.

YWP coordinator Twan Brinkhof

commented: 'This is the first time we are integrated in the main overall programme. You can see by all the delegates coming to our stand that we are part of the whole event.'

Leah Pope communications representative of partner organisation Water Youth Network commented: 'Sometime the youth are put on the side and are not really heard. With this event we are more integrated.'

Eva Van Der Zand, communications representative with YWP, added: 'Students are very happy that this event can give them a clear overview about the steps in being part of the water sector.'

## Aquatech goes live with AquatechTV



Yesterday saw Aquatech move into exciting new territory with the launch of AquatechTV, a day of live broadcast from the show delivered in partnership with PennWell. The packed schedule was available to viewers on the web, as well as being screened on large displays around the venue.

**LAUNCH TODAY OF REPORT ON SUSTAINABLE URBAN DRAINAGE**  
A new report promoting the use of sustainable urban drainage systems is being launched today at the Danish pavilion (booth 07.245) at 16:30 with a few short presentations followed by a reception.

The event is being hosted by State of Green, a non-profit public-private partnership, with speakers from the Danish innovation network 'Water in Urban Areas', the Klimaspring campaign, and the company Amphi Consult which contributed a case study from Poland to the white paper. 'With this white paper, we want to share our experiences and lessons learned when it comes to using Sustainable Urban Drainage Systems to create more resilient and liveable cities. We hope that our experiences can serve as inspiration to others and invite all Aquatech participants interested in climate adaptation to join the discussion at the event,' says Tanya Jacobsen, Senior Project Manager with State of Green.



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## InnovationLAB - the innovation destination

When people are asked why they come to Aquatech, the stand-out answer is always 'innovation'. That is why one of the main new features for 2015 is the InnovationLAB, located in Hall 7.

Here you'll find the central platform for innovation, showcasing the Aquatech Innovation Award winners and nominees, and playing host to presentations as well as Aquatech TV broadcasts.

Innovation Lab Experiences gives visitors a peek into the future through demos of technologies that are currently at the research or testing stage – who could resist?



## Special presentations at Dow booth

The distinctive Dow Dome is hosting a series of informative talks throughout Aquatech, just across from the InnovationLAB in Hall 7, stand 442.

Tuesday's talks proved incredibly popular, with visitors crowding round the stand to hear Dow Water & Process Solutions experts discuss the latest trends and innovations across various sectors of interest, including industrial, power and municipal water treatment.

The Dow Talks will continue throughout the week, and will present case studies, introduce Dow technologies, and explore topics such as the latest advances in ultrafiltration technology

and the suitability of ion exchange resins for industrial water treatment.

Visitors are asked to register 10 minutes before the start of each session at the Dow Dome Welcome Desk.

Today's talks will start with a look at 'transforming performance for a world in flux' at 11am, followed by a 2pm discussion of the power of Dow's ion exchange resins for industrial water treatment.

The day's discussions will be completed at 4pm with a look at Dow's multi-technology capabilities in ultrafiltration, reverse osmosis and electrodeionization through an industrial case study.

## Acoustic answer gets AquaStage programme under way

Echologics' Kevin Laven inaugurated the 2015 Aquastage with an exciting introduction to two technologies for non-destructive testing and proactive maintenance of key pipelines.

He noted that in the past water companies have had to rely on educated guesswork for pipeline asset management, but that Echologics has harnessed the 'art and magic' of sound to take the guesswork out of asset management planning.

The first technology, ePulse, uses two acoustic sensors attached to pipe accessories such as valves, or to the pipe itself, at intervals of between 50m

ground and which to replace,' Laven noted.

Critical pipeline monitoring involves attaching acoustic devices at between 200m and 1km intervals, depending on the material and the version of the software used, Laven explained.

The system was used in the US to identify a fast-growing leak that became an urgent issue within a few weeks. Investigations established that the pipeline was swiftly cracking along its length, and had washed away soil beneath a major highway.

'In our customer's words, it was a time bomb defused,' Laven said.

*'In our customer's words, it was a time bomb defused.'*

**Kevin Laven,  
Echologics**

and 200m to determine the locations and presence of leaks, average wall thickness and (for certain pipe types) remaining useful life.

'Now you can know the actual structural condition of a pipe before you decide which pipe to leave in the



## Innovations on show at Aquatech 2015

### AQUA-TOOLS REVEALS BALLAST WATER SOLUTION DURING FIRST SHOWING



Aqua-Tools CEO  
Marc Raymond

Aquatech has provided a perfect launch experience for many exciting innovations over the past 25 years, a tradition that Aqua-Tools is continuing with its new ballast water treatment monitoring kit.

Marc Raymond, the CEO of Aqua-Tools, explains that the Paris-based company already offers a rapid microbial monitoring kit that offers microbial detection in minutes, ATP Generation 2, and the Fil'Ray point-of-use filter to reduce Legionella risk.

He notes that the innovative ballast water monitoring kit will allow users to determine in 20 minutes if their ballast water complies with International Maritime Organization and US Coast Guard requirements.

'Aqua-Tools is one of the first companies to develop a new way to extract ATP [adenosine triphosphate] from zooplankton and phytoplankton,' he explains.

M. Raymond adds that other exhibitors at Aquatech will be as interested in the new development as visitors. 'People who are selling treatment for water will all be interested to use this kind of technology,' he says.

### SPIRAL WATER TECHNOLOGIES SHOWCASES INNOVATIVE SELF-CLEANING FILTER

Spiral Water Technologies is showcasing its award-winning Spiral Water Self Cleaning Filter in the BlueTech Innovation Pavilion in Hall 7.

'In a nutshell, we've invented a whole new way of filtering dirty and difficult to treat waters' said Ashwin Gulati, Spiral Water's President and CEO. 'Whereas conventional water systems filter water at levels of 100 ppm, our Spiral Water Filter solution can treat 25,000 milligrams per litre, with no backwash, no cross flow and no booster pumps.'

The new filter has been specifically designed for difficult-to-treat waters, requiring only 10 percent of the energy required by conventional systems.

### RUGGED ROTARY PUMP SHOWCASED BY BORGER

Börger (stand 01.312) is showcasing its rugged rotary lobe pumps to celebrate the company's 40th and Aquatech's 25th anniversary years.

The company's specialist wastewater pumps come in three product lines, ranging from the standard Classic line to the Protect line, which has double-acting mechanical seals and is intended for demanding and problematic pumping tasks.

Börger's new flagship rotary lobe pump for industrial applications, the ONIXline pump, is also on show – this uses innovative new rotors developed through advanced flow simulation.

Börger's owner, Arjan Kruse, says: 'This pump can be used for high pressures of up to 60 bar, takes different kinds of mechanical seals, and is for heavy duty applications.'

### DECANTER TAKES CENTRE STAGE FOR GEA

Showcasing its waterMaster CF decanter series, GEA's Aquatech stand (07.451) highlights the solution's reliability, consistent performance, separation efficiency and low energy use.

The waterMaster technology can be applied to dewatering and thickening of sewage sludge, potable water treatment, and recovery of valuable resources such as nitrogen and phosphorus.

The solution contains a number of innovations, including the Summation drive system, which combines primary, main and secondary motors to avoid energy losses, and a complementary deep-pond bowl design that allows the drive to run at very high rotational speeds, increasing the dewatering efficiency.

A GEA representative told Aquatech Daily News: 'As GEA is a world-wide company it's important for us to be here at Aquatech.'

### AQUATECH LAUNCH PAD FOR FIRST RACK SOLUTION

Aquatech is the chosen launch pad for MICRODYN-NADIR's (stand 03.330) first rack solution, R-AQUADYN, a compact system that features the company's robust and durable AQUADYN UA1060 hollow fibre modules.

One 'plug and play' rack comprises 24 modules, which can be joined by manifold to create a 48 or 96 piece rack – the intention is to provide a smart, easy solution to simplify the realisation of large-scale projects.

MICRODYN NADIR's regional manager, Andrej Slávik, says: 'The pre-assembled system makes things easier for system integrators.' The market is looking for ways to save energy and effort, he adds.

Royal HaskoningDHV Global Director Products and Innovation René Noppeney and Dutch Water Academy Managing Director Agnes Maenhout celebrated the signing of an agreement between the two organisations under which Dutch Water Academy will provide training and education for RoyalHaskoningDHV's Nereda technology. Under the agreement, RoyalHaskoningDHV will provide the content for the training, with Dutch Water Academy providing the delivery. 'We are very proud to have the Dutch Water Academy join us,' commented Noppeney. 'We get a lot of requests and there is a lot of interest. With the Dutch Water Academy, we can very professionally make course material available.'



## Delegation brings Chinese exchange

Visitors to Aquatech had the opportunity to get an insight into doing business in China yesterday at a special workshop held in the AquaStage presentation area in Hall 2, and they were treated to a double insight, with special visiting delegation China Drinking Water Specialist giving background both on the market in China and the products they were showcasing.

"We are really glad to be in Amsterdam" said Mr Xueli E, Chief Executive of China Drinking Water

number one issue in our country following several serious accidents in 2013 and 2014," he said.

Nicholas Wult of Swedish company Blue Water Technologies offered some important advice for businesses entering the Chinese market. He strongly emphasized the need to regard China not as a country but as a continent – with a very well-educated and well-informed population.

The company is particularly well qualified to deliver such advice, given



The visiting China Drinking Water Specialist delegation yesterday, with eight participating companies, and hosts from RAI Amsterdam.

Specialist, responding enthusiastically to the warm greeting given by Ido Boersma, Director RAI Exhibitions, during an opening tour of the show. "This is the first opportunity we've had to showcase Chinese products. We want to thank you for inviting us here."

Mr Xueli later delivered a very eloquent presentation during the workshop, where he explained the very serious water challenges facing the country. "Water has become the

its presence in the country for the past two years.

"It's a huge market" said Mr Wult. "The Chinese people are becoming more urbanized and there is a social media that is stronger than anything I've seen before. They are eager to learn and they want to see products that really work."

Mr Wult added that businesses need to work fast in China, emphasizing the need for hard work and commitment. "It's the Klondike" he said. "It's happening really quickly. So you have to be brave and act fast. And always try to think like the Chinese."

## AQUATECH INFORMATION

### Telephone numbers

Emergencies / Alarm: +31 20 549 1234  
RAI Hotel & Travel Service: +31 20 549 1927  
Taxi: +31 20 777 7777

### Opening hours

Tuesday, Wednesday, Thursday: 10.00 – 18.00 hrs  
Friday: 10.00 – 17.00 hrs

### Badges

For safety and security reasons it is mandatory to wear your badge at all times on the RAI premises. Please ensure that your badge is clearly visible.

### Get the Aquatech App

For more information and the ultimate guidance at the show, please use our app. Search for 'Aquatech App'.

### Wifi

Wifi is available free of charge on the show floor, but is not guaranteed.

### Aquatech organisers

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E: aquatech@rai.nl

### Aquatech continues online all year round

All exhibitors are listed at [aquatechtrade.com](http://aquatechtrade.com), the online catalogue for the international water industry. There, Products & Services is a browseable and searchable online catalogue, meaning you are just two clicks away from having access to the companies that provide the products or services you require. Click on the company name for general information on that company, including address and contact details, featured products and services, brands and company news, 365 days a year, 24/7.

### Aquatech Daily News

The Daily News is published by RAI Amsterdam every day during the show. Any suggestions or input for the Daily News can be made to Keith Hayward, owner of Aqua Fluency Ltd and editor of the Daily News. He can be reached at [khayward@aquafuency.com](mailto:khayward@aquafuency.com).

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## The move to data-driven utilities

Water utilities are generating and handling ever-increasing volumes of data. The challenge is how to handle this data and turn it into action. With this in mind, Dutch water utility Vitens has introduced its real-time Customer Alert GIS, or CAGIS.

Erik Driessen, the company's Innovation Manager, explains that CAGIS, which was a finalist in this year's Aquatech Innovation Awards, is based on work in the Vitens Innovation Playground – an experimental part of its network – but is now being rolled out for the whole system.

'CAGIS helps us interpret all data streams – internal and external,' says Driessen. By this he means that it brings together data from the network itself, but also combines customer information such as telephone

calls or tweets.

'For Vitens, this is not really a problem-driven innovation,' says Driessen. 'We do not have high leakage, but we believe the water company of the future will be data driven.'

'In some cases, this system has picked up a leak before any customers informed us, and our field engineer was already on the way to fix the leakage before the first calls came in,' he adds. 'We believe in a vision that a customer should not call us but we are going to inform them.'

As a public company, Vitens is not set up to commercialise the system, says Driessen. 'But we do believe that the system we have developed can be of value to other water companies, and we are always willing to share experiences.'

Bugs representing treatment processes from Paques brightened up the show yesterday. Black bug Andy was the BioPaq process, Theo the green bug was the ThioPaq process, and Ana the red bug was the Anammox process. More details of the processes can be found at the Paques booth at Stand 445, Hall 7.



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