

WSP CONNECTED

NEWSLETTER

JULY 2018

Here's to the next 15

Welcome to another edition of the WSP Connected newsletter. It's a special one for us. This month we celebrate our 15th anniversary and while it feels like it's flown by quickly, it has given me the opportunity to reflect and appreciate where we have come from and, in particular, the people who have been part of this journey.

Many of our staff have been with us for a good portion of that 15 years and several have been with us for more than a decade. These include Jean, Nick, Martin, Barrie, Deirdre, Shane, Mike S, Les, Andrew and one particularly special person, Chris, who has been with us from day one.

We have had many "WSP babies" (as Tanya calls them) over the years, the latest belonging to Lisa Wallcroft and her partner, Brigham, who welcomed their first-born daughter, Delaney, back in March. Congratulations guys!

This 15-year reflection wouldn't be complete without remembering Max Wood. Max was a key part of the team in the early days but passed away just as WSP was starting to find its feet. Max was a stalwart of the irrigation industry, dating back to when he and his father imported their own

valves and controls and began Wood Irrigation in the early 1980s. I imagine if Max were still here, he would be working the phones and doing deals and would be very proud of what WSP has become.

Whilst 15 years has flown by, we have no intention of resting on our laurels. Our focus is firmly on the next 15. We are motivated to continue improving the support we give our customers through our technical sales staff, and our logistics and stocking capabilities to ensure our customers can run their businesses more effectively and efficiently. A key part of this is the continued close collaboration with our suppliers to develop and improve product specifically for the New Zealand market.

Here is to the next 15! - Jason Grant

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In the beginning. The WSP warehouse in 2003.



WSP Auckland warehouse today.

2018 Classic Motorbike Festival

This year's event, held on 3rd and 4th February, drew a huge crowd despite terrible weather on the first day.

Water Supply Products would like to say a big "thank you" to everyone who took part in this festival – whether you participated in the events or brought your family and friends down for encouragement and support. We hope you all enjoyed yourself, and we look forward to the next Motorbike Festival.



World SBK champion Troy Bayliss on the WSP sponsored KiwiClassic 996RS.



2018 Irrigation NZ

Conference & Expo

Water Supply Products had a stand at this year's Irrigation Conference & Expo which was held in the South Island town of Alexandra.

We showcased the Krohne "Zero / Zero" Water Meter - Waterflux 3070 which does not require diameters upstream or downstream to hold its accuracy. By using this type of water meter you can reduce the length of the headworks, resulting in a more compact solution.

We also highlighted the Krohne "Opticheck" in-situ verification / diagnostic service tool.

WATERFLUX 3070

An electromagnetic water meter for district metering of potable water and custody transfer (CT) measurement. Features include:

- Battery or mains powered with battery backup option (incl. Modbus)
- Integrated temperature and pressure measurement for leak monitoring
- CT: MI-001, OIML R49 up to DN600 / 24", no inlet / outlet runs needed
- Burial installation possible (IP68)
- Zero / Zero diameters required for installation

OPTICHECK

A service tool for in-situ verification of field devices. Benefits include:

- Easy performance check of Krohne flowmeters and level transmitters
- Preventive maintenance and service features (incl. printed verification certificate)
- Extends recalibration intervals for increased safety and less downtime
- Certified verification (international standards)

On the "Headworks Display" we also showcased the latest generation Dorot hydraulic control valve, which has the following advantages:

- Stable regulation to near zero flow rates
- Single or double chamber
- Internal floating stem for near frictionless operation

Our expo stand also had a cut away of an Amiad Sigma Filter and a Flexibore / pump display.



WSP PRODUCT INFO

NEW

Improved Nelson 3030 series sprinklers for pivots

Nelson Irrigation is a leader in both horticultural and agricultural irrigation. They are continually developing new and innovative products and now, with over 12 months in the market, the new 3030 range of sprinklers is becoming increasingly popular.

The 3030 series has a number of benefits to make life easier and assist farmers manage their irrigation operations. The new 3NV nozzle can be twisted from its standard "on" position to a "nozzle flush" position, "line flush" position or even completely "turned off". Just press and twist until you hear it click. No tools required.

Colour-coded 3NV nozzles with easy-to-read numbering make it easy for both contractor and farmer. You can re-use your existing 3000 series cap, plate and regulator and just upgrade to the new 3030 body and nozzle or of course consider full replacement. Water Supply Products can help design and supply full sprinkler packs for new pivots, replacement sprinklers or just re-nozzles.

And let's not forget performance. The 3030 series incorporates the wide range of Nelson sprinkler products, like the Rotator (R3030) and Spinner (S3030) ranges, known for delivering the uniformity you have come to expect.

For more information visit the Water Supply website and follow the links to the Nelson Irrigation sprinkler pages.



WSP Pivot sprinkler packs

Pivot sprinkler packs – the critical but often ignored component on pivot irrigators!

In New Zealand, pivots are used to irrigate a variety of crops contributing significantly to our primary exports. Arguably the largest area of irrigated land is under pivots. Sales of new pivots often focus on the cost of the steel, but the essential component of any pivot system must be the sprinklers and their design.

WSP has the largest pivot sprinkler range, in stock all year round. We can assist with sprinkler pack design and are ready to help.

Pivots are aging in New Zealand with machines operating more than 1500 hours in most of the major irrigation districts. It's not hard to find machines with more than 30,000 hours, with sprinklers that often have a lifespan of around 10,000 hours in good quality water!

Pivot sprinklers have often been ignored by the farmer until they are well past their "used by date". Often, if there is water spraying the farmer is happy.

With increased environmental regulations such as ECAN's FEP, Dairy NZ's Good management practices and Beef and Lambs LEPs, the introduction of simple user tools like Irrigation NZ's "Check-It app" highlights the need for good pivot sprinklers and design. Updates and design improvements to existing hardware can have considerable benefits to efficiency, application rates, cost and overall use of water.

WSP offers a wide range of products from Nelson, Komet, Senninger and IACO. From parts to full sprinkler pack design and supply for your new machines.

We can provide ready for install complete packs, re-nozzle kits, full or part replacement packs, install manuals, end guns, end flush systems and boom backs.

For more information on pivot sprinkler packs or pivot related equipment, contact your representative or email charts@watersupply.co.nz.





Hunter audit of California golf course shows immense water savings potential

Lone Tree Golf Course in Antioch, California, was struggling with older irrigation equipment matching the demands of playability and water use.

After reaching out to Hunter Industries, course staff were connected to Hunter Golf Sales Manager Jeff Bine who developed a plan to help staff with their core issue: how to convince course management to invest in replacing antiquated rotor technology.

The solution was to take Hunter's "Take the Head-to-Head Challenge". Hunter partnered with the course to find a suitable site to conduct an irrigation audit while leaving play uninterrupted. It was hoped the audit would produce irrefutable data about water and power savings which staff could then use to demonstrate the value of a course sprinkler upgrade.

Next, a location on the course was selected to conduct the audit. A four-head section of a split fairway was used to measure the performance of the existing equipment. The audit was then repeated after the team replaced the heads with Hunter's G885-23-P6 rotors. The results were

staggering. The existing system could only manage a distribution uniformity of 54%, which is considered poor for a rotary sprinkler. The Hunter rotors achieved an incredible 76% distribution uniformity rating despite unfavourable wind conditions.

For the course, changing the rotors would have an immediate positive impact on water and power usage. While the uniformity percentages may not appear to be dramatically different at face value, the audit showed that replacing the course's 1,500 sprinklers would result in projected water savings of more than 64.3 million litres and reduce electrical demand on the pump system by approximately 190 hours. Furthermore, the efficiency gains would reduce the watering time by over two-and-a-half minutes per rotor, allowing for a much shorter watering window.

See what a Hunter audit could do for your golf course. Learn more at hunterindustries.com/golf.

Alain Dupuis - WSP Golf Rep

From the time he was a lad, Alain has always had a passion for water. He has worked on large yachts in Antibes, France, and has regaled us with tales of his daring, funny and adventurous escapades. He has practically been around most parts of the world, and speaks French, English, Spanish and Arabic.

During his career Alain has designed and built large irrigation projects in Jordan, Syria, Egypt and Morocco. For the last 16 years, he has been an Irrigation Engineer and Agronomist in the golf industry in Australia. With his vast knowledge and experience in golf course irrigation, he now spearheads our golf department.

Alain is a man with many talents. When he is not working, you can find him on his Ducati 500...being the "Flying Frog"! He is passionate about the outdoors, having climbed to the summit of Mt. Kilimanjaro, Mt. Blanc and to the base camp of Mt. Everest. While on his many expeditions, Alain collects items to give to local villagers as a "thank you" for their hospitality. Last but not least, Alain is a volunteer Surf Lifesaver. While most of us spend our Christmas indulging in food and drink, Alain spends his being a Patrol Captain based at Manly Beach in Sydney, Australia.



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