



FERRIER PUMPS LTD

Edinburgh • Glasgow • Aberdeen

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NEWSLETTER DECEMBER 2020

MERRY CHRISTMAS



MAJOR CONTRACT WINS FOR FERRIER PUMPS

A big hello and seasonal greetings to all our loyal customers.

This year has been a strange one and we can all give a sigh of relief that it is almost over and that there appears to be some hope ahead in the shape of a Covid vaccine, on its way. Let's all hope so.

But life moves on and work still needs to be done.

Ferrier Pumps are pleased to be able to announce that at the very end of November we picked up three major contract wins which are all Scottish Water related and which will improve the water quality of our rivers and beaches.

These projects are the Belleisle Combined Sewers Outflow project, which aims to clean up the beaches, and major improvements to Mauchlie Waste Water Treatment Works and Drongan Waste Water Treatment Works.

These projects run into many hundreds of thousands and will ensure that our Glasgow contracts department are kept busy right through to the end of the summer.



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Meanwhile, on a less dramatic level, our contracts people have been picking up all sorts of other projects with our traditional house building customers for Adoptable Waste Water Pumping Stations, most are to Sewers for Scotland Form 4 specification. These include in the Glasgow area,

Dalsholm Road,

St. Monans,

Henderson developments,

The Golden Jubilee national Hospital which utilises a Pipex MAF prefabricated plastic tank.



This picture shows a typical PIPEX prefabricated SEWAGE PUMPING STATION, which will be installed at the Golden Jubilee National Hospital.



Our Aberdeen office has also not been sitting idle with the following contract wins;

Chapelton Water Strategy, Water for Scotland, which is a massive clean water booster pump station upgrade,

Waterton Park Sewage package Pump Station,

Kyleakin Sewage Pumping Station which has been sitting in mothballs,

Lochside of Ley, Sewage Pumping Station which had also been mothballed,

And, last but not least, Midmill Sewage Pumping Station which was instructed to proceed by Fairhurst & Partners.



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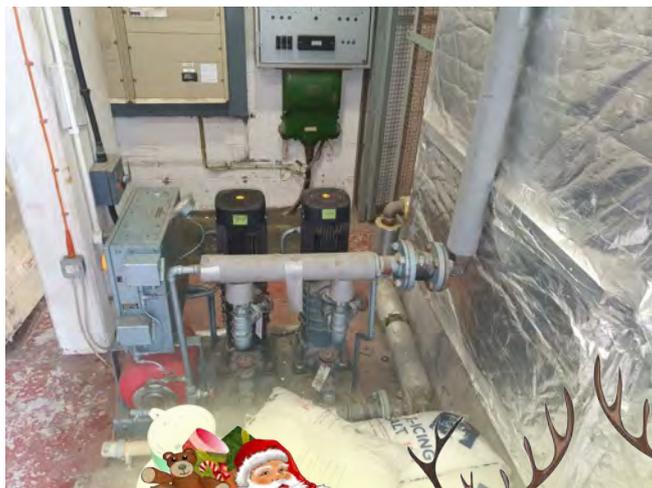
NISBET COURT

Our Edinburgh lads were quick off the mark when they were called out for a fast track job to replace an old Meagator booster pump set that was installed years ago at Nisbet Court in Edinburgh.

You can see for yourself the work involved swapping over the pump sets, old for new

Anyway, this is the time of year for out with the old and in with the new, so what better time than to improve the drinking water system at this building.

A nice quick job with everyone happy !



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REFURBISHMENT OF A SEWAGE PUMP SYSTEM

We had more adventures at a site at Dewar Place in Edinburgh, that required their sewage pump system upgraded and refurbished .

You can see what a nasty hazardous place our men were working in and they were suitably suited and booted with all the required personal protection equipment necessary for such a difficult working environment.

You sometimes wonder how installations like this are allowed to get into the state that they do but I suppose that once the lid is shut, it is out of sight out of mind.

If the system is working, it is soon forgotten about. A great job, well done lads !



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SEWAGE PUMP UPGRADE AT A LOCAL CARAVAN PARK

On another note, at a well kent caravan park in Fife, we were asked again to refurbish the control system on a sewage system.

The old panel was hanging together with Sellotape and so the best move was to simply replace the panel with a brand spanking new one.

About time !



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TWO LARGE SULZER PUMPS FOR A BIO-MASS PLANT



Aberdeen secured the order for two large Sulzer dry well submersible pumps for one of the new bio-mass plants that are operating in the area.

These bio-mass operations appear to be springing up all over the place and must be beginning to make a serious impact on the energy market in Scotland.

We have done quite a lot with these operations this year and look forward to continuing this trend in the new year



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FERRIER CALENDAR 2021

We have had a great demand for our calendars this year but we still have some left. [Click on the here to receive your calendar/s before Hogmany](#)



For any of our customers who would like one of our Ferrier Pumps calendars, please click the picture above

To cheer up our customers, for 2021 we have produced, what many have suggested, may be our finest 2021 CALENDAR since our calendar tradition began.

The pictures are extra large this year and display our ancestors depictions of life 10,000 years ago, by people who lived through those ancient times.

One glance at any of the pictures on our 2021 calendar will tell you that we are an extraordinary species, a species who BECAUSE OF our own intelligence and resilience, are survivors .

From this, we should look forward and take great hope, that the problems that beset us at this time will soon fade and be a distant memory.



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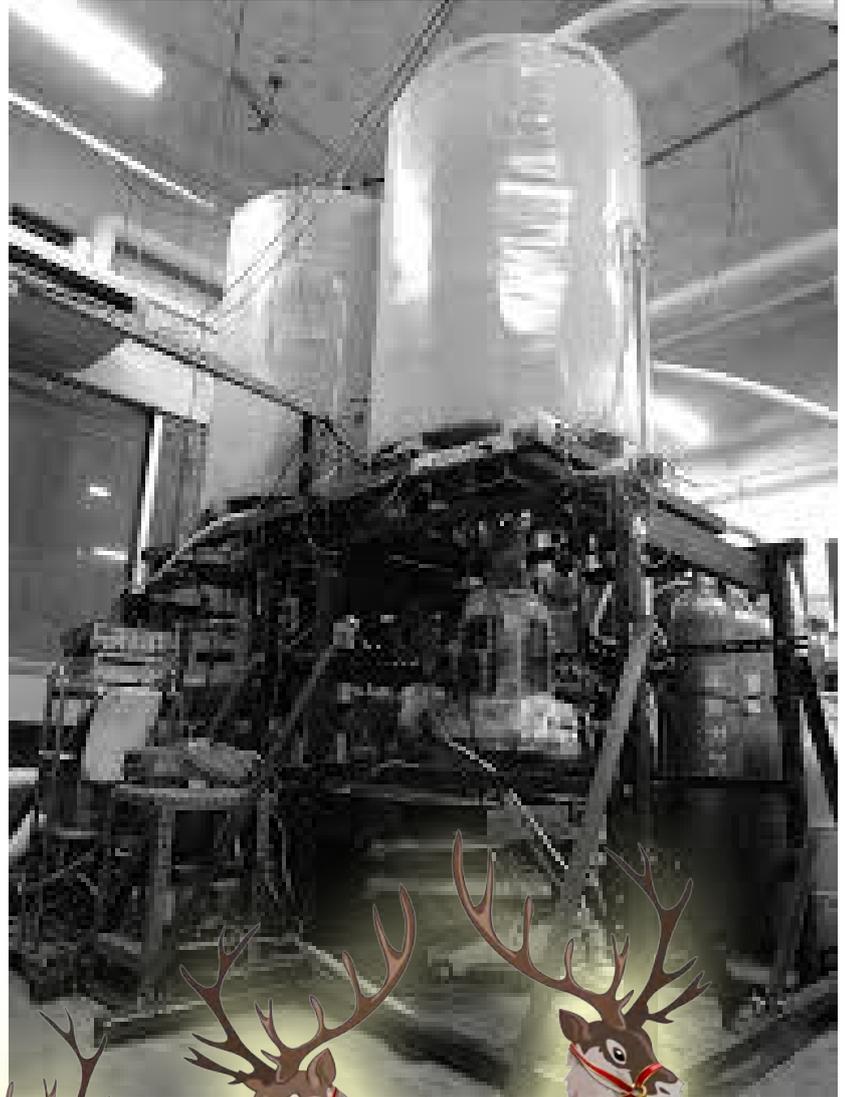
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ABERDEEN SECURES A LARGE ORDER FOR MARINE VACUUM PUMP SPARES



Last May, our Aberdeen office received an interesting enquiry from one of our regular offshore customers which was for a large quantity of spare parts for a Scandinavian manufactured Marine Vacuum Pump system similar to that pictured. Quite a bit of detective work went into this before we managed to locate the manufacturer and confirm that parts were still available. We quoted them out and heard precisely nothing until the first week of December when the client contacted us to place the order which was in excess of £30K. When business is tough out there such orders falling through the letterbox are especially welcome !



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GLASGOW HITS THE SPOT WITH OUR FM CUSTOMERS



Our Glasgow office has enjoyed a continuing increase in our BUILDING SERVICES business since August, especially as the facilities Management companies have started to come out of hiding, with a demand for heating system maintenance increasing as the colder weather starts to come in. We have been lucky so far with the weather but January & February are usually when the bad weather really bites so the time for maintenance is now.



Sales of IMP Pumps, Wilo, & Armstrong have been steady and we have again increased our stocks of these pumps to accommodate the FM companies who usually require replacement pumps in a hurry. We have also increased our stocks of single and twin pressurisation systems which are a product that are also often required at short notice

wilo



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GRUNDFOS SPARE PARTS

Glasgow picked up a nice £7,000.00 order for Grundfos spare parts from one of our regular customers this month.

I don't recall us ever picking up as big an order for Grundfos spares before this.

Not only were the spares for conventional water pumps but also for the Grundfos metering pumps which are beginning to be a significant player in that market.



GRUNDFOS



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TWO BIG PUMPS AND TWO NEW INVERTERS



We had an emergency the other day when a large twin booster set which had been running with only one pump working finally packed up.

These pumps were large 22KW vertical multistage units and we thought that we would find ourselves in a bit of a spot to find suitable replacements for such big pumps at such short notice.

Our Glasgow office got onto their phones and started the hunt .

The first phone call got a result and we were able to procure two DP Multistage Pumps which not only match the old pump duties but which are dimensionally identical to the old pumps which our men swapped over.

The old pumps had ground to a halt due to lack of maintenance on their variable speed drive systems which we were also able to procure at short notice.

It's a big like "Trigger's" broom. Three new handles and seven new heads but it's still the original brush he started with !

The DP pumps which are of excellent quality, are made in Holland. We have been told that the DP factory was started when the Grundfos distributor was informed that Grundfos was going to drop him and sell direct into the Dutch market. Today in Holland DP pumps have by far the lion's share of the market for such equipment. I bet the Grundfos employee who made that decision got promoted !



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GLASGOW LANDS ITS BIGGEST ORDER FOR NETZSCH PUMPS AND SPARES EVER

In the run up to Christmas, our Glasgow chaps once again surpassed themselves by securing an order just under £100K for Netzsch pumps and Spare parts.

Pumps included the famous Progressive cavity Pumps and also some of their excellent Lobe Pumps, while the spare parts were a combination of bits and pieces for both these pump ranges.

Our customer, who relies on these pumps for the smooth running of their operations was a little bit nervous that BREXIT might disrupt the supply chain so he very wisely decided that there was nothing to be lost in ordering an extra-large consignment of Netzsch equipment, allowing him to sleep easy at night.



EDINBURGH DIDN'T DO TOO BAD EITHER !

Our Edinburgh office were also to place a nice order for a rather large NETZSCH PUMP which is used in the manufacture of fibreboard. The guys at the Netzsch office must think their Christmas has come early this year !



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FERRIER PUMPS DESIGN A CHEMICAL DOSING TRAILER FOR RURAL COMMUNITIES

The pictured trailer is about to be fitted out as a portable chemical dosing unit for use on the water supplies of rural communities in the Scottish Borders Area.

The trailer will be fitted with Bauer couplings allowing mains water to be connected and fed through the trailer itself and then back into the mains, while a Prominent Metering Pump System doses the water in direct proportion to the quantities passing through the pipeline.

This system can be used should any of the chemical dosing stations in the

Borders Area ever suffer a catastrophic failure caused by a lightning strike or a fire or some such other disaster, and it can be taken to any hotspot that requires immediate remedial action to be taken to ensure that drinking water is fit for consumption, at all times, in accordance with the regulations.

The trailer unit can also be used as a PACIFICATION UNIT when new pipes have been laid which require to be sterilised prior to the potable water supply going into service.

The equipment for this unit will be arriving soon and we look forward to being able to show you some interesting photographs of the trailer and its metering pump systems once it is built and ready for service.



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FERRIER PUMPS THANK YOU FOR BEING SO SUPPORTIVE THIS YEAR

To all our customers, large and small from all of us at FERRIER PUMPS we wish to thank you for the support and loyalty that we have enjoyed throughout this most difficult year.

Soon it will be 2021 and Ferrier Pumps will be FORTY YEARS old, having started at the very depth of the recession in 1981, which is now just a distant memory. For Ferrier Pumps, things only ever got better and even while we still have to sometimes endure hard times, it really is not as difficult for people and business as it was in 1981. At this time, we are all tired of hearing about Covid, and we are equally tired of hearing about Brexit. Both have combined to make the future look patchy and uncertain with the fear of difficult times ahead for all our communities.



However, the four nations that make Great Britain have seen bigger threats before on many occasions and it is now time for us to raise our eyes and look to the future for the sake of ourselves, our children, and our grandchildren. We are a tough, resourceful and resilient people and we have a long history in which we can be very proud. We have played a positive part in our role on the world's stage. However, the clock does not stop here.

As a nation, we decided to leave the EU and stand on our own two feet. It is now the time for us all to play our part in making the future we and our country deserves. A great new chapter in our history awaits us.

Merry Christmas and a Happy New Year to all our customers, suppliers and staff, and their families. May good luck be with you all.

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