



**HYDRAULIC  
INSTITUTE**  
SERVICE TO THE  
PUMP INDUSTRY



**2018 ANNUAL CONFERENCE  
WIGWAM RESORT • PHOENIX, AZ  
FEBRUARY 26 - MARCH 2, 2018**



## **Roundtable Programs: Creating New Opportunities for HI Members**

### **HI Member Roundtables**

#### **HI Member Value Roundtable**

*Enhancing HI Member Benefits*

**March 1, 2018, 1:30 – 3:30pm**

Just as the Pump Industry has evolved over the past 100 years, so must HI. At the Member Value Roundtable, members can share their perspective on HI membership, programs and services. This open discussion will highlight new programs and help HI continue to expand its member services in areas that are important and valuable to its growing membership.

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#### **HI Marketing Roundtable**

*Shaping the Suite of HI Marketing and Communications Programs*

**March 2, 2018, 10:45am – 12:30pm**

System Assessments often lead to sales... HI training and technical resources are valuable tools to educate customers... At the HI Marketing Roundtable, Member marketing and sales professionals can share their perspectives on HI's programs as opportunities to connect with customers and end-users. Help shape HI's Mar/Com strategy at industry events, in the trade press and on social media so that it aligns with and supports Member's efforts.

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#### **HI CEO Roundtable and Lunch**

*An Exclusive Forum Designed By & For Executive Management*

**March 2, 2018, 9:00am – 12:30pm**

The HI CEO Roundtable is the place for member CEO's and Sr. Execs to network and hold candid discussions that focus on the challenges and pressures unique to the leaders in our industry. From markets and economics, to technology and public policy, to leadership and innovation, invited speakers (including Alan Beaulieu and Chris Fussell) will lead discussions to help members prepare themselves and their organizations for an uncertain future.

*Industry Focused Roundtables on following page >>*

# **Industry Roundtables**



## **Positive Displacement Pumps Roundtable** *Solving Industrial Pumping System Challenges* **March 2, 2018, 9:00am – 12:30pm**

The first HI PD Roundtable surfaced the need to develop training materials that would address general misunderstandings of PD pump technology and applications. The group developed a roadmap for HI to develop training resources that HI Members can use to provide basic training for channel partners and end-users. The roundtable will continue to develop:

- An E-learning curriculum focused on teaching the basics of PD pumps
  - Training materials comparing PD pumps, technology, use cases and applications to centrifugal pumps
  - A PD based Pump Systems Optimization (PSO) course to compliment HI's successful rotodynamic PSO Course
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## **Commercial Building Services Roundtable** *Creating Pump Solutions for Building Services* **March 2, 2018, 9:00 – 10:30am**

Servicing millions of people every day, today's commercial buildings need heating and air conditioning systems capable of delivering ongoing comfort to its residents. This roundtable will gather together pump and supplier OEMs, engineering consulting firms, mechanical contracting firms and owners/operators from a wide range of commercial buildings to discuss the vital challenges in today's commercial building markets. Several topics will be covered, here are just a few of the highlights:

- Pump specifications and design challenges
  - Proper operation and maintenance within existing pumping systems
  - Improving energy efficiency in both HVAC and water heating systems
  - Creating integrated pumping systems with variable frequency drives, control units, communication modules, and remote monitoring systems
  - How to best optimize any building pumping systems
  - How can the Hydraulic Institute further assist commercial buildings pump end-users in improving their new and existing pumping systems
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## **Industrial Roundtable (Rotodynamic Pumps)** *Solving Industrial Pump System Challenges* **March 2, 2018, 9:00 – 10:30am**

Improper pumping system design and general pump system inefficiencies have resulted in unique challenges for pump end users across the water/wastewater, chemical processing, oil & gas, power generation, mining, agriculture and pulp & paper industries. These challenges can include wear and tear on a wide range of pumps, cavitation, vibration, lower reliability and higher energy costs. This roundtable is a forum for Pump and Supplier OEMs, EPCs, Owners/Operators and End Users to discuss the challenges and opportunities surrounding axial, mixed flow, or centrifugal pump systems. Several topics will be covered, here are just a few of the highlights:

- Vibration and out-of-balance equipment
- Getting mechanical seals to last longer and work properly
- Pump cavitation and how to avoid this problem
- How to extend pump life
- Effect of process changes on electric motors
- Best way to vary the speed of pumps
- Looking at the pumping systems versus just components

**If you have any questions regarding the roundtable events, please contact Mark Sullivan, Director, Education & Training, Hydraulic Institute, at [msullivan@pumps.org](mailto:msullivan@pumps.org) or call 973-349-5329.**