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Special Feature dtexhibition:2007 - Review



The Voice for the
 National
Sewerage
Association

The Magazine for the Drainage Industry



dtexhibition:2007



On the 5th and 6th September Cheltenham experienced a brand new phenomenon in the form of dtexhibition:2007 – a showcase for all that is best in the drainage, sewerage and trenchless technology industries, together with conference sessions highlighting some of the most important issues facing the industry today.

Did it work? Will Cheltenham Racecourse ever see the like again, or will it have to make do with horses running round in circles from now on?

There was certainly no lack of effort on the part of the organisers and exhibitors. The Drain Trader team worked terribly hard to organise and publicise the event, and it was extremely well supported by the magazine's clients old and new. Grateful appreciation goes to all the exhibitors,

sponsors, seminar presenters and everyone who contributed so much to dtexhibition:2007.

But that doesn't answer the question, and indeed the only people who can are those who were there, so what did they think of it?

All exhibitors – over 70 in total – were asked to complete a questionnaire with their feedback on the event. The results are reassuringly conclusive, with 77%

saying that the exhibition was 'good', 19% classing it as 'average' and only 4% rating it as 'poor'. Bearing in mind that it was the first exhibition to serve this particular mix of interests, the first in this location and the first to be organised by Drain Trader, the absence of any need for a stewards' enquiry is heartening.

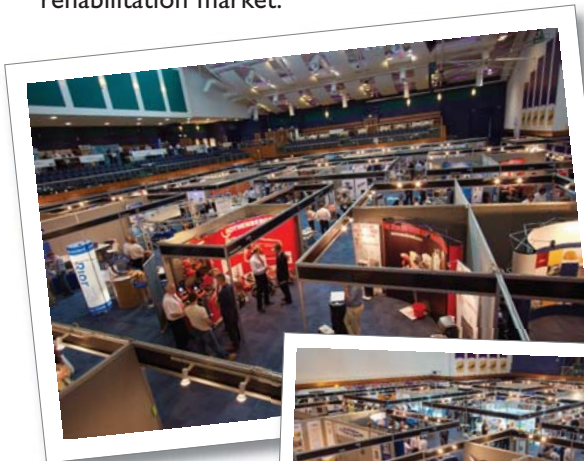
Most exhibitors commented that the quality of visitors was very good, many secured sales at the event, and a few have already expressed an intention to book for the next dtexhibition whenever that may be – nothing was planned until the results of this year's event were known. So overall this was a very good run by a yearling, and shows great potential for the future.

Visitors were treated to an excellent display of the latest technology, systems and services, and the rest of this feature is a brief review of what was on offer for the benefit of those who may not have had time to see everything and those who were unable to attend on this occasion. Just keep a look-out for announcements of the next opportunity!



Indoors

The exhibition was in three areas – the main indoor hall, a mezzanine/balcony floor and an area outside with plenty of space for larger exhibits. We'll start inside and proceed according to stand numbers, beginning with stand A1 which saw **Gadmon Industries** and their Easy Liner system for lining main sewers, drains and laterals, and also sealing the junction between the lateral and the main. Gadmon supplies all the materials, equipment and training necessary for contractors to offer a complete renovation service in this growing sector of the pipeline rehabilitation market.



Moving on to the **Flowplant Group** on stand A2, the centrepiece was the new Harben



DTB500 trailer jetting unit which can deliver up to 4000 psi. A key feature of this machine is radio remote control, enabling safe one-man operation. Also featured was an extensive range of drain cleaning and jetting equipment, available from Flowplant's depots throughout the UK.

UK Pipelines.com were promoting their repair products and equipment, aimed at the water industry, local authorities, utility companies and contractors both within the UK and overseas, whilst **OnSite Central** – part of South Staffordshire plc – demonstrated flow monitoring, water

quality sampling, pipeline renovation systems, topographic and GPS surveys, data collection and cleaning services for the sewerage industry. Among **OnSite's** latest products is the 'top hat' system for repairing the connection between the main and the lateral.

Mini-Cam's colourful stand contained a wide array of pipeline inspection equipment, including DVD systems, pipe wall scanners and iPEK crawlers covering all pipe diameters. Fully fitted survey vehicles were also on display. On stands B1-B4 **C J Kelly Associates** displayed pipeline renovation materials and equipment from Karl Otto Braun, MC Building Chemicals, Saertex and ProKasro for whom they are agents. A portable system for UV-cure CIPP liners was possibly the star of the show, and this equipment has now been successfully adopted by a number of contractors in the UK.

WRc is long established as a major provider of research, specifications and accreditation to the water industry, and on stand B5 were a selection of publications relating to sewer adoption, condition classification, infrastructure management and other issues of relevance to the sewerage sector. **Scanprobe/Renoline** were promoting their CCTV systems for use in pipes, chimneys, and boreholes from 35 to 1000 mm diameter, together with a range of drain lining materials and equipment which can be ordered through the company's website.

Reflecting the popularity of robotic systems for pipeline repair, **KRE Engineering** exhibited equipment



manufactured by their Australian parent company and supported from two depots in the UK. Advanced technology requires competent operators, and **RSJ** were on hand to provide consultancy and WRC-reviewed training in all aspects of trenchless technology from small lining projects to major contracts throughout the world.

High pressure jetting is the most popular method of cleaning small and medium diameter pipes, but to work efficiently it requires the right equipment and accessories. **Aquapower** is an independent company that supplies and offers advice on a wide range of jetting nozzles and accessories, a good selection of which was on display. Cured-in-place lining has also seen many technological advances in recent years, and **Trelleborg Epros** was promoting some of the latest materials including low-shrinkage resins for infiltration sealing, together with the LCR system for sealing between a main sewer and lateral connections.

One of the longest established names in the pipe lining industry, **Insituform**, was focusing on its 'Blue' systems for renovating water mains. These include Thermopipe, PolyFlex, PolyFold and the new iTAP method for the internal reinstatement of service connections. **Spartan Tools** had a display of portable pipe and drain cleaning equipment for plumbers and drainage contractors, whilst **Flexseal/Fernco** used the exhibition to launch a new

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lifter and inspection systems from Ridgid and IBAK. **Radiodetection's** stand had a comprehensive display of CCTV equipment including portable Flexiprobe systems for smaller diameter drains and sewers, together with cable and service avoidance tools and other survey equipment.



product – the Fernco Pipe Doctor Radius System. This is an adaptation of the established Pipe Doctor lining technique but allows a liner to be inserted around 90° bends without wrinkling. Another new product is UltraCoat – an epoxy coating system for rehabilitating a wide range of substrates.

ER Systems have become well established for the supply of drain lining equipment and materials, and their stand featured a new product – the Liner Gun which can install CIPP liners without being limited by the size of a pressure drum. This device can be used for liners of 100-300 mm diameter and in lengths of over 100 metres if required. One of the most striking exhibition features was provided by **Ashtead Technology** who had a large simulated flame at the edge of their stand – certainly an attention grabber. Venturing further revealed a wide selection of equipment for CCTV inspection, gas detection, flow monitoring and ultrasonic crack detection – all available for hire.

It is good to see the problem of lining around pipe bends being addressed, and a further solution was displayed by **Sewer Center** in the form of the PatchBox 90 repair kit. Various other new products were also on show, including a magnetic manhole cover

CamScan range of inspection equipment which was exhibited on their stand, whilst the **Waterflow Group** were promoting their drainage and construction services to the water and railway industries – especially the recently introduced UV-cure pipe lining system. **TT UK** were displaying their wide range of pipebursting and rehabilitation equipment, focusing particularly on the new GrundoTigger self-contained cable bursting rig and the GrundoBurst 400S for manhole-to-manhole pipebursting in sewers.

Jetting Systems had both indoor and outdoor displays, featuring Rico CCTV inspection equipment including the mainline Rebell system, together with crawlers and other ancillaries. Concentrating on particularly difficult and specialist pipeline cleaning jobs, including the removal of concrete and even steel piles from sewers, **Tube Tech International** was advertising its services to the sewer maintenance industry, especially for unusual projects.

Continuing the cleaning theme, **Whale Tankers'** indoor stand was promoting jetting equipment including nozzles and ancillaries, backed by nationwide customer service. A holistic

approach to digital survey recording and reporting was the theme of **Digital Partners'** stand, with a new approach to survey methodology. Contractors **CCI** were promoting their services including utility mapping, water jet cutting, pipe lining, pipe bursting, joint testing and sealing, pipe re-rounding and CCTV surveys.

We're up to stand G4a now and another comprehensive display of cleaning and inspection equipment from **Ridge Tool UK**, including the Seesnake cameras and both hand operated and electric cleaning tools for drains and sewers. Jetting nozzles are the speciality of Dutch company **Salotech International** who claim to be Europe's largest supplier of parts and accessories for water jetting equipment, and their stand reflected the wide range.

Drilline Products are UK dealers for IDS ground



probing radar (GPR) systems. and their stand highlighted two of the latest systems for utility mapping – the compact Detector Duo will fit in a car boot, whilst the larger RIS-MF produces more detailed 3-D utility maps. Emphasising again the importance of training, **D'n'T Facilities'** stand had information on training on confined space working and jetting courses approved by the Water Jetting Association and City & Guilds.

A very distinctive purple/mauve colour scheme made **XTek Innovations'** equipment stand out, and their display featured drainage camera systems which the company says are designed for reliability. **TA Drilling** were exhibiting a range of trenchless installation equipment, featuring in particular the latest Earth Pro moles and bursting equipment from Astec Underground.



Well known for innovative renovation systems for the gas industry, **Steve Vick International** has moved into the drainage market with some new products including the Drainblock Bag which was featured on their stand. Designed to seal abandoned laterals and prevent infiltration entering the main sewer, it is inserted from the upstream end of the lateral and forms an effective seal within 30 minutes. Repair technology based on modified cement mortar is the realm of **Hermes Technologie** who were promoting methods of lifting and re-leveling manhole covers and frames, manhole renovation, pipework protection and robotic repair.

Avoiding problems by accurate mapping was the feature of **Infotec Consulting's** stand. The company offers comprehensive utility detection and mapping systems, together with a site appraisal service for prospective land purchasers. **Proteus Equipment** exhibited a full range of manhole cover lifters, including the Handylift Hydraulic unit, together with asphalt hotboxes, whilst **Wincan Europe** were promoting their well-known CCTV and manhole data reporting software.

Drainworld featured the Troglotech digital CCTV system which comes with not only training on CCTV reporting methods but also advice on basic business development, marketing and advertising. The Clearline laser pipe profiler was also on display. **Monument Tools'** stand looked like a proper toolshop with a good display of conventional hand tools together with more specialist equipment for the drainage industry, including cleaning, testing and manhole lifting gear.

U Mole were displaying moling, pipe handling and vacuum excavation equipment, but the prime exhibit was the Vermeer PB30 portable pipeburster with a 30 tonne capacity, designed for the on-line replacement of 100 and 150 mm drains and sewers. A well as exhibiting lining supplies including tube, resins and calibration hose, **RSM** were also promoting the establishment of a new depot in Rayleigh, Essex, to complement their existing premises in Doncaster.

If education, education and education are priorities, as indeed they should be, the **Develop Training** stand had information on consultancy and training in health and safety, technical skills, environmental issues and



management.

Perco Engineering Services were promoting their PressureCIPP cured-in-place lining system for sewage rising mains from 150 to 1200 mm diameter, and if you wanted to wash your hands of the whole business where better to go than **Teal Patents** where 'the best hot water hand wash in the world' was being demonstrated.

On the final leg of the ground floor circuit we come to **IBG Hydro-Tech** with a range of standard and bespoke jetting nozzles and cleaning accessories, plus the HydroCut robot for reopening lateral connections. Sticking with cleaning, **Rioned Wards'** stand showcased the Multi Jet trailer-jetter with up to 4000 psi pressure and claimed to have 'the lowest noise levels of any jetter you can buy'.

Terebro were exhibiting their auger boring, pipebursting and moling equipment, and in particular the new Bohrtec BM400LS guided auger boring rig with 150 tonne thrust, which is available for hire complete with operators. Rounding up the ground floor exhibits, **Rothenberger's** stand included portable CCTV inspection equipment and a selection of drain cleaning apparatus.

From on high

The mezzanine or balcony provided a splendid view over the main hall, and also housed a number of stands starting with **Pipex Direct** who also had exhibits outside. Featured products included CCTV inspection

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systems, utility locators and in-pipe cutters. **JK Environmental & Sons** were up there too, offering environmental solutions and problem solving to both the public and private sectors, including response to emergencies such as chemical spillages.



Next in line was the **NSA**, a trade association representing companies associated with the survey, maintenance, operation and renovation of sewers and utilities, followed by **Eberspächer** who are well-known manufacturers of vehicle heating units for those cold winter days and nights on site, but who were focusing here on vehicle-mounted hand-wash systems to help contractors comply with health and safety regulations. Two more well-known industry organisations followed – **UKSTT** which for the last 14 years has been promoting the use and benefits of trenchless technology to the public and decision makers, and **SBWWI** which represents over 80 UK manufacturers, contractors consultants and others supplying the UK water and wastewater industries, and provides liaison between clients and the supply side of the industry.

Finally we arrive at **Total Protection (UK)** whose stand featured a wide range of safety equipment including gas detectors, breathing apparatus, fall arresters, safety lighting and cable avoidance tools.

Glorious Gloucestershire

We can now safely emerge into the Cheltenham sunshine to look at the outside exhibits, starting with **Thomas's Vehicle Solutions**, a long

established vehicle rental company specialising in stainless steel and aluminium vacuum tankers and trailers. **Mini-Cam** were out here too with a fully fitted vehicle, as were **Stauff UK** who displayed an array of hydraulic hoses and components including the SuperTherm jetting hoses. **Flowplant** were exhibiting a van-mounted jetting unit, whilst the **Bale Group** promoted their suction, jetting and CCTV units supported by a 40-strong fleet of vacuum and general purpose tankers and trailers.

Economy Hire were offering a combined jetting and CCTV van for £99 a week, and **E Tech Enterprises** had an impressive four-axle combination jetting/vacuum unit in Clearaway's colours, which would have cost quite a lot more. **Woodend Municipal** promoted their hire fleet which ranges from 3.5 to 32 tonne jetting and combination units, exhibiting their new 2000 psi jetter on a 7.5 tonne chassis.

GK&N Services focused on jetting and tanker equipment including reels and ancillary equipment, whilst the **Lanes Group** had a roadshow display promoting various systems including laser profiling and a CIPP liner inversion machine called the Shooter. **Pipex Direct** complemented their balcony stand with outside demonstrations of the Dancutter for lateral reopening – and you could also win a T-shirt.



MW Specialist Vehicles promoted their bespoke CCTV fitting services, and **Rioned Wards** had two van-

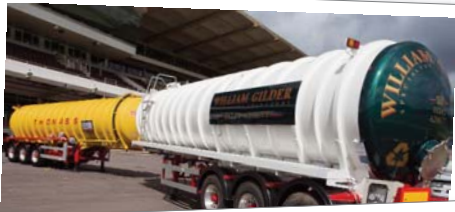
mounted jetting units on show. **Jetting Systems** also had two vans fitted with Rico CCTV and jetting equipment, whilst **Leeds Commercial** promoted tailor-made vehicle supply packages to the commercial, municipal and construction sectors. **Whale Tankers** exhibited their JetVan and compact T3 units, and **KRE Engineering's** robots were enjoying the sunshine too.

Hot water and ultra high pressure jetting trailers were promoted by **Jetchem Systems**, and **XTek Innovations** complemented their indoor display with vehicle mounted CCTV equipment. **Sewer Center** exhibited their drainage renovation and inspection products, **Doornbos** had two large vacuum/jetting tankers on display, including a recycling unit, and last but by no means least was an imposing three-axle tanker trailer exhibited by **William Gilder**.

Conference

Alongside the exhibition was a seminar programme addressing some of the major issues in the drainage and trenchless technology industries. Nobody can deny that cost-effectiveness is essential if trenchless methods are to compete with traditional open cut, and that was the theme of the first seminar on Wednesday morning, presented by Lloyd Richards, customer support and training engineer for **TT UK**. Lloyd described four no-dig systems that could increase efficiency and complement contractors' portfolios of techniques.

A hot potato right now is the proposed transfer of responsibility for private sewers to water companies in England and Wales, and many contractors, especially the smaller companies, are understandably concerned about the impact of this on their businesses. The second presentation, led by Phil Wildbore of **Defra**, focused on the ongoing consultation procedures and the options available to effect the transfer.



Plenty of time was allowed for contributions from delegates, and it is safe to say that a lively debate ensued.

The first presentation in the afternoon, by **Infotec Consultants**, described the UK's first gyroscopic pipeline mapping system which can increase the reliability of utility location, and this was followed by a seminar led by Dr Andy Russell of **WRc** which looked at the tests carried out on lining systems and other renovation techniques to establish their resistance to shrinkage and groundwater ingress.

Thursday's first session saw **Pipex Direct** describing the latest CCTV data collection and input system from Cobra, and this was followed by a repeat of **WRc's** seminar on infiltration testing. Oberon Praties of **Develop** then commented on the lack of qualifications available to people in the wastewater industry to establish their competence, and the proposals for training and standards to remedy this.

The final seminar on Thursday morning

had Ian Ramsay of **Trelleborg Epros** describing a solution to an Achilles' heel of lining systems – infiltration between the lined main and the lateral. His company's LCR system creates a seal at the connection, and over 25,000 installations have been completed worldwide to date.

After lunch, we returned to the thorny subject of private sewers and drains, with a seminar led by Iain Naismith of **WRc** on the options for the transfer of ownership.

How was it for you?

In a perfect world, visitors would go away from an event like this with a greater appreciation of the market and the technology available, and perhaps with a determination to use more of it in future. Exhibitors would feel that they have seen some good potential customers, have been able to spread the gospel, and that their time on a stand for two days has been well spent.

Inevitably you cannot please all of the people all of the time, and no exhibition, however well conceived and organised, is going to tick the right boxes for everyone. However, positive feedback of 96% is a pretty good result, and the comments from most exhibitors and participants have been very encouraging.

Nigel Wilson of Mini-Cam remarked that, "The visitors were of good quality – contractors who were actually looking for equipment to suit their needs. At many exhibitions, a lot of visitors are just there for the day out so the attendance figures look good but there aren't many potential customers. This was one of our best ever shows in terms of turning enquiries into orders."

One of the exhibitors with a stand outside, Gary Elsy of GK&N, said, "It was good for us. We had plenty of serious enquiries and even sold one item of equipment within two hours of the exhibition opening."

Relatively new to trenchless technology exhibitions, although a long established company, was Eberspacher who were promoting their hand-wash systems that have become increasingly popular with the tightening up of health and safety regulations. Bryson Golby was pleased with the results: "We found it very good. We had several strong enquiries and plenty of interest, and we would definitely attend another one."

Graham Rowcliffe of Doornbos was very enthusiastic: "It was superb!" he said. "We had a substantial number of enquiries from existing and new clients, and there was great interest in both the 3000 gallon tanker and the combi unit we had on display. We have taken an order for a combi unit as a direct result of the exhibition."

According to Mark Preston of Flowplant, "The quality of visitors was very good. We were pleased with the results of this exhibition and will be first on the list for the next one."

So there you have it. Drain Trader's first foray into the world of exhibitions seems to have gone down very well with most people, which is really as much as could have been hoped for. As a result of the generally positive feedback, it is likely that there will be a repeat at a date and time to be confirmed, so please keep watching out for announcements.

A Big Thank You

The success of dtexhibition:2007 was the result of a lot of hard work and commitment not only from the Drain Trader team but also from sponsors, advertisers and exhibitors. Sincere thanks go to everyone who contributed to the event, and of course to those who visited and made it all worthwhile.

Article written by: Paul Hayward

Photos courtesy of: Paul Hayward