

PWT News

December 2008

PWT Bulletin #3

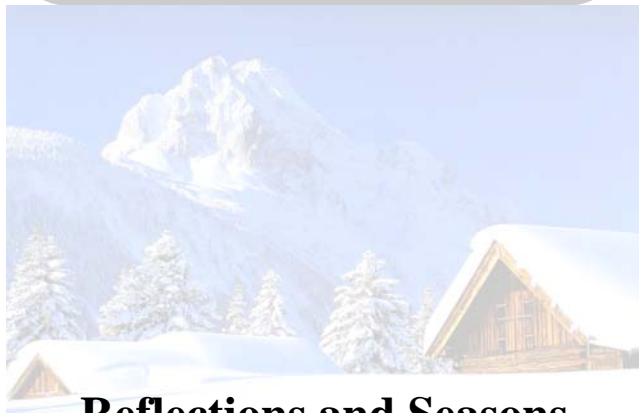
Inside this issue:

Reflections and Seasons Greetings

WEFTEC 08 Follow up

New Reps

Volute Piloting News



Reflections and Seasons Greetings from PWT

As the end of 2008 draws near, PWT is entering its third year of operation. During the second year we have concentrated on building up our capacity to support our Reps in their sales efforts and deliver projects in a timely and professional manner. To that end we have employed new office and field staff, invested in additional office capacity and capabilities, got ourselves on the Web properly (www.PWTech.us), and at the start of 2009 will have additional pilot testing equipment.

2008 also saw a number of firsts, particularly with installations of the Volute Dewatering Press, which despite over 1100 in-

stallations around the world, had it's first winery and potable water installations here in the US. In addition the first SAF unit was installed in the US. Following extensive testing, which has generated excellent performance results, several other units are under design for upcoming installations.

While the current economic climate has certainly slowed business down a bit, we have had a good year for sales largely due to the efforts of many of you for which we are thankful. Despite the times, we are looking to build on our success and grow our business further through 2009, and we will be calling on many of you to help us in that effort.

So from all of us at PWT, Thank you for you efforts and support during 2008. We would like to wish you all the best that the holiday season has to offer and we look forward to sharing a prosperous and rewarding 2009 with you.



WEFTEC08 Follow Up

PWTech had a very good WEFTEC, and generated a number of leads – some of which have already resulted in pilots and proposals being generated. Thanks to all who dropped by to see us and say hi (or just to sit down and rest those feet). In addition to sales leads, PWT also had appointed (or moved to appoint) some new Reps resultant from our time at the show.

RIGHT: PWT's Booth at WEFTEC 08



New Reps

PWT would like to welcome on board: Russell Resources (New England Excl. CT), South Eastern Engineering Equipment Sales (GA and AL), and Sapphire Group (Western Canada). We look forward to working with you.

WELCOME

Need Literature? Call Jeni Eligh at 410-238-7977 or email at jeligh@pwtech.us.

Volute Piloting News

Currently our Volute Pilot KD 202 is on the West Coast enjoying the warm and sunny weather (??). We have it committed out there until the end of Jan 2009 and then will be looking for addition sites for testing. In addition beginning the first week of Feb 2009 we will have a brand new pilot unit (an ES131) available for piloting. Towards the end of Feb 2009 we will finally have our new Volute Thickener VT201 out on the road for piloting as well.

Recently we have done a large number of pilots in meat packing operations. The ability of the Volute to deal with fatty and oily sludge's very much comes to the fore in this type of application. We would encourage all our reps to look for any potential projects in their territories for future pilot testing. We find it's the best way to sell the Volute – when operators see how it runs, how simple, quiet, compact, and yet effective and efficient it is – it tends to sell itself.

