



## Support growing for the International Center for Water Technology

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Dan Clawson and Vern Highley just returned from a trip to Washington D.C. on behalf of ICWT. They were involved in a number of positive meetings with the Bush administration offices, water-related trade associations, the USDA, the California senators' offices, and nearly two dozen congressional offices. Although the concept of ICWT was well received by each office, the clear message to anyone seeking a federal appropriation this year is funding is extremely scarce and competitive. Two more teams will visit the nation's capital in September to help ensure as many people as possible are aware of the project and its potential impact.

Thanks to leadership from Congressmen George Radanovich, Bill Thomas, and Cal Dooley, an appropriation of \$7.98 million for the development of the International Center for Water Technology is being considered by the House of Representatives this budget cycle. Much support for the project has been expressed from cluster companies, public agencies, water districts, civic organizations, and elected officials have expressed strong support. In total, over 70 letters have been sent to Washington D.C.

Grass roots support is very important to legislators considering the ICWT appropriation. We still need to communicate the importance of this project to Valley delegates and the subcommittee reviewing our request. If you haven't already, please send in your letters of support. Template letters including contact and fax information are available at <http://www.icwt.net>. Click on "Legislative Package" to access them. You may also view the letters submitted to date by clicking on "Activity Update".

Thanks to the following organizations for submitting their letters in support of the International Center for Water Technology:

*SPX Valves and Controls  
Grundfos Pump Co.  
EMViron Technologies  
Floway Pumps  
Mazzei Injector Corporation  
Waterman Industries, Inc.  
California State University,  
Fresno, Office of the President  
Lakos Corp.  
James Barrett Associates, Inc.  
Harris Farms  
Irritech International Inc.  
Netafim USA  
Toro Ag  
California State University,  
Bakersfield, Office of the  
President  
Metropolitan Water District of  
So. California  
Fresno Valves and Casting, Inc.  
US Farm Systems  
Fresno Area Collaborative  
Regional Initiative  
Rain For Rent  
NDS, Inc.  
Association for California Water  
Agencies  
American Ground Water Trust  
County of Fresno  
City of Clovis  
The Fresno Business Council  
Assemblyman Roy Ashburn*

### **The International Center for Water Technology launches international outreach campaign**

An international campaign targeting manufacturers of water technology all over the world is now ready to launch with the completion of the International Center for Water Technology's first brochure. The brochure, which explains the San Joaquin Valley Water Technology Cluster and the proposed \$60 million ICWT, was funded in part by a grant from the Fresno County Workforce Investment Board. The active water cluster companies helped



finalize the ICWT logo and brochure text. An electronic copy of the brochure is available in PDF format at [www.icwt.net](http://www.icwt.net). Printed copies will be mailed to cluster companies throughout the San Joaquin Valley for distribution to colleagues and trade associations. If you would like additional printed copies, please contact Laura Ramos at the Center for Irrigation Technology (559-278-2066 or [lramos@csufresno.edu](mailto:lramos@csufresno.edu)).

### **Coordinator appointed for workforce demonstration project**

Manjit Muhar-Atwal has been appointed the project coordinator for the San Joaquin Valley Water Technology Cluster's Workforce

Demonstration Project. Manjit began her new position on June 4, 2002 thanks to funding from the James Irvine Foundation. She will provide coordination and support to the Water Cluster Workforce Committee and serve as the liaison between the committee and the community college partners in developing and operating the water cluster training and internship programs, "Careers in Manufacturing Technology."

Manjit received her B.S. degree in Business Administration with an option in human resource management from California State University, Fresno and is currently enrolled in the Master of Business Administration degree program.

Manjit's office is in the Central California Futures Institute on the Fresno State campus (Keats Campus Building 113). She can be reached at [manjitm@csufresno.edu](mailto:manjitm@csufresno.edu) or 559-278-8459.

### **Chile and Brazil: Outstanding business opportunities for water and flow technology businesses**

From April 24 - May 9, Dan Clawson, Project Manager of the CALIFT Program spread the word

about the CALIFT Project and the SJV Water Cluster to markets in Chile and Brazil. He was accompanied by Eduardo Torres from the U. S. Department of Commerce and Leonard Lariviere from National Pumps.

On April 25-26, Dan and Eduardo attended the Expo Riego in Santiago, Chile. This was the first irrigation-specific show in Chile. Attendance was light, but provided an opportunity for meetings at the U.S. Embassy and the U.S. Department of Commerce.

The second stop was the AgriShow 2002 in Ribeirao Preto, Brazil. Dan reports that this show is a "must" for entrance into the Brazilian Ag market and attendees included "everyone who is anyone in the Brazilian ag business." Extensive meetings were held with Northeastern States and contacts. During this time, separate "Gold Key" calls were conducted in the water and wastewater sectors in Sao Paulo and Belo Horizonte. Utilities, engineering firms, distributors, and government agencies were contacted and introduced to CALIFT and the ICWT. If there is enough interest from cluster members, a trade

### **Architect's Rendering of the Future International Center for Water Technology**



mission trip to the Northeastern States of Brazil will be planned for early next year.

The third stop on the itinerary was the Expomin 2002 mining show in Santiago, Chile, the largest biannual show in South America. The exhibitors included the "Who's Who" of mining and included many current cluster members. Separate contacts were made with municipal water and wastewater entities in Santiago. Santiago has an extensive project for cleaning up sanitary and industrial waste. This project may be of interest to anyone in this sector of the water industry.

Arrangements for the San Joaquin Valley contingency were facilitated by the Gold Key services provided by the U.S. Department of Commerce. For a fee paid by CALIFT, the Commerce Department is able to pre-screen companies in the country to be visited, set an agenda for the visit, arrange appointments with the appropriate individuals, and provide transportation and translation services. For information on how water cluster companies may use this service, contact Dan at The Center for Irrigation Technology at 559-278-2066.

The overall acceptance of the CALIFT program and the interest in the formation of the International Center for Water technology was excellent. Substantial opportunities in Brazil and Chile that could lead to export success are available.

The complete report, as well as background and literature samples brought back from the trip is available by contacting Laura Ramos at [lramos@csufresno.edu](mailto:lramos@csufresno.edu).

## Industry News

### New patents developed by Claude Laval Corp: separator performance improves with new features

LAKOS Pump Protectors Separators now remove more and finer sand particles and perform with a lower head loss and provide more protection for your submersible turbine pumps. This product is expected to extend a pump's life by at least four times.

Two new patents are responsible for these improvements. The Swirlex slots provide a smooth transfer of flow from the well into the LAKOS Separator, reducing head loss by about 25%. The internal Vortube creates pressure differential between the separation chamber and the sand collection/discharge chamber, encouraging more particles and even finer particles to become separated.

LAKOS Pump Protection Separators are installed on the suction of turbine pumps to eliminate excessive abrasive wear by sand. Pump repairs and energy costs are reduced. Untimely shutdowns for

repairs or replacements are avoided. Water systems operate better with fewer sand-related problems.

### Mazzei Injector Corp. aerating system featured in Resource Magazine

The June 2002 issue of *Resource* magazine identifying 50 outstanding innovations for 2002 includes an article on an injection system developed by Mazzei Injector Corp. that aerates soil consistently and uniformly. Angelo Mazzei received the Top 50 award last week in Chicago from the American Society of Agricultural Engineers. More information is available at <http://www.asae.org/resource/ae5002win.html>. Congratulations Angelo and the Mazzei Injector Corp. team!



*Would you like to share information from your company with the San Joaquin Valley Cluster? Send your industry news to **Kathe McCall** at [kathem@csufresno.edu](mailto:kathem@csufresno.edu) or by fax at 559-278-8461.*

## What is the San Joaquin Valley Water Technology Cluster?

The San Joaquin Valley Water Technology Cluster is an informal affiliation of firms in the nine-county San Joaquin Valley that are manufacturers, distributors, and dealers of: (1) irrigation and related components such as valves, sprinklers, and drip; (2) pumps and related equipment such as piping, valves, and tanks; (3) filters, water meters, and hydrants; and (4) electronic controls and flow measurement equipment, water quality measurement, and sensor technology components.

Co-chaired by Claude Laval of Laval Corporation and Ray Dunn of Floway Pumps, the San Joaquin Valley Water Technology Cluster

was launched in response to the Great Valley Center report, "The Economic Future of the San Joaquin Valley" (to view the report, visit [www.greatvalley.org](http://www.greatvalley.org)). Supported by The Center for Irrigation Technology, and the Central California Futures Institute at California State University, Fresno, the group convened for the first time in April 2001 to determine how to collaboratively address problems and opportunities facing the industry.

The participating industry members identified three areas of problems/opportunities: (1) improving the quality of entry-level job applicants, (2) promoting the industry to local, regional, state, and national elected officials, and (3) collaborating on research and development. Since its initial meeting, the industry members have been working together to

develop action plans in each area to benefit industry and improve the economic conditions in the region. This newsletter highlights some of the programs that have been launched to date as a result of the industry's collaborative leadership and demonstrates the power of industry-university partnerships.

The cluster is open to representatives from irrigation, municipal and industrial water, and waste water technology companies. Meetings of the entire cluster are held approximately every other month, and committee meetings occur monthly and as needed. ***Please make plans to attend the next cluster meeting on Thursday, September 26, from 9:00 a.m. to 11:00 a.m.***

## WATERCLUSTER MEETING September 26, 2002 9 – 11 A.M.

Central Valley Business Incubator  
2555 Clovis Avenue  
Clovis, CA 93612

Come to the next meeting of the SJV Water Cluster and find out more about these and other activities that are being advanced through the efforts of Water Cluster Members.

Please RSVP to [kathem@csufresno.edu](mailto:kathem@csufresno.edu) or (559)278-8460

Join the "Water Cluster" and make things flow!  
All US based water/fluid technology companies welcome.

**From the North:** Take Freeway 99 South to Freeway 41 North/41 South. Stay on 41 North/41 South to 180 East (Kings Canyon). Take 180 East to 168 East (Clovis/Huntington Lake). Continue on Freeway 168 East to Shaw Avenue Exit. Turn right onto Shaw Avenue. Follow Shaw to Clovis Avenue and turn right onto Clovis Avenue. Turn left onto Santa Ana (just south of Sierra Vista Mall), and turn into the first driveway on the right. The building will be on your left and there is a sign that reads Central Valley Business Incubator.

**From the South:** Take Freeway 99 North to Freeway 41 North (Yosemite). Take Freeway 41 North and follow until Freeway 180 East (Kings Canyon). Get on Freeway 180 East (it is helpful to stay in the right lane after merging onto 180 from 41) and follow to Freeway 168 East (Clovis/Huntington Lake). Take Freeway 168 East to Shaw Avenue Exit. Turn right onto Shaw Avenue. Follow Shaw to Clovis Avenue and turn right onto Clovis Avenue. Turn left onto Santa Ana (just south of Sierra Vista Mall), and turn into the first driveway on the right. The building will be on your left and there is a sign that reads Central Valley Business Incubator.