

Script “Technology vs. Know-How”

ASK THE EXPERTS session on Leak Detection, 20th January 2022

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Welcome

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The Sewerin group of companies is an internationally successful, technically innovative, family owned group with headquarters in Guetersloh, Germany.

With products and services, Sewerin is the market technology leader and a partner to the gas and water supply industry. With over 90 years of experience in the development of measuring devices, the knowledge accumulated by its own measuring teams contributes significantly to its success.

At the Guetersloh location, the innovative devices move through development, design, testing and production before they are finally ready for the market. Throughout there is a particular emphasis on high quality and functionality. An important factor of success is the production in Germany.

In addition to the sale of measuring devices and services offered by the gas and water leak detection teams, the Sewerin group of companies offers stationary and mobile device maintenance service, development of emergency and leakage service vehicles and servicing and repair of home installations. A comprehensive program of seminars with test track rounds out the spectrum of services.

An extensive distribution network consisting of sales engineers, subsidiaries and distribution partners in over 90 countries makes success on a global level possible.

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Sewerin is active in Africa since over 25 years. The francophone countries in Africa are supervised by the French subsidiary Sewerin Sarl.

From its experience it became clear that there are high losses in the water distribution networks which are caused by invisible leakages. The non- revenue losses are estimated between 30 - 70% and cause serious problems in the distribution.

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Theoretically it is easy to find physical leaks in the distribution networks. But the existing technologies only take part 20% to 30% in the success and there are plenty of further influencing factor. Especially the transfer of knowledge and experience are key factors.

Homepage: www.sewerin.com

Information about products and tutorials: <https://www.youtube.com/user/SewerinGmbH>

The main influencing factors in the detection of physical leaks are:

- User experience
- Educational level of the staff
- Organization structure of the utility
- Politics
- Existence of network plans or knowledge about the network
- Intercultural differences
- Implementation and targeted use of statistics
- Exchange of knowledge via associations like AFWA

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The main target of Sewerin is to establish sustainable structures by vocational trainings which do last a couple of months or even years and not only a few weeks. For that reason it is possible to accompany a utility in this process highly efficiently and to give a continuous back- up in the case of upcoming problems.

An example for successful approach was the common project of the “Strategical Alliance for Water loss reduction” consisting of Hamburg Water, VAG and Sewerin coordinated by the GIZ. After the series of trainings/coaching, 8 specialists of leak detection have been qualified in all the 4 regional directions of ONEA. The units as well in the central section as in the regional direction have been equipped in leak detection materials.

Today, ONEA workers can independently lead leak detection campaigns throughout the country. They also train their peers on the technical platform developed for this issue at CEMEAU.

Concerning leak detection, four trainings were conducted by Sewerin between September 2014 and July 2015, each lasting a couple of weeks. The objective was to enable ONEA staff to properly utilize the procured equipment and develop an understanding for a sustainable approach to leak detection.

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The final conclusion is that excellent performing technical equipment is a must. But without considering the before mentioned influencing factors the investment in the best technology becomes effectless. For that reason Sewerin cooperates with different partners to ensure the sustainable knowledge transfer. These are for example the GIZ, the Foreign Chambers of Commerce, Ministries and different associations like GWP, BVMW and the AFWA.

Our current projects/ activities in Africa are at the moment:

Development of training course for the ATTC (Accra Technical Training Center) including the provision of technical equipment. Partners are the ATTC, GIZ and the AHK Ghana (Foreign Chamber of Commerce).

- Cooperation with GIZ in Senegal to evaluate possible vocational training approaches.
- Active collaboration in the GAPWAS project.
- Active collaboration in the “African Section” of GWP