

100 Years in Water Treatment

The past 100 years have been filled with world wars, great technological advancements and inventions and major social movements. WWD Associate Editor Clare Pierson spoke with Alan Davis, president of Hungerford & Terry, about the company's strategies to being successful for 100 years and counting in the water treatment industry.

Clare Pierson: What is a quick timeline of Hungerford & Terry's history, and what are the key facts about its current water treatment technology?

Alan Davis: Hungerford & Terry, incorporated in 1909, has been an employee-owned company going back to 1927 and remains one today. The year 1927 was long before companies were even considering being employee-owned.

In the 1950s and 1960s, H&T's business was handling both process water treatment and drinking water treatment. The drinking water treatment centered on iron and manganese removal using the Hungerford & Terry greensand process. Today, the greensand process still stands as one of our primary areas of expertise. And, when the arsenic MCL was lowered several years ago, our knowledge of iron removal made it a natural way for us to grow, and it was an easy adjustment to make for the removal of arsenic via co-precipitation with iron.

For H&T's industrial process water treatment, it was centered on boiler water makeup using ion exchange. This market has been taken over by reverse osmosis. However, H&T has been able to capitalize on its ion-exchange expertise for the drinking water market. With our counter-current regenerated nitrate exchange systems and our weak acid-softening systems, we have been able to achieve a great deal of success for our customers.

Today, Hungerford & Terry is investigating various ion exchange-based treatment systems. The purpose is to have more cost-effective solutions for our customers to handle other types of drinking water contamination around the world.

Pierson: What do you think the key has been for Hungerford & Terry to remain competitive, keep up with new technology and even thrive for 100 years in this industry?

Davis: Many of our projects are awarded based on public bidding. Therefore, accurate costs cannot be underestimated. In the past 100 years, we have also learned a great deal about the marketplace. It is not just knowing about the importance of costs that keep us in business; most all of our systems are custom-designed. Therefore, to be successful we need to invest in a significant amount of up-front work for potential customers.

Upon receiving a successful bid, our tech, engineering and startup staff—which are second to none—provide the support necessary to satisfy our customer totally. And then, when it is time to expand their system, I believe a satisfied customer has a strong reason to remain a repeat customer.

Pierson: The past 100 years have seen many difficult times, including the Great

Depression and other severe financial crises. How will H&T survive the current recession?

Davis: We, like most people, do not have the answer to that today. Simply put, we don't know how long or deep this troubled economy will continue. There has been some talk about pumping funds into infrastructure projects to get the economy going. Of great interest to all of us is how much might be used for water treatment projects. So far, we have not seen a decline in our business, and we are not projecting any decline through the next six months.

Pierson: H&T began its business building water treatment systems and billed itself as water engineers, and then it gradually got into ion exchange. Now it specializes in water filtration and removal of iron and manganese. What has been the rhyme and reason to these changes and do you think it's helped H&T thrive?

Davis: We've gone through necessary changes in our engineering and our product mix. That is in response to market conditions. If we didn't adapt to these changes, H&T wouldn't have survived for 100 years. Our changes have helped us to survive and to grow. It is an important principal of business. Survival is something all of us need to believe in.

Pierson: Where do you see technology heading in the future for iron and manganese removal?

Davis: In the short term—five years or so—I don't see any significant changes in iron and manganese removal technology. For the long term, I think it is reasonable to assume that improvements in membrane performance and lowering of their costs may allow membranes to take a bigger share of the market. **WWD**

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Toray Receives Humanitarian Award



Toray Industries, Inc. was recently chosen by the United Nations Association of New York as the recipient of its 2008 Humanitarian Award. The award recognized Toray's environmentally friendly business activities, including its involvement in such areas as water treatment, water desalination and the carbon fiber composite materials business, as well as its activities targeting climate change prevention and sustainable social growth.

The other recipients this year were United Nations Secretary-General Ban Ki-moon and Olafur Ragnar Grimsson, president of the Republic of Iceland.

EPA and USGS Release Drinking Water Analysis Tool



The EPA and the U.S. Geological Survey have launched the National Environmental Methods Index for Chemical, Biological and Radiological Methods (NEMI-CBR), a secure, Web-based database for locating, evaluating, comparing and retrieving analytical methods for contaminants that could pose a threat to public water supplies.

An extension of the NEMI, it includes three additional fields needed to address emergencies, and the CBR Advisor, which enables users to obtain advice in response to an incident. For more information, visit www.epa.gov/nemicbr.

Water Agencies Deliver Spending Agenda to Obama



According to a report sponsored by several water agencies, "A National

Agenda for Drinking Water," President-elect Barack Obama should craft an economic stimulus package that includes an aggressive program to rehabilitate the nation's water infrastructure.

The agenda outlined in the report includes: the funding of the Drinking Water State Revolving Loan Fund and the U.S. Department of Agriculture's rural water loan and grant programs at a minimum of \$1 billion annually; the provision of federal assistance to help water utilities become self-sustaining; and the establishment of innovative mechanisms for capitalizing water infrastructure projects.

Lawmakers Plan New Water Resources and Development Act



In 2009, a new water resources bill funding transportation and infrastructure projects across

the nation will be a priority for the Senate Environment and Public Works Committee, Chairwoman Barbara Boxer (D-Calif.) said, according to *Environment & Energy Daily*.

Congress overrode President Bush's veto in 2007 to pass the first Water Resources and Development Act (WRDA) measure since 2000.

"You can't wait seven, eight years to do a WRDA," Boxer told reporters. "We used to do one every other year. We want to get back to that because you need to build the infrastructure, and you need to create jobs right here in America."

Her committee also would address funding for the state revolving loan fund for water projects, Boxer said.

EPA Renews Memorandum of Understanding to Address Septic Systems

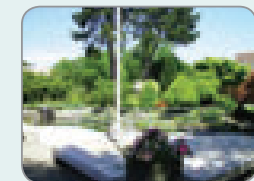


The EPA and 14 organizations entered into a Memorandum of Understanding (MOU), signed Nov. 19, 2008, to help focus efforts on planning, design, long-term operation, maintenance and management of septic systems on a national level.

The organizations will work together to improve management of septic wastewater systems by exchanging information and providing technical assistance to their members, states and local municipalities.

More information is available at <http://epa.gov/owm/septic>.

Report Describes Seattle-King County Security Practices



The EPA has published a report on Seattle-King County, Wash., water security

practices, intended to encourage and enhance security-related practices at drinking water and wastewater utilities and raise awareness of water preparedness issues.

This pilot report describes the community case study methodology and compiles information on 23 existing water-sector utility practices already being implemented in Seattle-King County which can serve as examples to other communities and water sector utilities.

WEF Conference Proceedings Now Available Online



The Water Environment Federation (WEF) has announced the launch

of an online library of papers presented at WEFTEC and WEF specialty conferences.

The papers are non-peer reviewed and range from the year 2000 to the present. They are available at www.wef.org/sciencetechnology/resources/publications/proceedings. **WWD**

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