

Hyflux Wins International Bid for Libyan Desalination Project

Hyflux had its big break into the Libyan desalination market when it was awarded last week a contract worth about USD 100 million to carry out engineering, procurement and construction works for a 40,000 m³ plant at Tobruk in northeastern Libya. The contract was awarded by the General People's Committee for Utilities of Libya and is the result of an international bid held earlier in the year. The membrane-based desalination plant will take 24 months to complete upon receipt of the Notice to Proceed by the authorities and will be operated and maintained by Hyflux for three years when commercial operations begin.

There is a growing awareness in Libya of rising demand for fresh water given the paucity of fossil groundwater. With increasing populations and growing needs for economic growth and hence enhanced water supplies, the Libyan authorities are seeing an accentuated need for better water infrastructure to support the projected growth going forward. As a result, desalination will prove to be increasingly critical to ensure sustainability and continuity in the growth of Libya.

For more information, please contact us at sales@hyfluxmembranes.com

Hyflux Membrane Evaluation System Now in Brazil

Hyflux's Membrane Evaluation System (MES) was recently installed in Brazil, employed for use by one of the country's major environmental and water management companies. Having proven its success already in other markets, the MES has been delivered as a key solution to provide fast but accurate analyses of the effectiveness of membranes in filtering various kinds of feedwater that the client is expecting to face. Automated with an easy touch-screen and user-friendly data porting system so that a thumbdrive inserted in the MES is all it takes for real-time filtration data to be collected and tabulated automatically, Hyflux's MES is rapidly gaining popularity amongst clients that want a compact and fuss-free lab-scale system that provides accurate test data for engineering decisions to be made.

The MES is specifically designed to evaluate and optimise the performance of various hollow fibre membranes for liquid-liquid or liquid-solid separation, under different operating conditions. Besides offering the detailed data from one simple system, it simplifies the processes of selecting the most appropriate membrane type and formulating the right CIP (clean-in-place) recipe for different applications. In addition, the upgradable version MES-S-5000 offers components like built-in thermal controls, multiple preset testing parameters and quick data exporting capabilities. To make things better, all MES customers making their purchase before 31 Dec 2010 will also get a complimentary Membrane Evaluation Kit (MEK): the full set of Hyflux's proprietary hollow fibre polymeric and ceramic UF and MF membranes in laboratory scale, housed in pH and temperature tolerant borosilicate glass tubes for protection and ease of use.

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Hyflux's Membrane Presence Growing Further in China

Having appointed several distributors in China to increase traction in the Chinese market, Hyflux Membranes is spreading its network of channel partners throughout the vast country, with more and more customers urgently seeking both proven and cost-effective membrane solutions from a strong partner buttressed by its own technical expertise and experience. While Hyflux's engineering and project management arms have been developed in China over the years of its presence in the market, its channel sales network – being a relatively new addition to the overall strategy in that market – has rapidly gained on market awareness in an already aggressive and crowded industrial space.

Although much ink has been spilt about China and its clean water market, local knowledge and personal contacts still form an important ingredient in ensuring success in this space, alongside big picture knowledge about the industry. Decisions on whom to meet, what to buy, when to buy and what to buy for on the ground are made often with an important consideration of trust between individuals. To a huge extent, China's water sector is a honey trap for water businesses, especially those foreign to the landscape. The bait is the tremendous growth opportunity. The sting is the local market conditions: the competition, the regulation and the ambiguous public sector role. Without strong local knowledge and support, the Great Labyrinth of China can be a difficult one to navigate.

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