

# THE BALCLUTHA TIMES

**PUMP**  
TECHNOLOGY LTD

**LeeSan**  
MARINE SANITATION



Pegasus Pumps Ltd

**PUMP**  
TECHNOLOGY SERVICES LTD



*Lake Wānaka, fed by glaciers in New Zealand's Southern Alps, is the source of the mighty Clutha River. The river then flows 164 miles south to Balclutha Town, at a discharge rate of 21,700 cu ft/s, before draining into the Pacific Ocean.*

## Lee Sanitation – Marine Pump Out Pioneer

For as long as man has sailed the seven seas, the hygienic but convenient disposal of waste has been a hot topic. Ancient mariners relied on basic wooden seats positioned over holes that discharged directly into the sea. Elizabethan sailors were more likely to have used a bucket, positioned at the bow or 'head' of the vessel, where the wind and waves would hopefully carry away the odours and waste. But these basic practices would not suffice for the big ocean liners such as the Titanic. Neither were they practical for smaller vessels on calmer waters. Chris Coburn, a canal boat owner and avid enthusiast, decided to tackle the problem.

Chris ran a business that sold pump out machines – but back in the day, there were no boats, let alone canal boats with holding tanks. So, he developed a pump-out deck fitting, which would make holding tanks and closed toilet systems affordable and practical for boats of all sizes and shapes. The invention meant boat owners could safely transfer sewage from a holding tank to a shore-based treatment facility. And with the solution in place, his little pump out machine business, grew to become a 'titanic' in the Leisure Marine market, a titan known as Lee Sanitation.



**Chris Coburn, founder of LeeSan on his much-travelled narrow boat NB Progress**

Chris, awarded an MBE for his work on industry standards for boat to shore connectors, continues to consult on LeeSan projects around the globe. He led on one of the first integrated pump out systems in Croatia, (Marina Preko) and consulted on the design, installation, and commissioning of pump out systems for the prestigious Emirate Palace Marina in Abu Dhabi. In the UK, Chris and the LeeSan team have worked not only with marinas, (Tarbert, Portsmouth and Hythe, to name just few), but also with

organisations like the Belfast Harbour Commission, Canal Cruising, and the Port of London Cruise Ship Terminal. Today, there are more than two thousand LeeSan Pump-Out Systems worldwide.

Working with boat owners, sailing clubs, boat builders, environmental agencies, and marina operators, on canals, lakes, rivers, and the sea, LeeSan continue to innovate. As the environmental crisis continues with ever more scrutiny and enforced legislation, the team focus on energy efficiency, waste minimisation, and pollution prevention. And with concepts such as floating houses, waterside and on-water dwellings becoming ever more attractive, they will continue to develop new and exciting solutions for water-waste management, resolving water sanitation issue in seaports, canal sides, quays, and harbours around the globe.

In 2014, Balclutha Group of Companies (which includes Pump Technology, Pump Technology Services and Pegasus Pumps), welcomed LeeSan into the fold. This addition, when added to the extensive pool of pump, sewage, and waste-water management expertise already under the umbrella, sets us apart. With a half a century boating



*The Emirates Palace Hotel Marina, Abu Dhabi. The project led by LeeSan founder and consultant, Chris Coburn, is just one of over 2000 LeeSan Pump-Out Systems worldwide.*

experience, and decades working as a professional in the marine sewage sector, consultants like Chris, are unique. He compliments the extensive range of other sewage and pump industry expertise, already on offer. Be it a marina, hospital, recycling plant or even a racecourse, the Balclutha group of companies offer everything from solution design to manufacture and installation, emergency response, and tailored maintenance services.

Today, LeeSan is the largest single source of marine sanitation equipment, parts & services on the internet. And while the original pump out fitting, continues to be a cornerstone of the business, they have expanded to provide sewage and pumping installations and equipment across commercial, domestic, and Industrial sectors. The warehouse at Fenny Compton covers

6500 sq. ft and holds an impressive range of spare parts and accessories from all major manufacturers. Based in the Midlands, with its' major transport links, ensures speedy delivery to customers worldwide.



**NOTE:** Lee Sanitation is a member of the British Marine Council (on which they have sitting representation) and active member of The Yacht Harbour Association. LeeSan have been a Joscar certified supplier since 2015 and member of the UK Harbour Masters Association. They also contribute to the Green Blue – the environmental programme that promotes sustainable boating and maps out locations across the UK where boat owners can lawfully and hygienically pump out!



*The International Standard pump out probe and deck fitting developed by LeeSan.*

## Going the Extra Mile: Staff Who Set Themselves Apart



*Josh loading a successful sale, after chasing outstanding quotes during a spare moment.*

In every workplace there are individuals who set themselves apart – not necessarily in their experience or qualifications, but because of their enthusiasm and willingness to always muck in'. Pump Technology's Joshua Barker is just such an employee. Always happy to step in when needed, Josh will often pop into the office when things are quiet in the warehouse and support the sales team by 'quote chasing'.

Josh explains: "I pick an account and start at the bottom, looking for quotes that can be months old, then pick up the phone and call the customer. Not only does my call put the Pump Technology name back on their radar, often I get a thank you for the memory jog, as they themselves have forgotten to follow up with their own customer", Josh says, with his light-up-a-room grin.

He thinks, on average, one in ten of

what he refers to as 'check-in' calls, leads to a sale. In October, one such call landed an order for a Sanibest Pro and two DrainMinor S units. Not only is it good marketing to remind the customer that Pump are open and willing, but it is also great for sales!

And Josh didn't stop there. After securing the sale, he went down to the warehouse, selected and packaged the units, wrapped and secured them on the pallet AND drove the forklift to the van. He then was able to call the customer and confirm that he himself had seen them off for delivery.

When staff go the extra mile without expecting anything in return, they create a positive, supportive workplace atmosphere where everyone feels valued. Ultimately, it's these individuals—those who never say "that's not my job"—who help to build a culture of excellence and mutual respect.

## Pegasus – Deliveries Fly Out!

In the sleepy village of Staunton-In-The-Vale (a village as old as the Domesday Book of 1086), 15 miles east of Nottingham, a not so sleepy team, is hard at work. Indeed, renowned for manufacturing high quality GRP tanks and pumping stations, the team at Pegasus Pumps, are as reliable and quick as the winged horse of Greek mythology, with whom they share a name.

Founded over 26 years ago, today, Pegasus Pumps Ltd. provide bespoke solutions for sewage and surface water management. Every package is manufactured and assembled in house, by highly trained and experienced staff who specialise in pumping systems. And, since joining the Balclutha Group, their unique manufacturing prowess, has regularly featured in the waste and sewage removal solutions developed for end-users, by sister company, Pump Technology. Working hand in hand, Pegasus and PT together, can scope out, design,

manufacture and deliver to exact customer specification. Be it a standard or tailor-made pump, a non-standard chamber, a fully-fledged pumping station, a single tank or just a component part, the versatile combination never fails to impress with on performance, quality, consistency, and customer service.

Pegasus Pumps supply customer nationwide (distributors, contractors, and private clients) across sectors; construction, building and pumping. They can fit a Pump Pedestal to a chamber of choice, help to specify and provide the exact equipment to get a project up and running, repair or replace a single part or provide a complete new pumping system. And their extensive in-house stock of pipe fittings, chamber sizes and pipework specifications, ensures excellent lead times and a delivery as speedy as, well as if delivered by a winged horse!



*A standard design chamber on its' way from the Pegasus manufacturing site.*



*A highly unusual four-pump system with large incoming inlet connection. Just another example of the bespoke jobs the Pegasus team manufacture in-house.*



*A chamber tailored and designed to specification for Pump Technology, destined for the Marble Arch Tower in Central London.*

## Will Scrubs Up Nicely!

Will McPhee received a special invitation to attend the 2025 Metro Rod Annual Conference, held at Celtic Manor Hotel, the conference is an opportunity for networking, socialising and donning a tie and suit for the gala evening and silver-service banquet! Will, who manages the Metro Rod account for Pump, explains; “The Metro Rod Conference was a fantastic opportunity to bring together colleagues, partners, and friends from across the network. Events like this remind us how powerful it is to combine business with genuine connection — sharing ideas, celebrating success, and strengthening the partnerships that drive our growth. We’re proud to be part of such a collaborative and forward-thinking community.

A huge thank you to everyone who made the event a success — from the organizers to the inspiring speakers and the many partners who continue to make working together such a rewarding experience. Here’s to continued growth, shared goals, and another successful year ahead!” A special award recognising Metro Rod’s ‘Employee of the Year’ was sponsored by Pump Technology. We also exhibited at the conference, and our stand saw a heavy footfall of visitors from the 300 strong attendees.



*Will McPhee with Chris Oakes Pump Manager Metro Rod and Dan Rhodes of Metro Rod South Yorkshire.*



*Will with Peter Molloy CEO of Metro Rod.*



*Pump were proud to support Metro Rod at their prestigious annual conference. Exhibiting at customer conferences ensures the Pump name is on everyone’s radar.*

## Pump Technology Services Responds To Powerday Emergency

When London recycling giant Powerday lost all water supply to their main site, Pump Technology Services responded in record time to keep the company fully operational. Powerday, a leading UK recycling and waste management service, are critical to London's recycling infrastructure and sustainability efforts. They operated eight strategically located sites across the city, with a total capacity for processing 3.5 million tonnes of waste annually. The sites include Southern England's largest Materials Recycling Facilities (MRFs) and rely on robust pumping systems to maintain water flow and keep processes running smoothly. So, when the site at Enfield suddenly experienced a critical failure in their pump system and lost their critical water supply, the emergency required immediate, expert, intervention.

Not only did Powerday need to prevent costly interruptions to recycling services, but any shutdown could also have significant environmental risks. Desperate for a solution, the company reached out to Pump Technology Services. Team Manager, Daryl Hall, explains. "We had provided one-off services to Powerday over the years, but this was a on a completely different magnitude. Normally, any significant repairs to pumps in a plant of this size, take weeks. Understanding the huge

implications for the customer, we mobilised quickly." Within 24 hours, the team had engineers on site to conduct a thorough assessment of the failed pump units. They prioritised solutions that would restore system functionality as rapidly as possible and assembled a specialist team to tackle the job.

Engineers began installing the booster kits that would get the pumps up and running. Simultaneously, other members of the team began a detailed inspection, snagging and lagging old pipes and replacing those long overdue for renewal. Within days, the water supply at Enfield returned to normal, and all pumps fully operational. "The customer was on holiday," Daryl mentions with pride, "and when he got back a couple of days later, he was genuinely shocked by our effort and the turnaround time achieved."

Indeed, Powerday's Associate Director Eamon Davitt, not only thanked the team for their outstanding work but also commissioned Pump Technology Services to do the ongoing major refurbishment work required – and signed a formal service agreement. Now, the team will be back on site every 6 months to inspect, repair and replace on a regular basis. Given Pump Technology Services' track record, Londoners can rest assured that recycling operations will continue uninterrupted in the future.



**Photos of the Booster Set installed in record time by Pump Technology Services to keep critical water supplies running at Powerday Enfield!**

## EMPLOYEE CORNER



### Happy Birthday

This month, Alan Lewry at Pegasus celebrates his birthday as does Sam Werrell at Pump Technology. Many happy returns gents and make sure someone buys you a Birthday tippie!

### Did You Know?



The introduction of the flush toilet in the 1700s caused London's decrepit sewer system to overflow, bringing cholera and other disease. Following the summer of 'The Great Stink,' the sewer system was redesigned but this led to builds ups of poo on the banks of the Thames. The problem caused public outrage when in 1878, a passenger steamer, the Princess Alice, collided with a cargo ship at Gallions Reach. When watermen recovered the dead, many of whom were children, they found that many had not in fact drowned. Rather – they had died from ingesting the poisoned waters of the toxic sludge-filled river!

## EMPLOYEE CORNER

### What If You Could?

This month, Jake Barker takes on our 'What If' challenge. Some great responses to our questions, read on to learn more about the fascinating workings of Jake's mind!

1. If you could spend a day anywhere at any time in history, where and when would it be?

*I'd return to that momentous day in 1966, the first and last time England will ever win the World Cup trophy!*

2. If you could invite anyone (past, present, real, or fictional) to dinner, which five people would you choose?

*King Henry the 8th for his ruthless approach! (I think he would be quite entertaining.) Barack Obama, to get his thoughts on the current political situation in the US. Freddy Mercury – if we need a bit of music, he can sing us a tune. Gordon Ramsey to do the cooking and Robin Williams in character as Mrs. Doubtfire, to look after us all.*

3. If you were a superhero, what would your superpower be?

*Time Travel so I could go here, there, and everywhere!*

4. If you could transform into any bird, marine life, animal, or insect, what would it be and why?

*A kangaroo because I like warm climates and it would be fun to be in Australia.*

5. If you were on a deserted island and could have one Deliveroo meal, what would it be?

*Greek Street gyros, halloumi, and tzatziki! But I'd settle for getting a Deliveroo in Tadley first..*

And Jake nominates **Mark Telling**, for next month's 'What If You Could' column!

### Congratulation to Harley who Cycled for Diabetes UK



**Harley and his dad, Jason Paxford setting off on their 87-mile charity ride from Reading to Bristol at 7:11 a.m.!**

**Congratulations to Harley Paxford, the grandson of Pump Technology's very own Fay Vanstone, who raising a whopping £1440 for Diabetes UK on October 18th.**

Harley, who is himself diabetic, showed incredible endurance, completing the 87-mile Charity Cycle ride from Bristol to Reading, in just over 12 hours. He explains what motivated him; "Me and my dad are going to raise money for Diabetes UK. I've been a Type 1 diabetic for just over six years now, and I'm grateful for the innovation and technology that's ensures we have as stress free an experience as possible. Having diabetes myself, causes me to not think that I can't do something like this, or the general stuff that non-diabetics can do, so I'm pushing myself out of my comfort zone. What better way to do it, than with the help of my dad, who is always willing. (We had taken part in charity rides before my diagnosis.) I hope to inspire other people, just as I feel inspired by others who have raised money for charities." Well done Harley – your motivation and determination really do inspire us all! The team at Pump couldn't be prouder to have been one of your sponsors. Keep

us up to date on any future challenges!



**Pushed to the limit on the sometime arduous cycle, Harley was determined to give back to the charity that supports him – Diabetes UK.**



**An exhausted, but proud Harley, at the Bristol finish line just minute after 7:00 p.m. that evening!**

## EMPLOYEE CORNER

### Introducing Andy Edwards, **Lee San's** New Head of Business Development

Recruiting a new employee is tricky at the best of times. Consider all the elements of a job specification; industry knowledge, understanding of the role and business, specialist skills, personal characteristics that fit with the team etc., etc., etc. You might conclude 'mission impossible.' Then you meet one Andy Edwards, recruited by Pump Technology Limited but seconded to Lee San with a specific task of driving the business forward with both existing and new customers & products.! Here's how the recruitment went.

- **Passion for the Marine Industry**

✓ Check. Andy loves boats! In previous lives, he has been both a boat builder and a boatyard owner! He started life pumping out and repairing toilets in the family boatyard, aged 13 developing interests in both swimming (Andy describes this as a 'survival skill' in any marine career), and a passion for sailing. Young Andy competed in many sailing competitions – even winning a few. Later, he would go on to qualify as both a *Boat Safety Examiner* and *Marine Surveyor*. Eventually, the family business moved into the old BWB canal base in Padworth, where Andy operated a fleet of hire boats, building a range of highly bespoke canal boats with a busy repair yard.

- **Business & Management**

**Knowledge** ✓ Check. Not only has Andy been involved in the marine industry all his life, but he also offers a wealth of business experience with global suppliers like Victron, Whisper Power. In 2013, he joined Webasto, a worldwide giant providing technologies and products for motorized vehicles, as their UK Market Manager. He led the delivery of engineering services to some of the largest boat, RV & Welfare customer in the country (Sunseeker, Trigano and Groundhog) and developed an impressive array of contacts. Andy is a talent with in-depth



**Andy Edwards, new Head of Business Development at LeeSan, enjoying a meal in a German castle while working with Bavaria Yachts.**

understanding of industry networks, sales cycles, purchasing habits and trends.

- **Specific Knowledge of LeeSan Products** ✓ Check. A loyal LeeSan customer himself, Andy has used them exclusively for toilet systems and pump out machines. *Head of Applications and Engineering* at Webasto for 6 years, he focussed exclusively on burner technology. Andy may humbly say he is on a 'steep product learning curve,' but his technical foundation is solid! He offers expertise in products like the Cinderella diesel toilet. (Andy predicts a huge growth in sales for

burner-based products and is keen to get involved in moving sales at Pump.

- **Knowledge of LeeSan & the Team** ✓ Check. Andy has known Chris Coburn (LeeSan's founder), and the team for as long as he, or they, can remember. 'Boaty Edwards,' is a find! When approached by Chris, Andy was up for a fresh challenge – to onboard and drive sales. He brings not only a job perfect CV but an enthusiasm that shines. Asked about his key skills, Andy cites communication, listening and a preference for 'practical' problem solving over academic pondering.

## OLD NEWS, NEW NEWS

# Keeping Hearts Pumping with another Defibrillator Donation from Pump Technology Ltd



Seen here handing over the unit is (left) Jonathan Barker, Pump Technology Ltd.'s MD and (right) David Hamer - Operations Manager & Paramedic, Community Engagement & Training for the South-Central Ambulance Service NHS Foundation Trust.

The Pump Technology claim to 'support local communities and keep hearts pumping', is backed by solid fact. They have in fact, been donating state of the art defibrillators, stationed around the local area – for some time. The latest, sited the outside wall of the Kiln Road One Stop in Newbury, marks their 30th year anniversary. It also represents their ongoing commitment to support local charities and promote the health and wellbeing of the people in the community.

Donated defibrillators are already in place in sports grounds, arts centres, museums, office campuses and other locations from Kew Green to Chiswick and Sunbury. Jonathan Barker, MD Pump Technology Ltd, comments – “We have always done our very best to invest in our local

communities. We sincerely hope that these defibrillators are never required, but if ever an emergency arises, we would like to think that we have played some small part in saving a life”

David Hamer, Operations Manager & Paramedic, Community Engagement & Training for the South-Central Ambulance Service NHS Foundation Trust, comments “It has been an excellent working in partnership with Pump Technology on this project. The 8 defibrillators that are now fully installed across the county of Berkshire will add to an ever-increasing pool of these lifesaving devices. As Jonathan has already mentioned I hope they are never needed to be used but feel assured these devices are available to local communities should the need arise.”

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Supporting local communities to KEEP HEARTS PUMPING