



## THE MANUFLO STORY

as at July.2018

### 1965 THE BEGINNING

- “Manu Electronics”, founder Anthony (Tony) Manu commences manufacture of bottle dispenser systems (float switch slidebar setpoint types) in Willoughby Sydney.
- Supervises and services additive dispenser at Sydney Opera House Construction site.



### 1968

- Introduces bottle systems with automatic charge/discharge electronics controllers and remote selection.

### 1971

- First digital admixture flowmeter introduced the 20mm positive displacement MEG20, in conjunction with the first digital Batch Controller (the UME9) with batch safeties. The MEG20's 1 millilitre per 1 pulse output astounds the industry with its level of precision.



### 1974

- UME10 digital Batch Controller introduced, with world first variable dose-rate selection.
- Through Tony Manu's efforts, Manu equipment spreads throughout the Australian states.
- Tony does site package installs and service to support the product range.
- Equipment exported to overseas destination (first export was to Singapore).



### 1981

- Major contract awarded to supply custom-built digital Batch Controllers for Monier Inc for the USA market.
- Carlon USA flowmeters converted by Manu Electronics to digital pulse output.
- Competitors in the USA then play catchup and duplicate the Manu Electronics Designs.
- The business moves to the workshop at Killarney Hts Sydney..



### 1982

- The ME182A digital Batch Controller revolutionizes the industry with its compact modular panel mount design and various models.
- Manu Electronics equipment is now well known with a national reputation.



### 1983 - 85

- The MEK20 20mm admixture rotary piston flowmeter is introduced, replacing the MEG20.
- The RPFS Rota Pulse Flow Sensor insertion paddlewheel flowmeter - for water batching - joins the flowmeter product range.
- The company begins its association with Sydney Water Tradewaste discharge monitoring program, Introducing the FRT indicator/flowmeter system with sampler output.
- Manu Electronics moves to larger premises at U4/104 Old Pittwater Rd, Brookvale.
- The FAX machine is first used replacing the post office Telex.



### 1986 NEW BLOOD

- Alex Manu returns from overseas and re-joins the company fulltime. Manu Electronics then implements a modernization and expansion of the factory premises at U4/104 Old Pittwater Rd Brookvale, Introduces PC's and looks to expand the product range.
- The 20mm MEK20LCD4 is introduced, the first LCD micro-amp bat.-powered resettable flowmeter. Uses include mounted on rear of mobile concrete trucks.
- ME182A controllers interfaced with first CompuBatch PLC/Computer controlled system in Hymix Pymont retaining the Manu system safety backups.
- With the introduction of the first computerized Batch Plants, Manu Electronics is able to interface it's Batch Controllers to the overall PLC controlled batching system, providing a system with unprecedented batching safety.



## 1987

- The MEK flowmeter range expands to include digital pulse and LCD resettable flowmeters in 25, 32, 40 and 50mm sizes. Manu starts production of LCD boards for Davies-Kent-Elster. This is a strategic joint partnered program.
- Manu's first injection mold is made for the RPFS range which is expanding in batch plants for water.



## 1988

- The improved ME188 digital Batch Controller is introduced with greater options & safeties.
- Equipment is now exported to Hong Kong. Affordable Mobile phones appear.
- The company is now selling to the 3 largest construction chemical companies in the world, to various international locations.
- Interfacing with USA-based batching computers begins with the ME5IC. e.g. Alcon, Jonel & Eagle.



## 1990 to 1994

- ManuFlo targets South East Asia, the UIC-A Universal Interface Card is introduced with the MEK20 flowmeter. Exports begin to Malaysia, Thailand, HK, Indonesia & Singapore
- ME991 & ME992 LCD batch controllers introduced for enhanced functionality.
- The ME693 6-channel LCD pulse divider/interface card is introduced for computerized batch plants in Australia, NZ, HK, Nth China & Indonesia. Tony Manu embraces Asia and visits.
- Exports commence to South American clients in Chile, Argentina & Colombia.
- Manu equipment is now the preferred admixture flowmetering system by choice in the region.
- Manu Electronics begins its association with ABB, & the MFS-MagMaster Mag-flowmeter range it becomes available for Recycle/Slurry water apps.
- Father & Son team - Manu Electronics equipment is used extensively in the Sydney Harbour Tunnel project & in most major infrastructure construction projects throughout Australasia for admixture & water measurement, including the huge Lap-kok airport construction in HK. New additional staff join as the company expands.



## 1995 IS A GREAT YEAR

- The revolutionary positive displacement, nutating disc 20mm MES20 admixture flowmeter is introduced. Soon after the 25, 32 & 40mm sizes are added to the range.
- The ME995 series of modular Batch Controllers are introduced, injection molded case & designed for mass-manufacture, with x17 K-factor to enhance calibration accuracy.
- The MRP resettable flowmeters are custom designed for use on concrete truck transit mixers and become the flowmeter of choice for the application.
- Exports commence to Vietnam and the Middle Eastern Arabian Countries.
- Sales growth & expansion requires outsourcing of PCB production.



## 1996 to 1997

- ManuFlo visits Hong Kong. As a result clients in Guangzhou & Shanghai start using Manu equipment.
- The benefits of Australian made know how & quality is embraced in Asia.
- The ME697 batch counter interface card, incorporating batch safeties, is introduced.
- Nutrient dosing systems are designed for the Primary Industries Department in N.T.
- The business expands with extra staff & more production moves overseas.



## 2000 TO 2002 EXPANSION & TECHNOLOGY CHANGES

- In 2000, Manu Electronics moves to its new 600m<sup>2</sup> custom-fitted office/factory at 41 Carter Road Brookvale.
- The ManuFlo name & logo is introduced & registered as a worldwide IP patent.
- Due to the advent of expanding needs of clients for larger flowmeters and safety functions the company embraces microprocessor technology and introduces the ME2000, it revolutionizes the admixture industry as the most sophisticated microprocessor batch safety interface card system for controlling upto 6 chemicals simultaneously. It is enthusiastically embraced in Australia, NZ, Hong Kong, Singapore & Nth-East China.
- RMS Magflows replace MES flowmeters in the rapidly growing Chinese markets.
- Alex further expands the company & Chris Ramos brings his professionalism to the team.
- The CT5 & MESMR series high pulse-rate domestic water flowmeters are introduced for Government water usage studies in Australia then to NZ, Iran, UAE, Germany & others. ManuFlo is the only company supplying such technology options.
- The internet is widely embraced and revolutionizes global business opportunities.





**2003 to 2010**

- The ManuFlo equipment range is further expanded with a wide range of new products.
- The FRT303 & ME5 microprocessor LCD rate/totalizer indicators expand the application range.
- The ME3000 keypad Batch Controller is introduced. It features a batch event log with RS232 download to a PC. The unit is available as part of the TMP automatic batching & ticket print system for fluid custody transfers. .
- ManuFlo commence worldwide customer visits with sales & training presentation programs.
- Countries include China, HK, Vietnam, Malaysia, Singapore, Thailand, NZ & Philippines.
- The ME2008 is introduced allowing upto 8 chemicals to be controlled.
- ME6008M allows printouts of all admixtures & water in Concrete batch plants.
- Mold made for MES20S/T Rytan/Teflon measurement chamber for acidic chemicals.
- Many Magflows sold for Shotcrete & Grout applications.



**2011 to 2017**

- ME2008's installed in the USA as a pilot trial to potentially replace the bottle systems.
- Smart technology introduced to ManuFlo MRP/MES LCD flowmeters with NFC coms.
- New KMS Magflows and Capmags are introduced.
- Design enhancements are made for the MES P.D. admixture flowmeter range
- Water study CT5 flowmeters are expanded & used by Water Authorities on a large scale.
- WPTR wireless pulse systems used on slumpstands.
- ME2008 batch interface safety card enhanced with water batching software.
- New enhanced MESLCD6 reset meters introduced.
- RPFS & MRT range expanded with long stem pipe options upto 0.5mtrs.
- ManuFlo is National Runner up in Australian Small Business awards.
- Respected economist Ross Greenwood features the company's story in Telegraph national newspaper and internet articles.
- MRP and MRT insertion paddlewheel LCD flowmeters are now extensively used on concrete trucks, batch plants, slumpstands and in general irrigation applications across the nation and overseas.



**2018 AND BEYOND**

- MRT Insertion paddlewheel LCD flowmeter range further expands into irrigation markets.
- Over 1,500 ME2008 batch safety interface systems are in use.
- Over 10,000 ME995 batch controllers are in service.
- Over 2,000 Electromagnetic flowmeters have been sold.
- Over 15,000 RPFS Rota Pulse flow sensors in use.
- Over 35,000 MES flowmeters are now used for admixture measurement worldwide on a daily basis.
- New MRTU4 large LCD display designed & introduced to meet industry requirements.
- Ongoing R&D program will bring to market exciting new products including ME999 & ME2020 .
- ManuFlo equipment is used in over 95% of all Premix concrete plants in Australia/NZ alone.
- Major construction projects worldwide choose ManuFlo equipment.
- The 4 largest construction chemicals companies now use ManuFlo in some form in many countries.
- ManuFlo products are now used in irrigation and many other general liquid measurement applications via its extensive Agent, Reseller and Installer network based in Australia and Overseas.
- Company further expands with New staff and products.
- ManuFlo equipment recognized as so simple to use. **Go with The Flo** .....

