



TIME AND COST SAVINGS



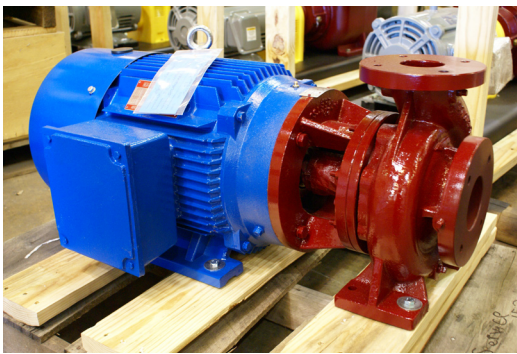
Ross solution saves customer \$8,000 and 6 weeks on delivery

APPLICATION:

Cooling water at 220GPM @ 27'tdh

Our customer had a KSB pump that was in need of replacement and had a quote in hand from a competitor for a pump assembly costing \$10,000 with about an 8 week leadtime. They requested we quote an alternative product that they could get within 4 weeks of ordering around the same price or better. We were able to do both beating the leadtime of the original quote by 6 weeks and price by almost \$8000!

We didn't have much to go on as we did not have any information on the KSB pump other than what was on the tag. Fortunately the tag had the process conditions of 220gpm @ 27' tdh. We confirmed the conditions during onsite visits with the customer and provided our quote for the American Marsh 300 REC series pump based on these conditions.



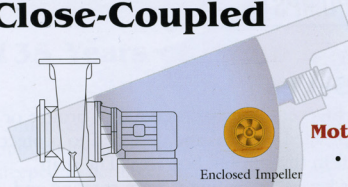
American Marsh 300 REC Series Pump

(Continued)

The pump we proposed was a close coupled pump rather than a frame mounted configuration saving the customer precious space as the pump was going into some tight quarters. The American Marsh pump only required minimal piping changes to the existing system and the smaller size we provided gave the customer more flexibility in piping modifications. With The condition point required of the pump required a full dia. impeller and landed at 92.39% of the BEP also making this a much more efficient pump than the existing or competitor's offering.

With an \$8000 savings over the existing quote option the customer had, a leadtime of 2 weeks, minimal piping changes required, improved efficiency, and standard pump features like carbon vs. silicon carbide mechanical seal and stainless steel fitted construction, the customer ordered 3 of the pumps deciding to replace all of the KSB pumps they had in this same service.

Model REC Close-Coupled



Sizes: 1" to 12"
Flows: 9,000 GPM
Heads: 450 Feet
Temp: 250° F

Services:

- Aerospace
- Building Trades
- Chemical
- Construction
- Food & Beverage
- General Industry
- Marine
- Mining & Aggregate
- OEM
- Oil & Gas
- Power Generation
- Petro-Chemical
- Pharmaceutical
- Pulp & Paper
- Semiconductor
- Water & Wastewater

Stuffing Box

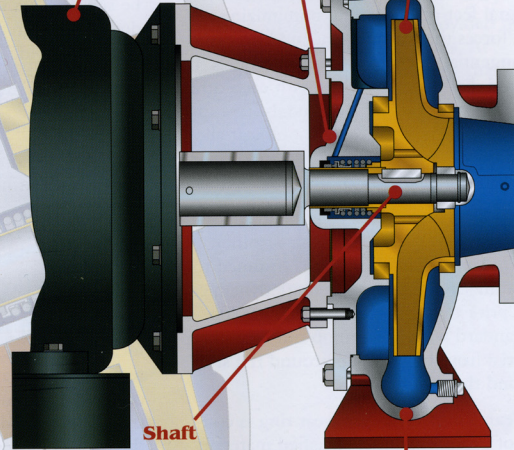
- Standard American-Marsh Series 810 Carbon/Silicon-Carbide/EPDM mechanical seal
- Easily replaceable shaft sleeve to extend life of shaft
- Internal flush line for lubrication
- One piece cast iron or other alloy

Impeller

- Hydraulically balanced
- Back pump out vanes prohibit material from building up behind impeller
- One piece bronze or other alloy
- Expertly machined to customer specifications
- Fully balanced prior to assembly

Motor

- Standard stock C-face motor
- Available in a variety of enclosures including ODP, TEFC, Corro Duty, Washdown Duty and Explosion Proof
- Easily removable without disassembly of entire pump

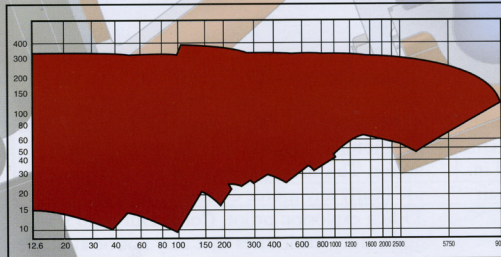


Shaft

- 420 stainless steel alloy
- Rigid and sized to minimize deflection at seal area

Casing

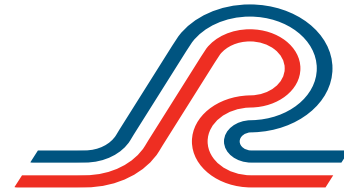
- Heavy duty ASTM A48 cast iron or other alloy
- Fully cast integral feet for support
- Centerline discharge transmits residual pipe strain to feet of casing and eliminates the need for left- or right-handed casings and impellers
- Standard, heavy duty case wear ring
- Heavy wall thickness to provide generous corrosion allowance
- Centerline discharge is self-venting
- Integral vortex suppressor on suction
- Back pull-out for quick removal of impeller assembly
- Pressure taps on suction and discharge to verify pump performance
- Optional 300# suction and discharge flanges
- Standard 250 lb case working pressure



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Call us for information on how we can help solve your problems in any of the following areas:

- ▶ Pumps
- ▶ Blowers
- ▶ Filters
- ▶ Mixers
- ▶ Tanks
- ▶ Vacuum Pumps
- ▶ Mechanical Seals
- ▶ Heat Exchangers
- ▶ Repairs



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