

## CASE STUDY

# \$1565 per pump saved



**R. A. ROSS & ASSOCIATES, INC.**  
2231-A Ampere Drive, Louisville, KY 40299

*How we operate our  
company can help your  
bottom line.*



Manufacturing company saved \$1565  
per pump per year due to our help

*Multiply \$1565 savings per year by the number of pumps  
in your operation and see what your saving might be.*

- ▶ ***Our job is to keep you up and running***
- ▶ ***R. A. Ross & Associates has nearly 200 years combined experience***

*See page 2 for another case study showing  
how we solve problems and save money.*

## SITUATION:

A manufacturing company asked us for a cost on several pumps with 20 HP motors. We could have just given them a price and sent them a quote. Kind of like how a catalog house operates.

But that's not how we run our business. After some research into what they were using the pumps for, we found they could actually use a much more efficient pump. The recommended pump saved 2 HP with the same performance. This pump would save them over \$1500 per year\*!

Multiply that by how many pumps they are running and you come up with some significant savings.

But more importantly, we now have a customer who knows we aren't in this business to make a quick sale. We value relationships that, like some of our customers, have lasted 35 years. We look at the best solution that will be the least costly over time.

We have quite a few case studies on our website that share how we have solved problems and saved customers not only money, but down time as well.

\* Assuming 12 cents a kilowatt hour, continuous service, with savings of \$784 per HP per year.

# How we saved an auto parts supplier hundreds of thousands of dollars

Chrome plating is a long, involved process and typically starts with degreasing, rinsing and cleaning, tedious polishing, then buffing, then acid dipping (etching), applying a metal catalyst then nickel and/or copper plating (many times calling for multiple layers) prior to the chrome plating itself. Typically the parts are rinsed in between each process.

As you can imagine, any particulate will show up as a defect and can't be tolerated.

One auto parts manufacturer was encountering high costs and a severe problem with product reject rate. The rejects were due to particulate from their plating bath causing blemishes in the plating layer. The competitive bath filters were just not filtering their plating solutions properly and consistently.

We immediately involved one of our premium filter suppliers, Pentair Engineered Filtration. Pentair proved to be the perfect choice to develop the proper filter solution.

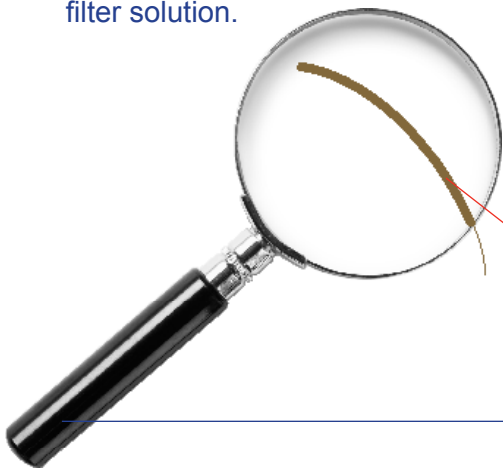


## RESULTS

- Hundreds of thousands of dollars were saved due to lower scrap rate.
- The bottom line result was a competitive product with exceptional dirt holding capacities, precise filtration ratings, repeatable performance, low pressure drops, and high efficiencies.

Put our experience and knowledge to work toward solving your problems. Our solutions may save you a lot of time, money and headaches.

*(Complete details of this case study can be found on our website in the link "Problems Solved" under the tab "Why Us.")*

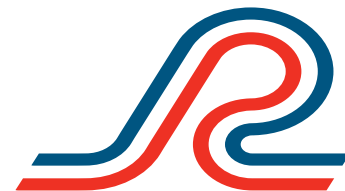


*A human hair (illustrated) is about 100 microns wide. You cannot see 0.5 micron, but 0.5 micron particles can cause a defect in chrome plating resulting in a reject.*

## CONTACT US

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



## R. A. ROSS & ASSOCIATES, INC.

*Keeping process flowing since 1985*

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