

● The **FLOW** Down

PumpSmart® helps give high operating costs the brush off.

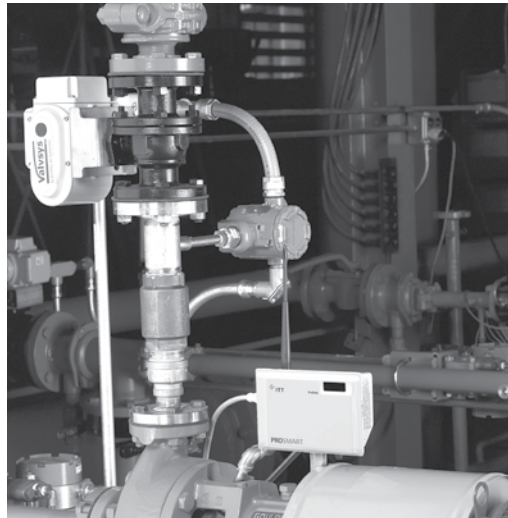
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Goulds Pumps PumpLines*

One of the world's leading suppliers of top-quality toothbrushes was on a mission to become more cost-efficient by controlling both energy and operating expenses throughout their facility. Every area of their Iowa plant and manufacturing process was scrutinized. They went so far as to double-insulate all of the systems piping. Changing all of the fluorescent bulbs to the coolest available to save on energy cooling costs followed. Next on the agenda was to look into a series of centrifugal pumps, which were being used to pump process, cooling, and chilled water.

The technical support manager of the facility was experiencing seal failures, pumps were running out on the curve, and extensive wear problems. The pumps had 15, 20, and 30 HP 3600-RPM motors. He felt that there were savings to be had by cutting down on the operational costs of running these pumps. He needed to get longer seal life and have the pumps perform more efficiently. The big question was how to accomplish all of this.

Enter Dan Richardson, an Outside Account Manager of **Central States Group**. In his meeting with the Technical Manager, Dan explained that the PumpSmart 200 could be the answer to helping him solve all of the pumping problems that he was experiencing. Dan explained that the PumpSmart 200 could provide energy savings in the 30 to 70 percent range because at lower demands it automatically reduces the motor speed, thus eliminating the use of the extra energy consumed to maintain the higher speed.

The continuous monitoring and reactions to both pump conditions and systems provides not only for the accurate control of any process demands, but also maximizes pump performance



and reliability and yields longer life for both seals and pumps. The customer was willing to try the PumpSmart 200 for a 90-day trial on one pump. In just 75 days, they were able to *track energy savings alone of over \$1,000*. Within two weeks, the customer ordered four more PumpSmart 200 units.

One call is all it takes to access
the products you need, and the
professional expertise of
people who know them well.

800-369-6600
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