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Sent: Friday, June 12, 2009 1:06 PM

Cc: Savona, John (J.F.); Joey Maruskin

Subject: FW: Vaughan sump Pumps

To All:

AAI replaced all of their Gorman Rump sump pumps with **Vaughan Chopper pumps** and I wanted to share the success story with you. AAI installed the first Vaughan pump in early 2004 and finished in mid-2005. Here is a cost breakdown that was used for the project with additional hidden factory savings we found later.

1. Average cost was \$5000 per Gorman pump to rebuild including labor. 12 pumps x \$5000 = \$60,000 per year (Today's costs would be more in the \$9,000 dollar range each).
2. Priming of the Gorman pumps was an ongoing issue, it required labor that was non value added and could have been used elsewhere. On average each pump was primed 2x's per week and this took 30 minutes. 12 pumps total but only 6 were in use at a time.
3. Cleaning of the sump pits. (Additional Savings). The estimated cost was around \$3,500 to clean. This is due to the Vac truck required plus labor costs. We used to clean the pits 2 times a year x 4 pits. $\$3500 \times 2 \times 4 = \$28,000$. Due to the fact the Vaughan pump acts like an industrial garbage disposal the pits do not need to be cleaned as often. We now clean our worst pits every two or three years.

Total yearly savings = \$88,000

We have not had one breakdown with the Vaughan pumps. (We have the first test pump that was installed 8 years ago and have had no issues). Our only issue is that wastewater complained in the beginning because of the amount of solid waste they were receiving. But it's much easier for them to collect the solid waste than it is for us to clean the pits. Some of the pumps are 5 years old and still going strong. If we still had the old pumps, I believe our maintenance costs would have been double or triple what our numbers were from 5 years ago.

Pumps can be purchased from JGM Valve, contact Joseph Maruskin at 248-763-8000.

If you'd like any additional information, please let me know.

Scott De Coster

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