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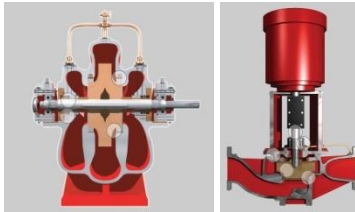
Spring Cooling System Start Up

You have to ASK, and you have to OFFER your value

Problem 1: Spring start up of cooling towers means new seal and or bearings in the pumps.

Value: Offer a complete new Energy Saving Patterson pump with industry standards and stocked parts at competitive pricing:

1. Premium Efficiency Pump with Vacuum cast and factory balanced Impellers.
2. Premium Efficiency new Motor.
3. Low NPSHr
4. Channel Steel base that does not require grouting.
5. Free Factory Certified Laser Alignment.
6. Industrial Quality with Gorman Rupp support of over 100 years in the industry.
7. All the factory tested pumps ship in 7 – 10 working days not weeks.



Problem 2: Spring start up of Chilled water systems leave the Plate and Frame heat exchangers fouled or completely plugged:

Value1: Offer your SONDEX Heat Transfer Services sizing and updated selections to current or future conditions with energy efficient operation as a priority.

Value2: Offer your WCR Heat Transfer Services, offer a replacement pack of new plates and gaskets, send the package to the factory for service or have the factory field clean a unit:

1. New Plate & Frame Selection to new conditions.
2. New Plate Pack with gaskets for most any manufacturer.
3. Field or Factory Service.
4. Since WCR manufacturer's plates and gaskets for several well known brands; thousands of plates are in stock for shipping in days not weeks.



Problem 3: Every year your customer has to clean their tower basin and chiller tubes due to dirt.

Value: Offer Amiad Filtration Systems with .2#/7# pressure drop, cleanable while in operation and fully automatic. 100% flow filtration, to reduce the TSS and greatly reduce make up water flushing saving thousands to millions of gallons of expensive water every year.

1. Offer automatic water filtration from 2 – 3500 microns full flow or side stream.
2. Offer manual water filtration from 2 – 3500 microns full flow or side stream.
3. Centrifugal Solids separators don't work with variable volumes.
4. Basket or Bag filters plug too fast and don't get cleaned. (Just ask)
5. Largest surface area strainer for lowest pressure drop.
6. Best cleaning options for best efficiency.



Problem 4: Your customer has to operate their chiller during times the tower returns water cool enough to handle the building or process loads.

Value: Offer SONDEX Plate & Frame heat exchanger for Free Cooling.

1. We work with several engineering firms for competitive application of Free Cooling.
2. Engineering of System, available complete on a skid.
3. Stamped Drawings for installation.
4. Paperwork for Green credits.
5. "Free Cooling" system is very competitively priced; it is not uncommon for manufacturers to utilize "Free Cooling" for months at a time while the mechanical refrigeration system remains idle. The energy and equipment maintenance savings are significant. Consequently, payback is accelerated.

Note to the wise:

If your customer utilizes a cooling tower for process cooling year round and is planning any cement work or new buildings; you may want to suggest radiant tubing for heating or snow melting. Cooling towers are used to cool water, why not utilize the 90 – 120F process water for heating or snow melting and cool the water at the same time. This adds up to real energy savings for the owner, every BTU utilized for heating is saved as well as the energy to run the tower is reduced as well as chemicals and evaporation. Be the hero, everyone is talking about saving energy.