

One Size Does Fit All



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Many municipalities, have struggled for years to come up with an effective plan to optimize maintenance and service on vital mechanical infrastructure.

PROBLEM:

In trying to devise a consistent plan for maintaining and servicing their mechanical equipment, the customer faced many challenges. Ever-changing variables, such as retiring personnel, lack of electrical/mechanical expertise, and safety compliance requirements left them overwhelmed. Without a plan, failure was inevitable and usually happened at the worst possible time, quickly eroding their budget.


The customer continued to fight this losing battle until they decided to look for an outside-the-box solution that eliminated uncertainty. Their collection system consisted of 11 pump stations in desperate need of upgrade. The customer was plagued with continuous pump failures and plugged pumps, which resulted in increased overtime, expensive emergency repairs, and personnel safety concerns. It was clear that they needed a fast action plan to put in place without the need of a large capital expense project. *(continued)*

Above: Installation of 22 Flygt Concertor pumps in their 11 pump stations.

Below: The old pumps often became clogged and were expensive to service.



WITH KENNEDY INDUSTRIES +1 PROGRAM YOU CAN:

- Reduce capital outlay expenses – freeing up capital
 - Protect your equipment 100% with warranty including field labor
 - Prevent important infrastructure failure
 - Decrease unplanned operational expenses
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- Eliminate the need to finance equipment
 - Stop amortizing pumps over 20 years
 - Capitalize on other opportunities and lower opportunity cost
 - Reduce equipment expenses and training
 - Reduce energy costs

A Fully Integrated System

- Integrated control system that can automatically adapt to the changing wastewater environment.
- Optimal level of performance and efficiency, reducing the total cost of ownership.
- Built-in intelligence that would otherwise require sophisticated monitoring and control systems.



OCCAM'S RAZOR is a philosophical principle that states "the simplest solution is usually the best one". The principle also holds that it is pointless to do with more what can be done with less.

SOLUTION:

After looking at their options, the customer liked the solution offered by Flygt Concertor pumps. A walk through of the 11 pump stations determined that one common Flygt Concertor pump could be used in all cases. These stations had various manufacturer's guide rail systems, but due to the Concertor's discharge design, the existing manufacturer's guide rail bracket could simply be installed, saving the customer tens of thousands of dollars.

A closer look at Flygt's Concertor revealed other pain solving features, like how each pump can be adjusted to accommodate the varying flows of each pump station, and how Concertor provides unmatched asset management by allowing one pump to be interchanged throughout the entire collection system. Also, the Concertor pump can't be wired backwards, and will automatically go in reverse if a clog is sensed, preventing those unsafe late nights of pulling and unclogging pumps.

OUTSIDE-THE-BOX PROCUREMENT:

Kennedy worked with the customer staff to customize a program that provided:

- Installation of all 22 Concertor Pumps.
- Annual preventative maintenance.
- 5-year clog free and equipment warranty eliminating all surprise failure expenses, and pump clogging calls.
- Entire project funding with operations budget monies. No Cap Ex funds were utilized.

Kennedy Industries Plus 1 Program showed a net savings to the customer of nearly 40% or in excess of \$100,000. Service is provided as a flat rate each year insuring accurate asset management and peace of mind that their pump stations will never again cause pain or uncertainty.

By combining their resources with Kennedy Industries, the customer secured a sound accounting approach and safer work environment. The solution eliminated the need for spare equipment and multiple outside resources, and most importantly, delivered a more efficient working system.



Flygt Concertor's discharge design allowed it to be installed with the existing manufacturer's guide rail bracket.