



# The PIT-BULLetin - News You Can Use

**WITH A POTENTIAL COST SAVINGS OF OVER \$200,000.00, BUYING A PITBULL® PUMP ISN'T AN EXPENSE, IT'S AN INVESTMENT**

PITBULL PUMPS  
ISSUE 7 - ROI

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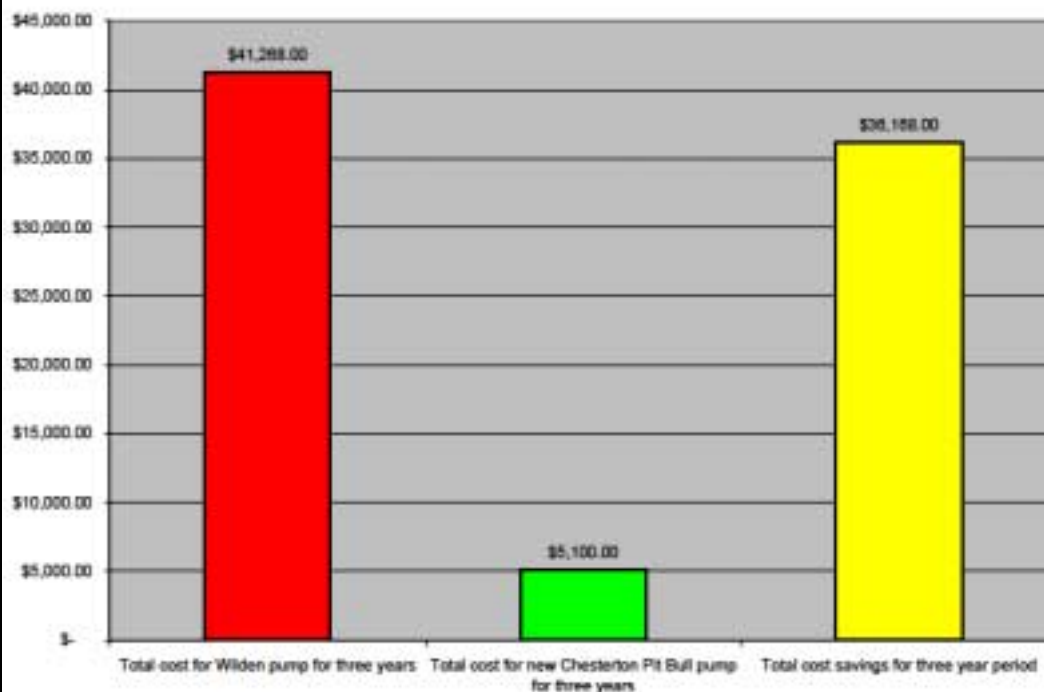
Chesterton's Gary Woerner found that a leading chemical plant on the Houston ship channel that produces fungicides, was having an unacceptable number of diaphragm failures. Knowing that the PITBULL® Pump System would solve their problems, he produced the following ROI report for them, using the customer's actual numbers for repair costs and showing the customer's return on investment for replacing their diaphragm pumps with PITBULL® Pumps

'No arsenal, or no weapon in the arsenals of the world, is as formidable as the will and moral courage of free men and women.'

'If we ever forget that we're one nation under God, then we will be a nation gone under.' -

Ronald Reagan

ACTUAL SAVINGS FOR THREE YEARS ON ONE PUMP



**Fast Facts:**

Did you know that the Pitbull can produce a continuous flow for a process application?

How? By utilizing a dual pump system and overlapping the cycles so that one pump is pressurized before the other de-pressurizes.

Technical assistance

847-214-8988 Ext 12

Manuals and troubleshooting

information is available for review or download

24 hrs a day

365 days a year at

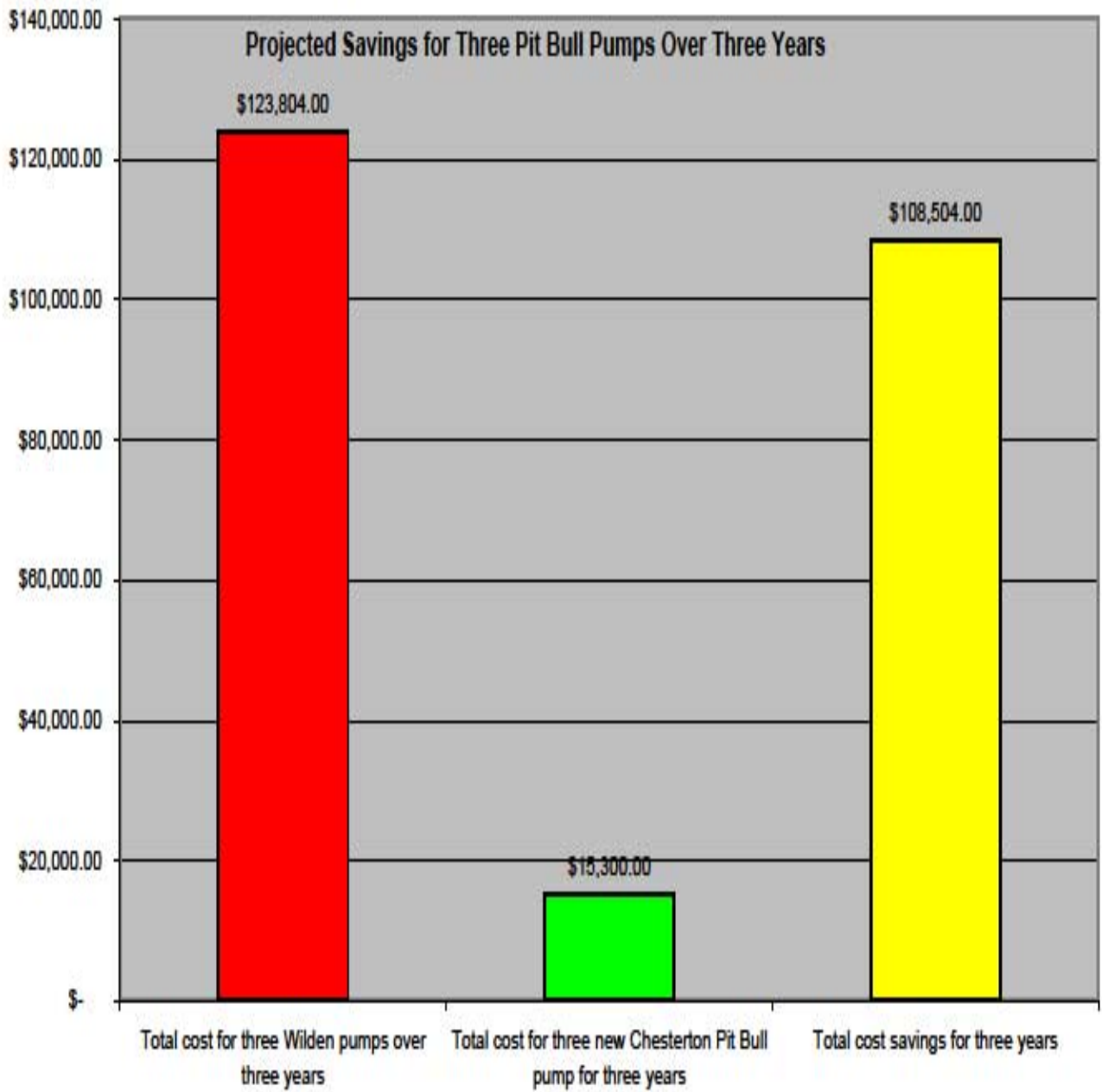
[www.pitbullpumps.com](http://www.pitbullpumps.com)

## Over \$36,000.00 In Savings

Replacing just one pump with a PITBULL® produces a projected cost savings of \$36,168.00 over 3 years

## OVER \$108,000.00 IN SAVINGS

Buying just 3 PITBULL® pumps produced a projected cost savings of \$108,504.00 in a 3 year period.



| <b>CHESTERTON PITBULL RETURN ON INVESTMENT</b>  |                          |                     |
|---|--------------------------|---------------------|
| Date of report  | 6/4/2008                 |                     |
| Date of Installation  | 4/1/2005                 |                     |
| Equipment   | Chesterton Pit Bull pump |                     |
| Model   | S2S                      |                     |
| Application: Replace existing Wilden pump   | VOC Sump pump            |                     |
| Labor Rate per hour   | \$ 45.00                 |                     |
| <b>Costs With Existing pump</b>   |                          |                     |
| Diaphragms used per year  | 38                       |                     |
| Number of repairs with diaphragm replacements per year (2 diaphragm per job)  | 19                       |                     |
| Cost of Diaphragm   | \$ 182.00                |                     |
| Cost of Diaphragms per job (two per Job)  |                          | \$ 364.00           |
| 8 LABOR HOURS = 6 (2 Millwrights at 3 hours each) + 1 (Operator hours) + 1/2 (Planner hours) + 1/2 (Supervisor hours) | 8                        |                     |
| Cost of Labor per diaphragm job (8 hours X 45 dollars per hour)   |                          | \$ 360.00           |
| Cost per repair job to replace diaphragms (Labor plus Material)   |                          | \$ 724.00           |
| One Year total cost for repairs (19 repair jobs X \$ 724 per job)   |                          | \$ 13,756.00        |
| One year cost of labor (19 X 360)   | \$ 6,840.00              |                     |
| One year cost of Diaphragms (182*38)  | \$ 6,916.00              |                     |
| <b>Total one year cost to operate pump</b>  |                          | <b>\$ 13,756.00</b> |
| <b>Cost With New PITBULL Pump</b>   |                          |                     |
| Cost of New Chesterton Pit Bull Pump  |                          | \$ 5,100.00         |
| Repairs for three years   | 0                        |                     |
| <b>Total three year cost to operate pump</b>  |                          | <b>\$ 5,100.00</b>  |
| <b>Actual Three Year Savings</b>  |                          |                     |
| Total cost for Wilden pump for three years  | \$ 41,268.00             |                     |
| Total cost for new Chesterton Pit Bull pump for three years   | \$ 5,100.00              |                     |
| <b>Total cost savings for three year period</b>   | <b>\$ 36,168.00</b>      |                     |
| <b>Projected savings for three PITBULL Pumps</b>  |                          |                     |
| Total cost for three Wilden pumps over three years  | \$ 123,804.00            |                     |
| Total cost for three new Chesterton Pit Bull pump for three years   | \$ 15,300.00             |                     |
| <b>Total cost savings for three years</b>   | <b>\$ 108,504.00</b>     |                     |
| <b>Projected savings for Six PITBULL Pumps</b>  |                          |                     |
| Total cost for six Wilden pumps over three years  | \$ 247,608.00            |                     |
| Total cost for six new Chesterton Pit Bull pump for three years   | \$ 30,600.00             |                     |
| <b>Total cost savings for six pumps for three years</b>   | <b>\$ 217,008.00</b>     |                     |

CHICAGO  
INDUSTRIAL PUMP  
COMPANY

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Be sure to visit us on the  
web and view the video  
of the Pitbull in action  
at:  
[www.pitbullpumps.com](http://www.pitbullpumps.com)

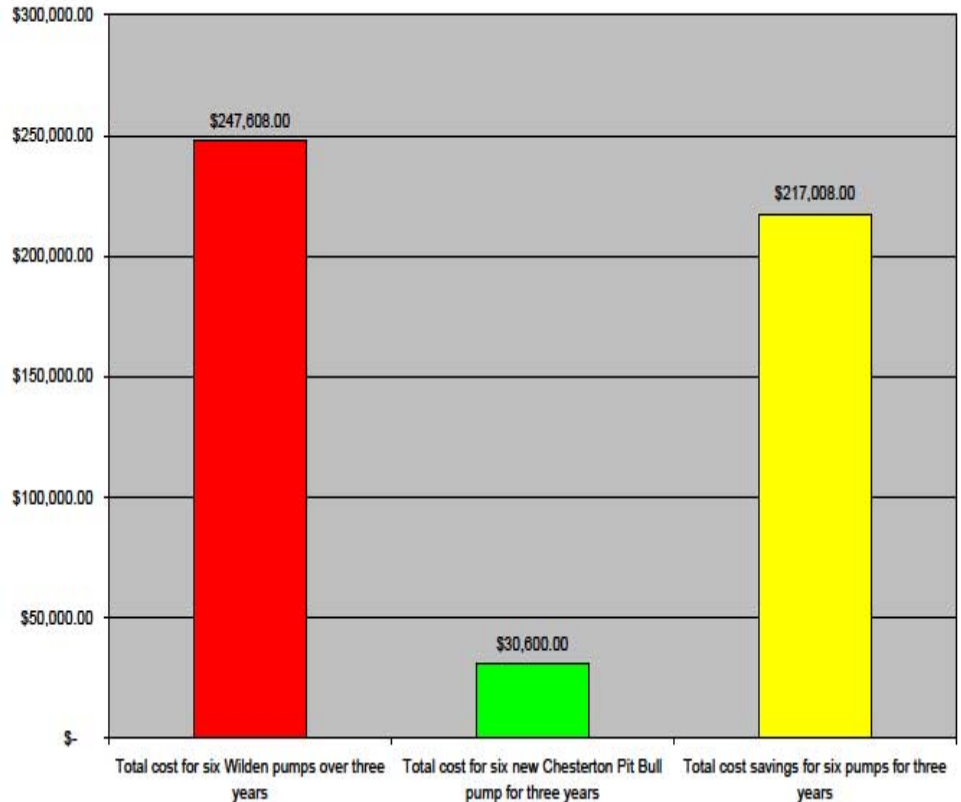


*Home of the  
PITBULL Pump  
For over 20 years*

## OVER \$217,000.00 IN SAVINGS

Buying 6 Pitbulls resulted in a projected  
savings of \$217,008.00

Projected Savings for Six Pit Bull Pumps Over Three Years



## THE END RESULT:

The customer bought the 6 PITBULL® pumps that Gary suggested and are now having him look at 4 more applications for the PITBULL®.

Great work Gary!

Thanks for sharing this with us!

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