

SUTPHEN CORPORATION SALES TECHNICAL BULLETIN

WATEROUS PUMP MODULE PRICING

OVERVIEW

In an effort to continually improve their relationship and partnership with Sutphen, Waterous is once again decreasing the base price on their pump modules.

The current SQS cost to upgrade from a Hale QMAX 1500 gpm pump to a Waterous CSU 1500 gpm pump is around \$3000 (this is dependent on what company/price structure you're working under).

You can now propose a Waterous CSU 1500 gpm pump module for the same price as a Hale QMAX 1500 gpm pump module. This is currently only applicable on the Waterous CSU 1500 gpm pump modules. The Waterous CS 1250 gpm pump modules are currently being reviewed to see if a similar credit structure can be offered.

Until the release of the new Sales Configurator, you will need to manually add a credit in SQS.

The current cost for a Waterous CSU-1500 GPM on a Shield Series pumper (S1, S2, S3, S4 both side & top mount configurations) in the SUT & CPP companies is \$3,077.74.

32030000	1000				STRENGTHENED ELECTRIC INTERMITTENT WIRETS	1	\$0.00	\$0.00
54090000	1048				MISCELLANEOUS ITEMS ON CHASSIS	1	\$0.00	\$0.00
60090005	2000				PUMP, WATEROUS CSU-1500 SINGLE STAGE	1	\$3,077.74	\$3,077.74
60090010	2000				NATIONAL PUMP TEST	1	\$0.00	\$0.00
60000011	2000				WET TURBINE	1	\$0.00	\$0.00

Please manually add item #60088888 CREDIT FOR WATEROUS PUMP -\$3077.74.

This credit will be slightly different under the Ohio State Term Schedule (OHS) company. The current cost to upgrade to the Waterous CSU 1500 gpm is \$3,197.77 so you can deduct this amount.

PLEASE NOTE: All option prices will remain the same for each respective pump module. You cannot build up a Hale and change the verbiage to Waterous.

ALSO NOTE: The pricing structure on the Commercial and Guardian pump modules is slightly different since the base pump is a Hale Qflo 1250 gpm pump. You can deduct the above amounts from the respective SUT/CPP and OHS companies. **DO NOT** deduct the full \$7,000+ option cost on these product types.

If you have any questions regarding this new pricing or need assistance in entering the appropriate credits, please contact your Sales Application Engineer.

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By: C. Green

Revised: --

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