

## Does Low Bid Really Save Any Money?



**Problem:** Budgets in today's economy are stretched to the limit. Initial low cost products are specifically being designed to compete in the low bid market. These products provide an attractive initial cost but sacrifice reliability, efficiency and longevity. Does this process truly serve the community or only offer a temporary fix that will cost even more down the road? The City of Davison asked that very question while contemplating the replacement or repair of one of their pumps. This particular pump station has been problematic over the years requiring constant service and repair digging deep into the City's maintenance budget. In the past when the pump failed or was beyond economical repair it was bid out. Consistently the same pump manufacturer was low bid. Quality focused brands like Flygt were consistently higher

cost during the bid process but the question was never asked why? The City then contacted Kennedy Industries to discuss life cycle cost vs initial cost and its correlation to the overall budget.

The lower cost pump in question was continuously plugging with what is commonly referred to as today's modern trash. This wastewater media contains heavy "flushable or disposable" products like Swiffer wipes, rags, cleaning pads and baby wipes. These



products accumulate on the leading edge of the most common low bid impeller types causing impeller drag and eventually lead to a complete clog. During this time the unbalanced load on the impeller causes vibration and wear on bearings and mechanical seals. High amperage of the

### What do I look for in a Pump that will provide long term value?

- Will the pump handle modern trash?
- Does the pump offer a clog free guarantee?
- Does the pump offer a 25% energy savings guarantee?
- What is the warranty coverage?
- Does the pump representative offer 24 hour service?
- What are the materials of construction of the impeller, insert ring & mechanical seals?
- Are there references available we can call?

motor due to the impeller drag reduces motor life and eventually WILL lead to an overloaded motor or catastrophic failure of the entire pump. Other factors such as increased power consumption, service personnel overtime cost, dangerous emergency site visits, costly pump repairs or worse

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seemed to continuously tax the City's budget at the worst possible times.

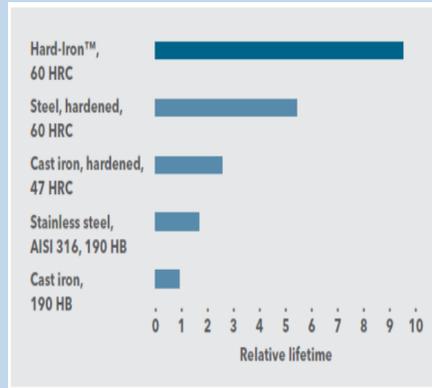
When the City added it all up the low bid pump was costing them a small fortune. Questions needed to be asked and answered to stop the cycle of low priced pumping equipment fast.

**Solution:** Kennedy Industries along with the installing contractor proposed a change that was slightly more initially, but offered a significant decrease in the overall cost of their pumping and operations. Kennedy's recommendation, based on hundreds of installations, was the Flygt N



impeller design introduced in early 1999. The N impeller design has proven itself over the last 16 years to be the best impeller design for eliminating clogs. The screw shaped impeller with beveled edges self cleans itself against a relieve groove after each revolution, eliminating modern trash from being hung up on the impeller. This design

continuously maintains sustained efficiency, lowering HP and input KW.



Flygt's N impeller is guaranteed not to clog while pumping today's modern trash. The N impeller & insert ring are heavy duty high chrome cast Hard Iron which has proven to be 10 times more wear resistant than standard cast iron of other low bid brands.

The problematic low bid pump was rated 7.5 hp, 140 GPM at 40' TDH. The new high efficiency Flygt pump is rated 4 HP, 160 GPM at 50' TDH. The result of increased hydraulic efficiency is clearly evident in the reduction of HP and overall size of the pump.

Both pump manufacturers were

Flygt 4 hp pump next to the low bid competitor 7.5 hp pump



tested side by side to compare results. The Flygt pump was pulled monthly and checked for debris in the volute. It was clog free & clean every time.

Conversely the low bid pump was pulled and debris removed from the impeller & volute by operations personnel weekly.

The Flygt N pump used 40% less electrical kW than the competing brand. This was determined by comparing electric bills from months previous after the second Flygt pump was installed.



The City was impressed with the Flygt 5 year pro-rated warranty that not only covers parts and labor but includes freight/delivery back to the customer. If something unforeseen were to happen Kennedy handles all of the warranty in-house and is available with their fleet or service personnel 24 hours a day 7 days a week.

After achieving the concrete results the City determined that the increased up front cost of quality Flygt pumps provided a much lower over all life cycle cost, saving the community more money in the long run.