

# PARAGON PULSE

Success Story: December 2023

## *Full Steam Ahead: Boiler Room Savings!*

### PROBLEM

A corrugated customer in Virginia was looking to do a PM on their boiler room components. Initially they were interested in our repair capabilities for a Dean Centrifugal pump to have as a spare. Not only can we repair these pumps, but we could quote new. We had a quote over to the customer in 30 minutes for a new Dean Pump at a cost savings of nearly \$17,000 per unit. Their previous quotes were from a Boiler Room company who were pricing units to include installation. They were not able to buy these parts directly.



### THE SOLUTION

From this quote we received an order for two Dean Pumps and the opportunity to evaluate the old pumps for repair. Since that initial order we have quoted and received orders for Iwaki Metering Pumps, Grundfos Vertical Centrifugal Pumps, Everlasting Valves, And Baumann Steam Valves. With these components the customer has everything they need to perform their own PM during a planned shutdown. This is also a major cost savings to the customer from having to outsource the job to a third-party Boiler Company.



### SUCCESS MADE EASIER:

With Paragon Technologies being a SunSource company, our capabilities go beyond repair. This has allowed us to pass along a projected cost savings of nearly \$80,000 to the customer! For more information on how we can help supply these critical parts, please reach out to your local Account Manager.



Contact Us for more information

