

**APPLICATION GOAL:**

Eliminate the cost of having to hire an outside contractor to pump machine sumps

BEFORE EXAIR:

A small machine shop periodically has to pump out the sumps of his machine tools for disposal. To do this they had to hire an outside contractor to come in and pump spent coolant into 55 gallon drums for disposal. With 10 machines requiring recharging twice a year it was costing \$750 per visit from the contractor.

**AFTER EXAIR:**

Using the **Model 6196 Reversible Drum Vac**, customer pumped his own sumps eliminating the outside contractor and associated cost.

Also, with the reversible feature of the Drum Vac, he was able to install it onto a barrel of new coolant and pump it into the machine within 90 seconds. It was taking him 15 minutes using a hand pump.

Savings alone with eliminating outside service charges, the drum vac paid for itself in less than a month.

After having gotten the unit in and reading our catalog, he realized that by ordering the **Model 6901 Spill Recovery Kit**, he could vacuum fluids off the floor. He was using a shop vac for this purpose and had to replace them in less than a year. Since there are no moving parts there is nothing to wear out so the Drum Vac operated flawlessly with no breakdowns.

