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Spring Issue

Spring is about here, and the grass should be turning **Layne Green** soon. Though we have a short issue this time, there are some marketing notes to be aware of. Revised price pages are almost ready for print and will be mailed out soon. Make note of additional price options available, which are mentioned on page 2.

With spring also comes scheduled maintenance and repair for many installations around the country. We've already experienced strong parts sales during the first months of 2008.

Don't hesitate to contact us any time your customers are looking for repair parts, bowl assemblies, or maybe a complete replacement or spare pump.

We also help customers who wish to upgrade construction and obtain longer life from their pump. For example, recently we've helped several clients who had standard cast iron / bronze fitted construction in abrasive river applications. Our proposals included upgrades such as 17-4 PH bowl shaft, marine bearings, 400 series stainless wear rings, fusion bonded epoxy lined bowls, and in some cases, Ni-Resist Type 1B castings.



Layne has an extensive list of existing applications from which we draw experience. These references provide us with the knowledge to help customers decide on the best construction to use for their installation.

Price Book

Price book changes are on the horizon. As discussed in our last issue, stuffing box shaft sleeves are no longer standard. Other changes coming this spring will be:

- Submittals will be sent in scanned in pdf format via email. Hard copy submittals will no longer be provided standard. This will help expedite submittals to you and your customers. There will be a charge for hard copy submittals.
- Due to increased requests for test logs along with test curves, there will now be a charge for providing factory test logs.
- There will be a charge for “curve approval” prior to shipment. This charge is to eliminate several month lapses that may occur before approval is received.
- At times, standard price book orders are received which include specifications. For example, a purchase order may include “per attached specifications”. This creates delays in order processing because we must stop and review the specification with the order writeup before proceeding. Therefore, a charge will apply for checking an order to a specification.

Revised price pages and catalog literature will be released soon with further details.

New Vertical Motor Vender

TECO Westinghouse will be introducing vertical hollow and solid shaft high thrust motors in the near future. A new catalog is in the works, as well as plans to have stock motors available (1800 rpm will be first). TECO has a wide range of ratings, speeds, and modifications available. Feel free to contact Layne if you would like a quote on a TECO Westinghouse motor.



Contact Information

Layne & Bowler/ Verti-Line

Address 3601 Fairbanks Ave.
Kansas City, KS 66106

FAX (913) 748-4030

Website (all go to one site)

www.laynevertiline.com

www.vertiline.com

www.laynebowler.com

www.lvlpump.com

Pump Sales, Tech Support, Newsletter

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Carol Hampton

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East & Canada, & Firepump

Eddie Fears

(913) 748-4282 phone

Pump Order Status (US & Canada, Only)

Melissa Thompson

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LVDeliveries@pentairwater.com

Warranty and Field Service

Lorrie Eddins

(913) 748-4213 phone

connie.groves@pentairwater.com

Firepump Estimate Sheets

Carolyn Crews

(913) 748-4209

carolyn.crews@pentairwater.com

Installations around the Country



Martin County, FL

13EH – 9 stage
1,635 GPM @ 600'
350 HP @ 1800 RPM
Stainless Steel RO Pump
Sold by Barney's Pumps, Inc.

If you have a pump installation you'd like to share, send us a picture! Please include a brief description of the pump, service, and location. All submissions will receive a free gift from our Company Store.

Stuffing Box Shaft Sleeve

Starting April 1st, all pump orders received will be built standard without a stuffing box shaft sleeve, unless specifically called out on the order. As first announced in our last issue, we are going back to our old standard construction, which is to use 416 SS headshaft with no shaft sleeve through the stuffing box. After April 1st, there will be a charge to supply a stuffing box shaft sleeve. Revised price pages will be issued shortly, so watch your mail!

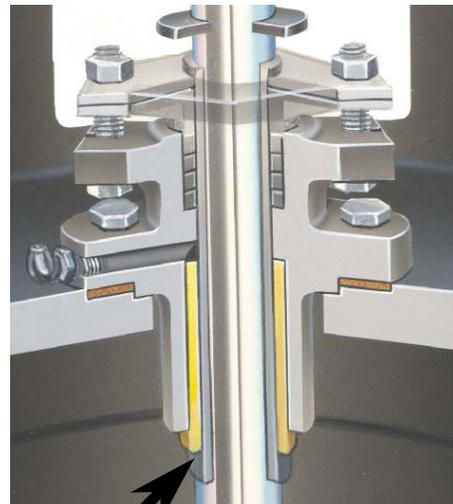
To recap the benefits of this construction:

- Headshaft can be reused by simply inverting it, which provides a new running surface at the stuffing box.
- Mechanical seals and stuffing box assemblies can be sized smaller, which reduces overall costs.
- Eliminates the chance for leakage between the shaft and sleeve.



Campbell County, VA

15EH – 2 stage
2,100 GPM @ 129'
100 HP @ 1800 RPM
Below Ground Discharge
Sold by Wood Equipment Company
Tom Callahan of Wood Equipment is standing next to the below ground discharge piping.



Shaft sleeve at stuffing box is now optional.



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