



Shippensburg Pump Company, Inc.

BOILER FEED • CONDENSATE • DEAERATOR • VACUUM

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Re: How to make a deaerator affordable if customer's budget not large enough?

If a customer cannot initially afford to purchase a deaerator, Shipco can design a deaerator so that it can be purchased in stages thereby lowering the initial cost and spreading the cost over multiple year budgets.

Initially sell the customer a Model SHEM boiler feed unit all the flanges and tapings, along with as many of the options as the customer can afford will be required later to transform the SHEM into either a atmospheric or pressurized deaerator. In subsequent year[s], the customer can purchase the additional components needed to create a complete deaerator. This strategy enables the customer to end up with a deaerator and positions the rep as flexible partner willing to help the customer achieve goal.

Sincerely,

Shipco® Marketing and Sales Department