

# Flygt corrosion-resistant assortment

D8000/DY8000 Submersible and dry-installed corrosion resistant vortex pumps



## 1. Introduction

A project has been run to brand part of the ROBOT assortment into Flygt. The products concerned are:

- A range of submersible and dry-installed corrosion resistant pumps with vortex impeller (D8000)
- A range of submersible and dry-installed slurry range with vortex impeller (H8000 and HY 8000)
- A range of dry-installed pumps with vortex impeller (DY8000)
- A number of submersible vortex pumps, so called "performance gap fillers" where Flygt does not have suitable pumps, independent of impeller type (D8000)
- A number of dry-installed pumps with channel impeller (CY8000)

The first three (3) items above will have their own release note.

This specific product release note will go through the range of submersible and dry-installed corrosion resistant pumps with vortex impeller.

## 2. Product aim

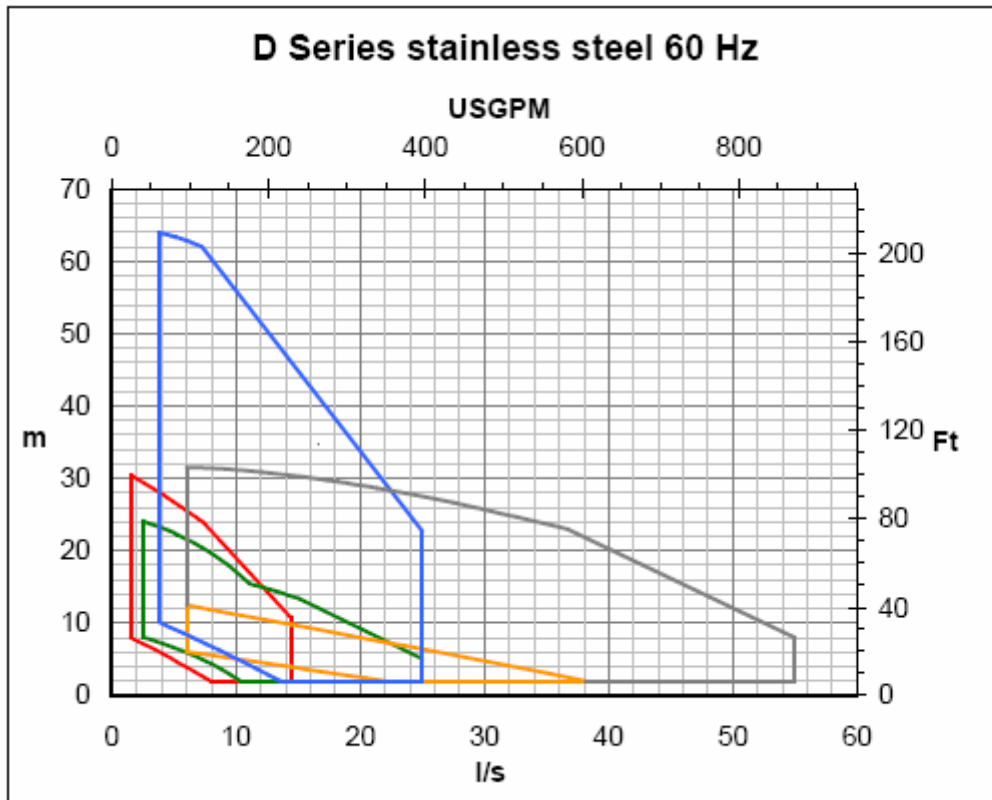
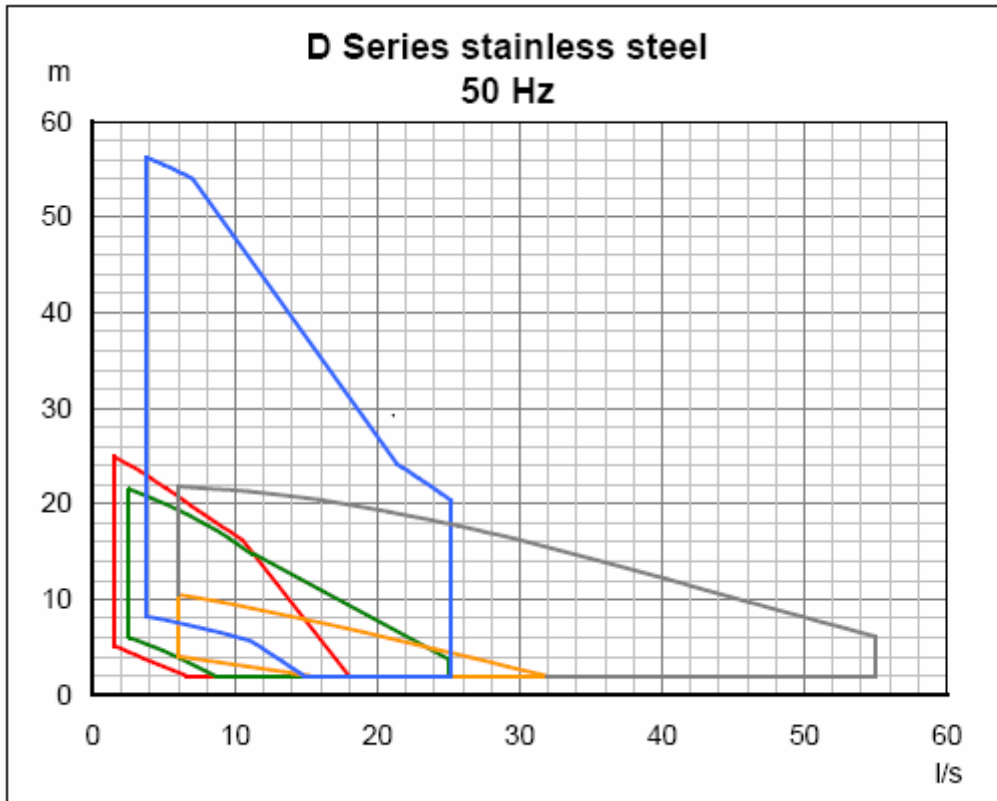
The aim of the release is to provide sales companies with a more complete corrosion resistant pumps assortment to be more competitive, open up new business opportunities for present and new segments, and to broaden the product portfolio.

With an extended product assortment we can tailor our quotations to suit the demand from the market and not limit our offer only to submersible solutions. This will give us opportunities and increase our chances to get orders in cases when entire packages are requested. At the end of the day it will lead to increased sales of submersible pumps when we also have a range of dry-installed products to offer.

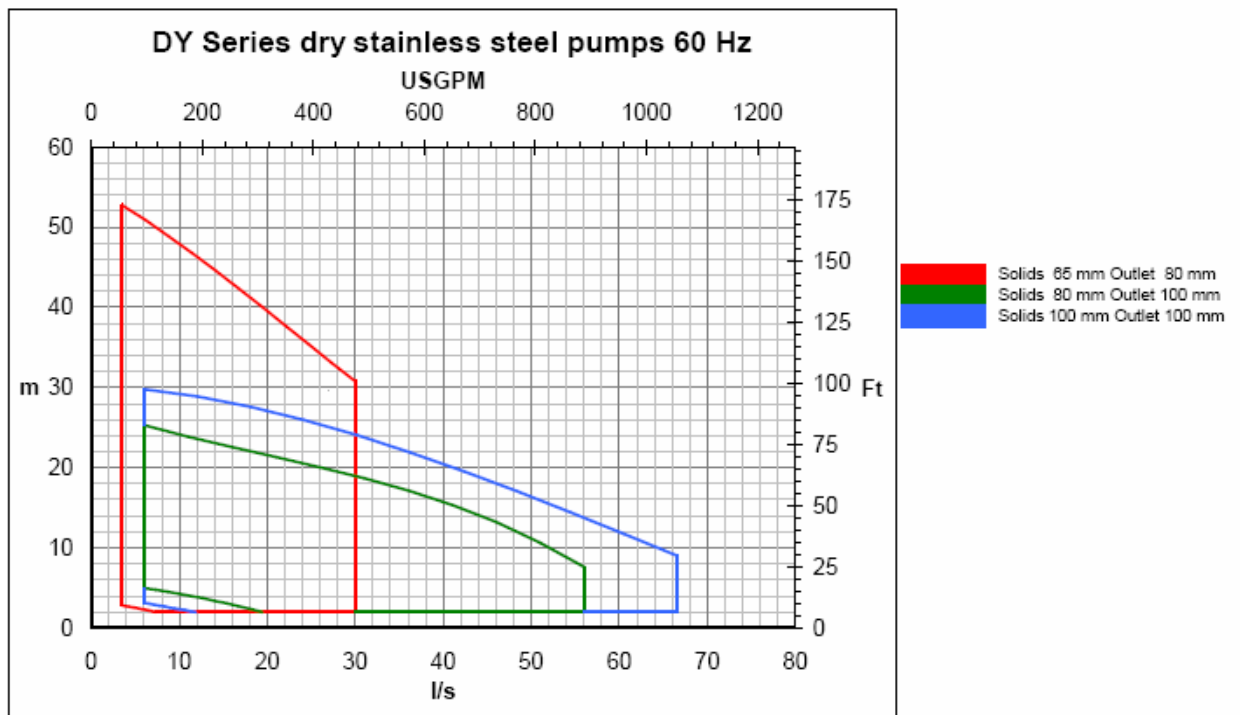
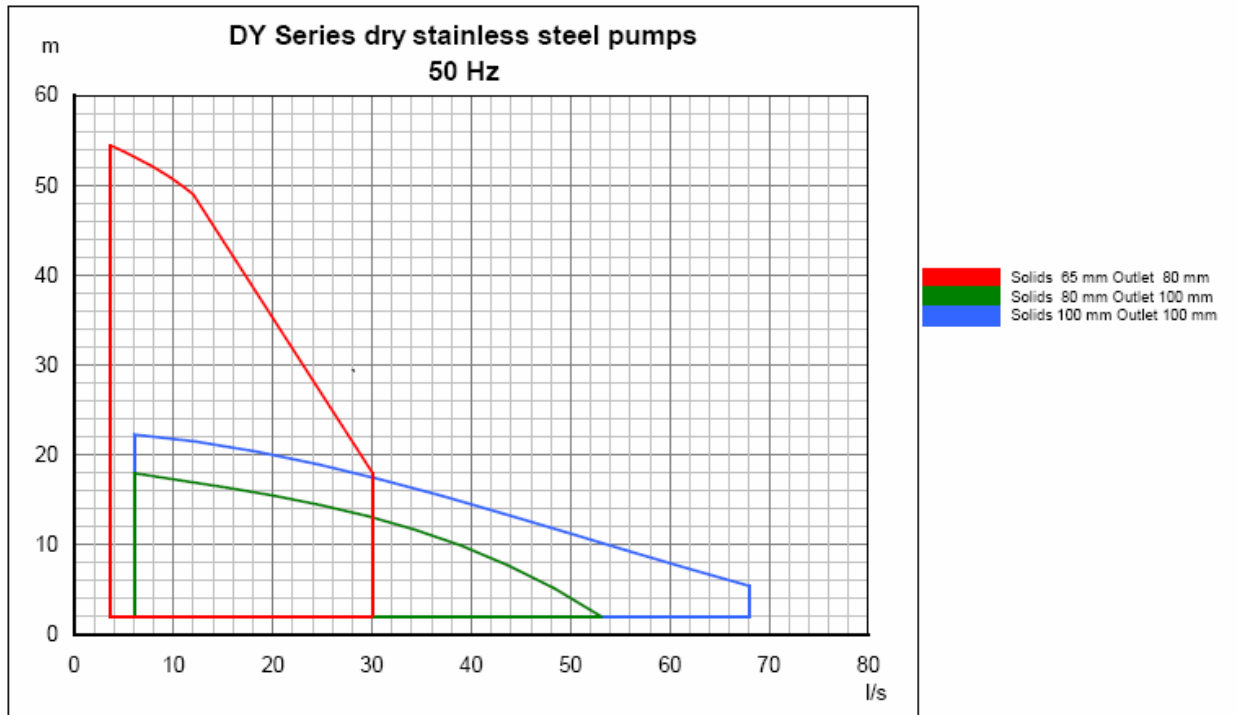
## 3. Product program

All pumps will be denominated as a part of the 8000 series.  
The product range for the corrosion resistant range is: D8000

Performance for the submersible assortment:



Performance for the dry-installed assortment:



## 4. Specific technical features

The vortex impeller concept with its well known main features, such as low risk of clogging, but with lower efficiency than the N-range.

## 5. Strategies

The price strategy prices this assortment in accordance with the Flygt 3000 series of pumps. – A complete range of submersible and dry-installed vortex pumps in stainless steel to an attractive price.

## 6. Main market segments/Applications

- Sewage and waste water pumping
- Industrial effluent handling
- Chemical industry
- Pharmaceutical industry
- Food processing
  - Canneries
  - Wash water sumps
- Textile industry
  - Tanneries
  - Dye factories
- Tunnelling
  - Cleaning agents
- General industry

## 7. Training

Product training will be held at the respective sales company by ROBOT. The training plan will be communicated separately by ROBOT.

## 8. Sales promotion

- A product brochure has been produced, available at <http://group.flygt.com/1239219.asp>
- A Powerpoint presentation is available on the intranet, also at <http://group.flygt.com/1239219.asp>

## 9. Technical documentation

The technical documentation which has been produced is:

- Installation, Care & Maintenance
- Technical Specifications included in a Product catalogue

They are available at <http://group.flygt.com/1239219.asp>

## 10. Sales tools

The whole assortment will be integrated in FLYPS.

## 11. Time schedule for launch

23-24<sup>th</sup> of November 2006 in Holland.

## 12. Prices

All the Flygt branded ROBOT assortment will be divided into 6 categories of pumps and the price lists will be updated as follows:

- CY 8024.180: Dry-installed bare shaft waste water pumps. Will be listed in a new section called CY.
- D 8061, 8063 and 8064 STD and EX: Submersible waste water vortex pumps. Will be listed last in section D.
- DY 8000-Series: Dry-installed short coupled and bare shaft waste water vortex pumps. Will be listed in a new section called DY.
- H 8021, 8043 and 8064 STD and EX: Submersible slurry and dredging pumps. Will be listed last in section D.
- HY 8043 and 8044: Dry-installed bare shaft pumps for abrasive media. Will be listed in a new section called HY.
- D 8000-Series stainless steel: Submersible stainless steel pumps. Will be listed last in section W.

## 13. Delivery time

Generally the same delivery time as for the similar size of Flygt pump. Delivery times will vary from one pump type to another and will be communicated at a later stage.