



# ACCURATE PACKAGE

Application Sheet #2

## CUSTOMER VALUE

### SITUATION

- North Eastern Albertan Customer was purchasing components and assembling systems using traditional mechanically controlled pumps.
- On site costs were high. Missing components and bad weather drove costs up further because of the distance to get parts.
- Injection accuracy was very poor at low flow rates, typically injecting twice the chemical required.

### SOLUTION

- Customer cost analyses showed the Sirius 300G Stealth installed complete with HardTopper™ and all accessories was the same price as the parts customer purchased and the cost of having a crew on location to install and commission.

### RESULTS

- **Very Convenient** ...system is installed in minutes by making one electrical connection and tubing into injection point. Significantly reduces the amount of work and co-ordination for customer.

Increased convenience with less stress for the same price. Annual savings of \$3,000 per site.

- **Improved Quality** as the system is assembled and tested in a controlled environment with detailed quality control.
- **Increased Accuracy** ... after eight months results showed the Sirius system accuracy lead to a 50% reduction in chemical used.
- **Cost Savings** ... on going savings of over \$3,000 per year per site. Based on chemical cost of just over \$3 per Litre.



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