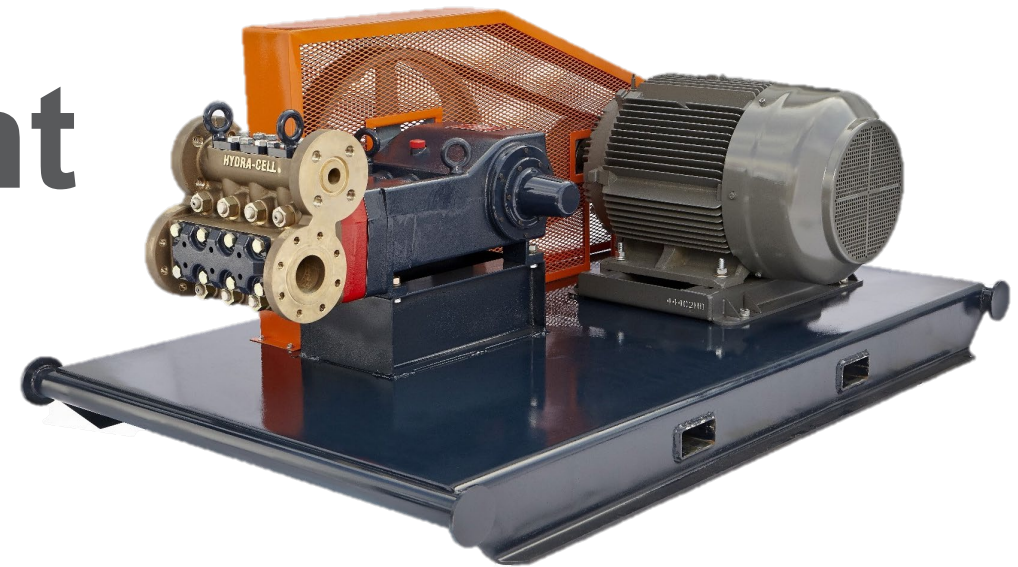


WANNER™ HYDRA-CELL® PRO | T&Q SERIES

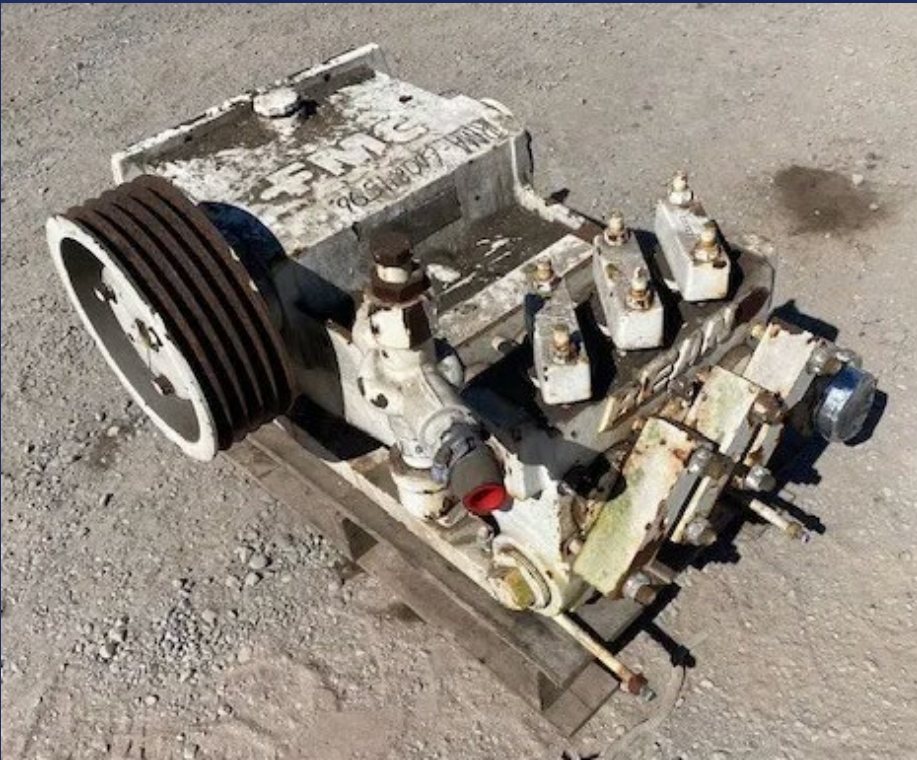
Pump Replacement Selling Strategy



Issue date
21st June 2024

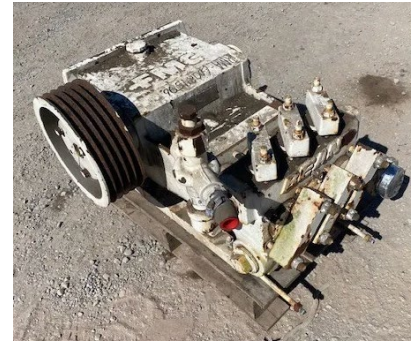
REPLACEMENT OPPORTUNITIES

Obsolete High-Pressure, Plunger or Centrifugal



REPLACEMENT OPPORTUNITIES

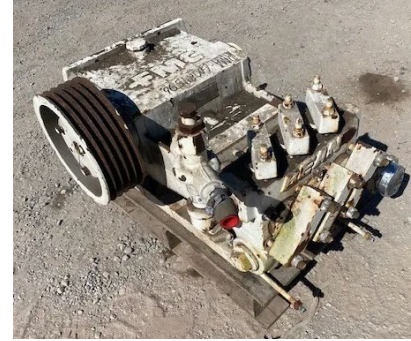
Customer Questions



1. Do you have any high-pressure applications?
2. Are your high-pressure pumps plunger or centrifugal?
3. How old are your pumps? Obsolete?
4. Are you having a difficult time getting replacement parts?
5. Are the replacement pumps costly?
6. Are you having to outsource or manufacture your own parts?

REPLACEMENT OPPORTUNITIES

Customer Challenges

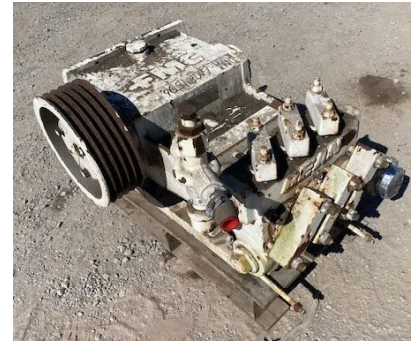


- Parts Downtime
 - Discontinued or limited availability
 - Costly delays in delivery
 - High parts costs
 - Must manufacture your own
- Pump Age / Obsolescence
 - Decreased mean time between failures
 - Packing leaks
 - Emission control issues
 - Increased maintenance

Increasing Cost of Ownership!

REPLACEMENT OPPORTUNITIES

Brands



T & Q Series Pumps can replace the following piston / plunger pump brands:

- FMC “BEAN”
- Bethlehem
- Wheatley
- GASO
- Oilwell
- Peroni
- Ajax
- Gardner Denver
- Kerr
- Abel
- NOV
- RAM
- Kobe
- Worthington plunger
- Weatherford
- Union
- Aldrich “IR”
- Clyde Union

REPLACEMENT OPPORTUNITIES

Primary Applications

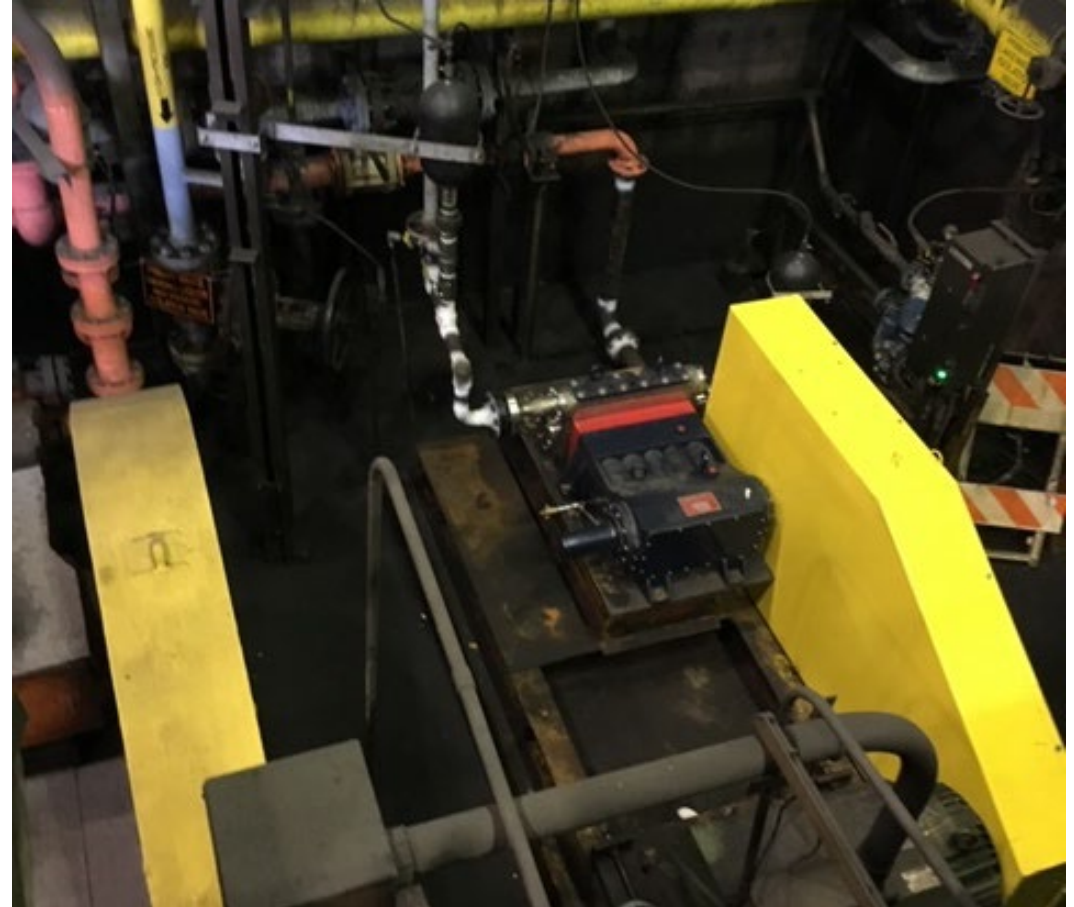


T & Q Series pumps offer superior performance and reliability in:

- Jet Pumps
- Saltwater Injection or Disposal
- Waste Water Disposal
- Testing
- Mine Dewatering
- Natural Gas Liquids
- Refining - Washdown
- Fuel Transfer
- Cleaning / Washing
- Steam Generation
- LACT Oil Transfer
- Gas Dehydration
- Spray drying
- Slurry pumps – seal flushing
- Mine – Tailings flushing

REPLACEMENT OPPORTUNITIES

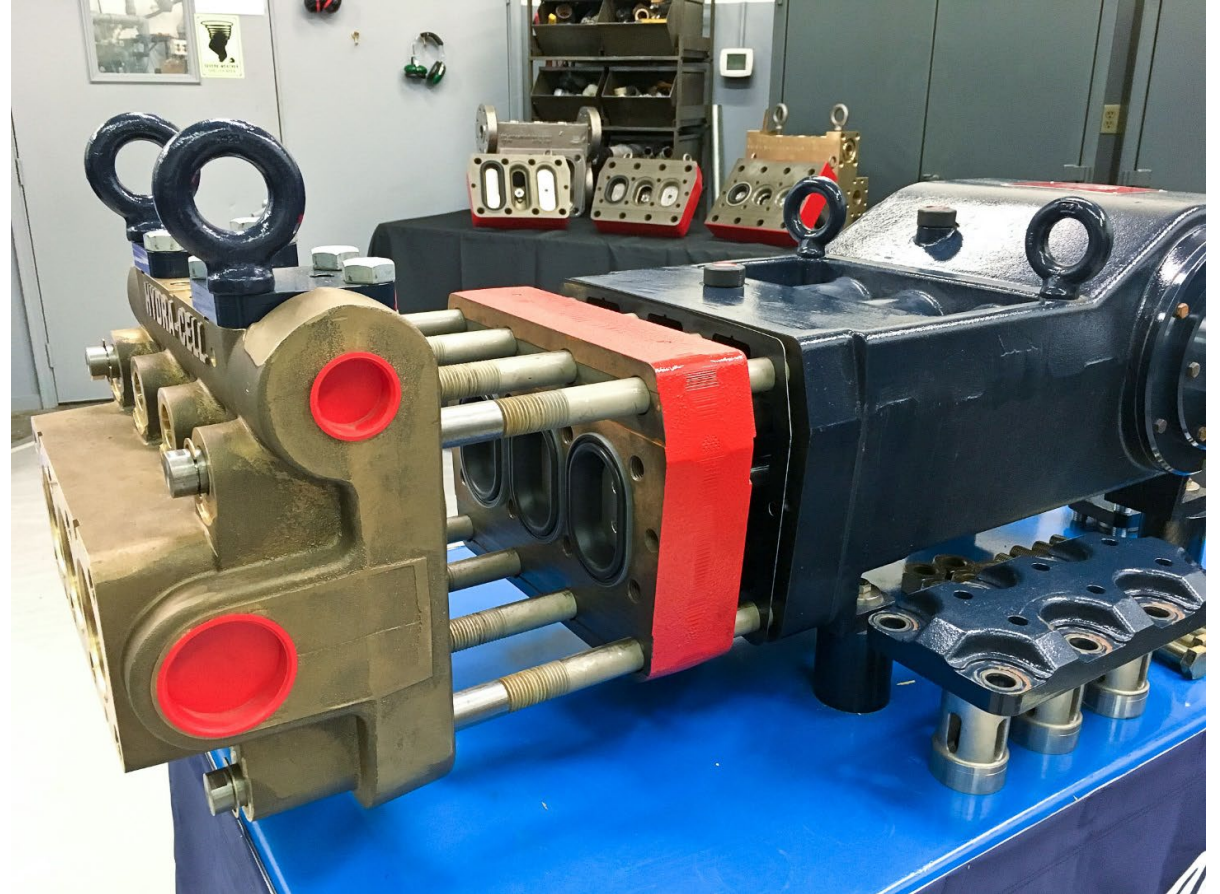
Installation



REPLACEMENT OPPORTUNITIES

Ease of Maintenance

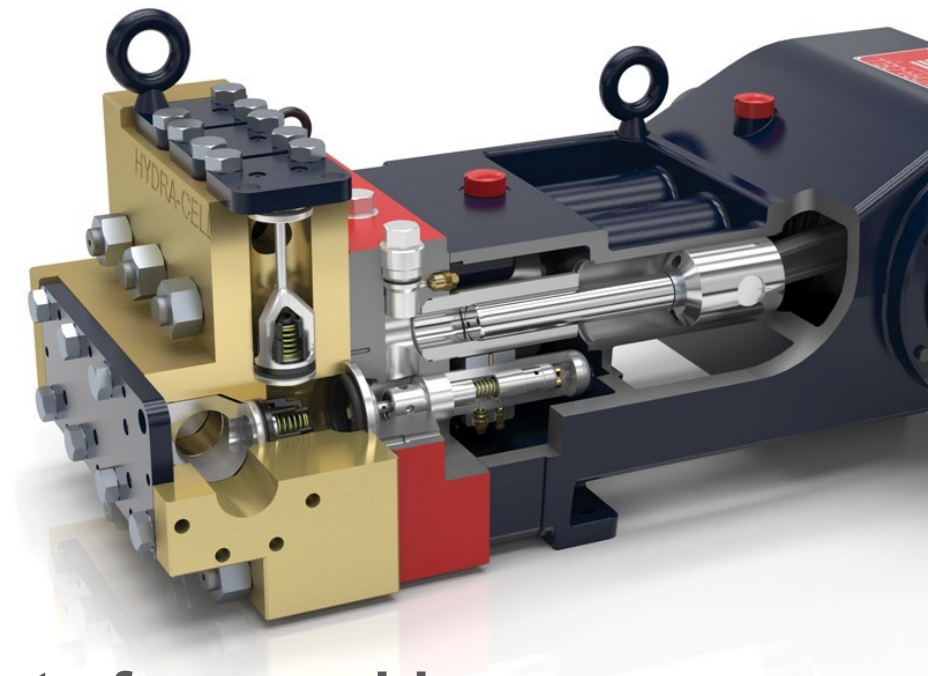
- Manifold designed to unbolt and slide open for convenient service-in-place access
- No lifting equipment is required to inspect the liquid end, just the Wanner toolkit
- Valves accessible with piping installed for easy access



HYDRA-CELL PRO | T & Q SERIES

Key Selling Points

- **Seal-less design**
 - Can run dry indefinitely; operates against a closed inlet without damage
 - Handles particulates, abrasives and corrosive liquids and slurries
 - Pumped liquid is 100% contained = no emissions
- **Lower cost of ownership**
 - Operational efficiency savings
 - Increase mean-time between failures
 - Reduce maintenance costs
 - Initial up-front cost savings



HYDRA-CELL PRO | T & Q SERIES

TCO Case Study

Life cycle cost of ownership; Polymer Injection Pumps acquisition + 3 years of operation	Packed Plunger Pump #1	Packed Plunger Pump #2	Hydra-Cell Pro T Series
Corrective Maintenance Cost (Breakdown events; includes labor @\$100 per hour + parts)	\$33,000	\$44,940	\$6,441
Preventive Maintenance Cost (Includes labor @\$100 per hour, spare parts)	\$24,816	\$17,196	\$12,582
Energy Cost (8,760 working hours per year @\$0.15 per KWh)	\$35,478	\$35,478	\$35,478
Acquisition Cost (Including pump and driver skid)	\$84,950	\$65,674	\$76,302
Total Cost per Pump (3 years)	\$178,244	\$163,288	\$130,803
Hydra-Cell Pro Saving by Pump	\$47,441	\$32,485	

REPLACEMENT OPPORTUNITIES

Key Industries & Applications

Oil & Gas

- Pumping NGLs
 - o We handle high suction pressures to maintain liquid state
 - o Zero emissions (fines served for any leaks)
- CO₂ (future opportunity)

Companies with ISO 14001 EMS initiatives

Steel Mills

- Descaling & Pickling

Power Plants

- Oxygen scavenging in high-pressure steam lines

Washdown/Cleaning

- 80-90c with chemicals (tanks, seals, compressor blades)

Fertilizer

- Anhydrous Ammonia Urea

General Industrial

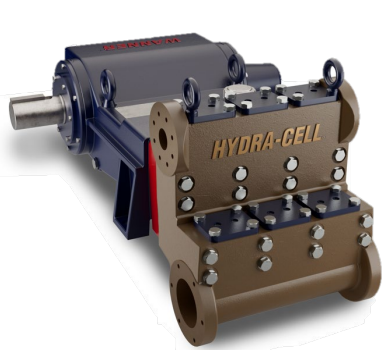
- Displacing aged incumbent pumps
- Discontinued pumps
- Pumps with parts shortages / backorders

Multiple Industries

- Spray Drying

WANNER HYDRA-CELL PRO | T & Q SERIES

Product Portfolio



T60 Pro Series

LOW PRESSURE
Max Flow: 93 gpm
Max Pressure: 1000 psi

T100 Pro Series

LOW PRESSURE
Max Flow: 96 gpm
Max Pressure: 2100 psi

MEDIUM PRESSURE

Max Flow: 45 gpm
Max Pressure: 3500 psi

HIGH PRESSURE

Max Flow: 26 gpm
Max Pressure: 5000 psi

Q155 Pro Series

LOW PRESSURE
Max Flow: 157 gpm
Max Pressure: 2100 psi

MEDIUM PRESSURE

Max Flow: 75 gpm
Max Pressure: 3500 psi

T200 Pro Series

LOW PRESSURE
Max Flow: 202 gpm
Max Pressure: 2000 psi

MEDIUM PRESSURE

Max Flow: 94 gpm
Max Pressure: 3500 psi

HIGH PRESSURE

Max Flow: 72 gpm
Max Pressure: 4500 psi

Q330 Pro Series

LOW PRESSURE
Max Flow: 330 gpm
Max Pressure: 2000 psi

MEDIUM PRESSURE

Max Flow: 153 gpm
Max Pressure: 3500 psi

HIGH PRESSURE

Max Flow: 118 gpm
Max Pressure: 4500 psi

