

BLADE 3-15HP XGV Grinder





Goals For The Day

Agenda							
BLÂDE BY BARNES'	BLADE XGV Grinders						
	Introduction, SH Platform						
	Grinder Portfolio						
	Value Proposition						
	Applications						
	Technical Specs; Better Than Competition						
	Tools For Success						







Current state	Future state
SGV 3HP to 7.5HP	SGV 3HP to 7.5HP
XSGV 3HP to 7.5HP	BLADE XGV 3HP to 7.5HP
No offering	BLADE XGVHH 7.5HP to
No onening	15HP



Introduction To BLADE XGV Grinders

- BLADE XGV Grinder Pumps are the newest Barnes solution to high head waste water grinding applications in commercial and municipal markets.
- BLADE XGV Grinder Pumps replace the 3HP to 7.5HP XSGV Grinder Pumps in addition to increasing the hydraulic coverage to compete in high flow and high capacity applications.
- BLADE XGV grinder pumps are available in 3HP, 5HP, 7.5HP, 10HP and 15HP explosion proof models with 2", 2.5" and 3" discharge sizes.

As of last month	Post WEFTEC 2017
SGV upto 2HP	SGV upto 2HP
XSGV upto 2HP	XSGV upto 2HP
SGV 3HP to 7.5HP	SGV 3HP to 7.5HP
XSGV 3HP to 7.5HP	BLADE XGV 3HP to 7.5HP
No offering	BLADE XGVHH 7.5HP to
No offering	15HP

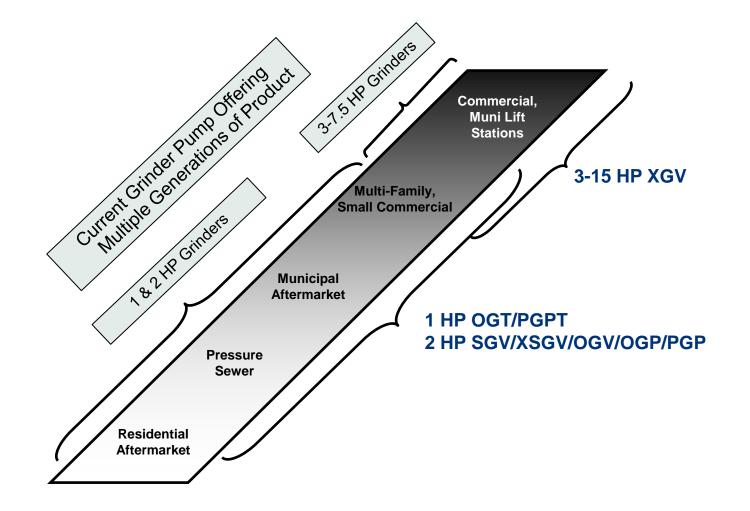


Introduction To BLADE XGV Grinders

- SH 18 Frame Platform + Barnes grinding technology = BLADE XGV Grinder Pump
- Flow & Head capabilities 50% higher than current designs..... 105 gpm to 150 gpm, and 160 ft. to 240 ft.
- Having common SH platform provides numerous benefits to customers like highly reliable design, ease of maintenance, low servicing cost, and inventorying similar parts as that of a SH pump
- Only three competitors have high capacity grinders.... Myers, Sulzer ABS and Keen. BLADE XGV grinder pumps help increase Crane's served market.

BLADE XGV Grinder Pump Within Grinder Portfolio







The XGV is an explosion-proof grinder pump that provides many benefits to **user customers**:

- Plug-n-Play cord technology dramatically reduces maintenance cost by eliminating the need to pull cable from conduit
- An over-sized lifting bail allows for rapid hooking of the pump, reducing maintenance time (cost)
- Standard mechanical seals rather than proprietary designs reduce the cost of maintenance on these wearing components
- A proven cutter design takes away the need for grinder evaluation compared to all of the competing designs in the market
- Explosion-proof as the standard offering eliminates the need to worry about whether X-Pruf is needed or not as enforcement of the NEC requirement by the States is increasing on non-residential applications
- Horizontal discharge 7.5 and 10 HP pumps will allow replacement of existing Myers and Hydromatic pumps



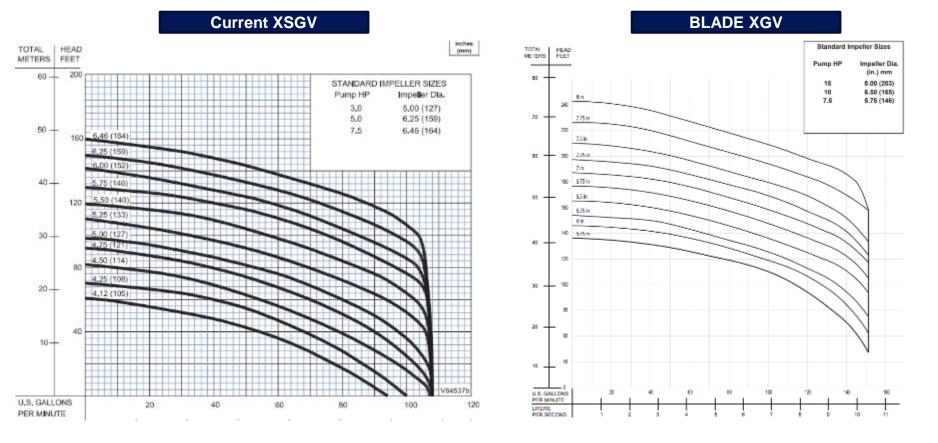
The XGV is an explosion-proof grinder pump that provides many benefits to the **Channel Partner**:

- Plug-n-Play cord technology allows CPs to easily convert fro 230 V to 460 V 3 phase by simply replacing the cord
- The use of standardized parts common with 18 Frame SH pumps reduces inventory requirements
- Utilization of a long-proven grinder/shredder design simplifies the selling effort
- Explosion-proof as the standard offering eliminates the need to worry about which pump to offer, standard or X-Pruf, in light of increasing enforcement of NFPA and NEC requirements by the States
- Horizontal discharge flanges on 7.5 and 10 HP pumps will allow Channel Partners to replace existing Myers and Hydromatic pumps



BLADE XGV Grinder Applications

Think Big. Be Bold. Act Fast.



Application in High Head Lift Stations in both municipal and commercial markets



Blade Technical Specifications

Features	BLADE XGV	BLADE XGVHH			
Discharge (in.)	2" NPT; 2", 2.5", 3" Flange	2.5", 3" Flange			
Shutoff Head (Ft.)	160	242			
Maximum Flow (gpm)	110	155			
HP Range	3HP to 7.5HP	7.5HP to 15HP			
Voltage	230	230			
Full Load Amp Draw	23.2A to 35.1A	28.2A to 57.1A			
Speed (RPM)	3450	3450			
Motor Fill	Oil	Oil			
Motor Insulation	Class H	Class H			
Shaft Material	416 Stainless Steel	416 Stainless Steel			
Impoller Material	Vortex type	Vortex type			
Impeller Material	Cast Iron	242 155 7.5HP to 15HP 230 28.2A to 57.1A 3450 Oil Class H 416 Stainless Steel Vortex type Cast Iron Tandem Carbon/ Ceramic Exclusive Slicerator Radial Cutter Hardened 440C Stainless Steel			
Mechanical Seal	Tandem	Tandem			
wechanical sear	Carbon/ Ceramic	Carbon/ Ceramic			
Cutter Mechanism	Exclusive Slicerator	Exclusive Slicerator			
Cutter Mechanism	Radial Cutter	242 155 7.5HP to 15HP 230 28.2A to 57.1A 3450 Oil Class H 416 Stainless Steel Vortex type Cast Iron Tandem Carbon/ Ceramic Exclusive Slicerator Radial Cutter el Hardened 440C Stainless Steel Rockwell C-55 Plug-n-Play Quick Connect Single Row Ball Double Row Ball Moisture & Temparature Integral With Power Cord Optional 305 24 months from date of			
Cutter Material	Hardened 440C Stainless Steel	3450 Oil Class H 416 Stainless Steel Vortex type Cast Iron Tandem Carbon/ Ceramic Exclusive Slicerator Radial Cutter eel Hardened 440C Stainless Stee Rockwell C-55 ct Plug-n-Play Quick Connect Single Row Ball Double Row Ball			
Cutter Material	Rockwell C-55				
Cord	Plug-n-Play Quick Connect	Plug-n-Play Quick Connect			
Upper Bearing	Single Row Ball	Single Row Ball			
Lower Bearing	Double Row Ball	Double Row Ball			
Sensors	Moisture & Temparature	Moisture & Temparature			
Sensors	Integral With Power Cord	Integral With Power Cord			
Leg Kit or Pump Stand	Optional	Optional			
Weight (lb.)	204	305			
Warranty	24 months from date of	24 months from date of			
vvariality	manufacture	manufacture			





BLADE XGV Grinder Vs. Competitors

Think Big. Be Bold. Act Fast.

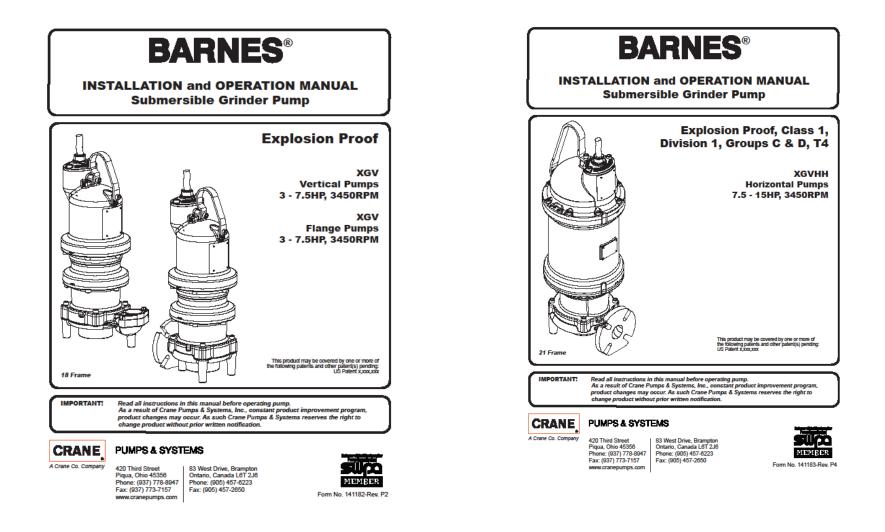
Feature	BLADE	SULZER	MYERS®	KEEN PUMP	
Discharge	2" NPT, 2", 2.5", 3" flange	1 ¼ ", 2"	2 1⁄2 "	2 1⁄2 ", 3"	
Shutoff Head	242 ft.	265 ft.	257 ft.	260 ft.	
Max Flow	155 gpm	122 gpm	150 gpm	160 gpm	
Full Load Amp Draw	57.1A	42.6A	59.5A	59.5A	
Motor fill	Oil	Air	Oil	Oil	
Motor insulation	Class H	Class H	Class H	Class H	
Shaft Material	aft Material 400 series SS 400 series SS 400 seri		400 series SS	400 series SS	
Impeller material	Cast iron	Cast iron	Ductile iron	Ductile iron	
Cutter mechanism	Exclusive Slicerator™ Radial Cutter	Spiral Bottom Plate & Stationary Cutting Ring	Shredding Ring & Grinder Impeller	Reversible grinder ring & grinder impeller	
Seal Material	Carbon/ ceramic	SiC/ SiC	Carbon/ ceramic	SiC/ SiC	

BLADE XGV Grinder is a superior product compared to competitor products.



Sample I&O Manuals

Everyone. Everywhere. On Time Every Time.



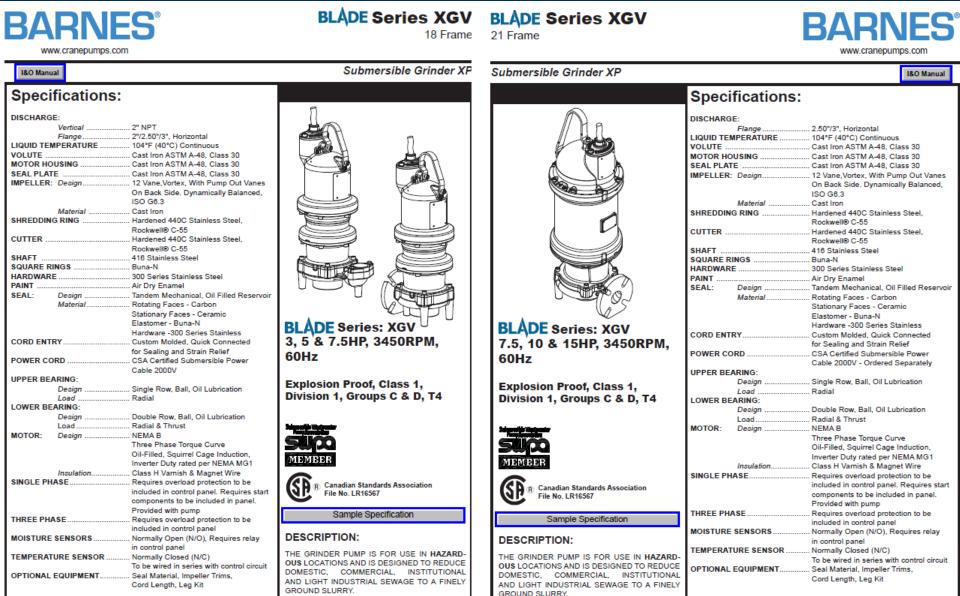




- Catalog Pages..... complete
- Specification Sheet..... complete
- I&O Manuals..... complete
- Mentor Curves complete
- Price Pages complete
- Test Configurator Demo complete
- Website Updates complete
- Success Stories..... to come soon
- Product Launch Packet complete









BLADE XGV Grinder Applications

Think Big. Be Bold. Act Fast.

NES

Submersible Grinder Pumps, Class I, Groups C & D, Division 1 XGV, Tandem Seal, Oil-Filled

www.cranepumps.com

Word File

Effluent/Grinder Pumps

Specifications

SCOPE: Furnish and install submersible grinder pump (s). Each pump shall be capable of delivering the following performance U.S. GPM at points, TDH: U.S. GPM at TDH: U.S. GPM at TDH. with a shut off head of RPM. motor speed shall be HP (maximum), Phase, 60 Hertz, Volts. The pump (s) shall be manufactured by a company regularly engaged in the manufacture and assembly of similar units for a minimum of five (5) years. The pump (s) shall be Barnes® model DESIGN: A centrifugal submersible grinder pump designed to reduce all material found in normal domestic and light industrial sewage, including plastics, rubber, sanitary napkins, and disposable diapers into a finely ground slurry. The resultant slurry is then pumped through small diameter piping into a gravity interceptor or treatment facility. The temperature limitation of the liquid being pumped is 104 degrees F continuous and shall be capable of running dry for extended periods. PUMP CONSTRUCTION: Unit (s) shall be CSA listed for Class I, Groups SINGLE PHASE: The pump shall be equipped with (30/50/75/100) C & D. Division 1, hazardous locations. The volute, seal plates and motor housing shall be constructed of high quality ASTM A-48 class 30 cast

iron. The pump (s) shall be painted with a water based air dry enamel of 2.0 mil minimum thickness. All exposed hardware shall be 300 series stainless steel. Discharge connection shall be a standard inch NPT in the vertical position.

The pump impeller shall be of the recessed vortex design. Pumps with standard centrifugal semi-open impeller designs shall not be acceptable. The impeller shall be of ASTM A-48 class 30 cast iron construction and machined for threading to the motor shaft. The impeller shall be capable of being trimmed to meet specific performance characteristics.

The grinder mechanism shall consist of a radial cutter threaded and locked on the motor shaft by a washer in conjunction with a countersunk 3. The pump shall be completely submerged and run to flat head cap screw, and a shredding ring containing a minimum of fifteen flow passages with cutting edges. The shredding ring shall be reversible to provide twice the cutting edge life. Both the shredding ring 4. A written report shall be available showing the and radial cutter shall be constructed of 440C stainless steel hardened to a min. Rockwell C55 and shall be finish ground for a fine cutting edge. Two-stage cutter mechanisms requiring external adjustment for proper clearance are not acceptable.

The unit shall utilize a tandem mechanical shaft seal arrangement and shall operate in an oil atmosphere. The materials of construction shall be carbon for the rotating face and ceramic for the stationary face, lapped and polished to a tolerance of one light band, 300 series stainless steel hardware, and all elastomer parts to be Buna-N. The seal shall be commercially available and not a proprietary design of the manufacturer.

Single phase motors shall be of the capacitor start, capacitor run design c. Break away fitting data; and the three phase motors shall be of the dual-voltage 230/460 design. d. Access frame data; The pump shall be designed to be non-overloading throughout the entire e. Typical installation drawing; pump curve. The rotor and stator assembly shall be of the standard frame f. Control panel data design and secured to the pump seal plate by four threaded fasteners allowing for easy serviceability.

Air-filled motors shall not be acceptable. The motor windings shall be of Class F insulation with Class H wire. The motor shall meet the standard NEMA design L for single phase and NEMA design B for three phase. The motor shaft shall be of 416 stainless steel. Protection against excessive temperature shall be provided by heat sensor thermostat attached to the TDH (minimum). The pump stator windings and connected in series with the contactor coil in the control panel.

> The lower bearing shall be of the double row ball type to accept radial and thrust loads, and the upper bearing of the single row ball type for radial loads. Bearings shall operate in an oil bath atmosphere for superior life. Permanently lubricated bearings are not acceptable.

THREE PHASE: The pump shall be equipped with (30/50/75/100) ft. of a CSA-qualified submersible plug-n-play connect power cable constructed in accordance with type W guidelines and shall include the moisture and temperature sensor leads. The cable entry system shall consist of a expanding rubber plug held in place by a cast stainless steel plate indicating voltage and max amps.

ft. of a CSA-qualified submersible plug-n-play connect power cable constructed in accordance with Type W guidelines and shall include the moisture and temperature sensor leads. The cable entry system shall consist of an expanding rubber plug held in place by a cast stainless steel plate indicating voltage and max amps.

PUMP TEST: The pump manufacturer shall perform the following inspections and tests in accordance with Hydraulic Institute type B standards before shipment from the factory:

- 1. A check of the motor voltage and frequency shall be made as shown on the name plate
- 2. A motor and cord insulation test for moisture content or insulation defects shall be made per CSA.
- determine that the unit meets three pre-determined hydraulic performance points.
- aforementioned tests have been performed in accordance with the specifications.

START-UP: The pump (s) shall be tested at start-up by a qualified representative of the manufacturer. A start-up report as provided by the manufacturer shall be completed before final acceptance of the pump (s).

DOCUMENTATION: The manufacturer, if requested, will supply a minimum of sets of standard submittal data: Standard submittal data consist of:

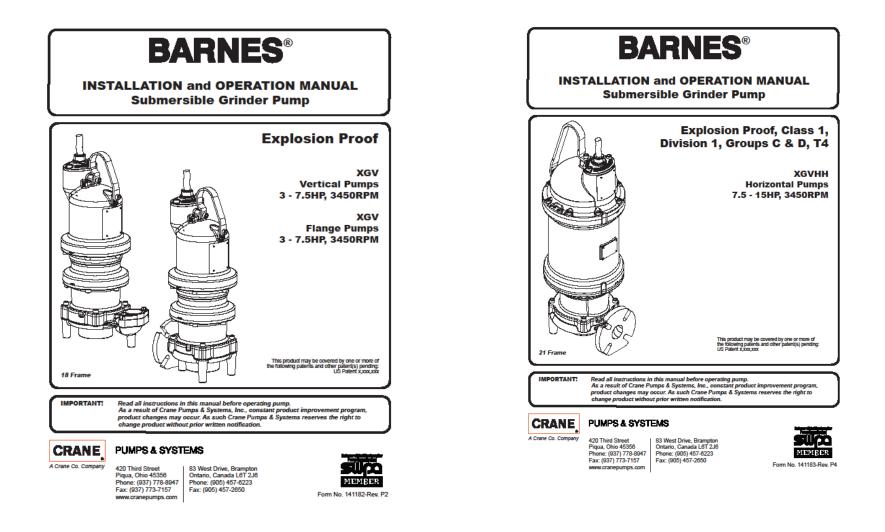
- a. Pump catalog data:
- b. Pump performance curve;

- g. Panel wiring schematic;
- h. Accessory data;
 - Installation & Operation Manuals with Parts List



Sample I&O Manuals

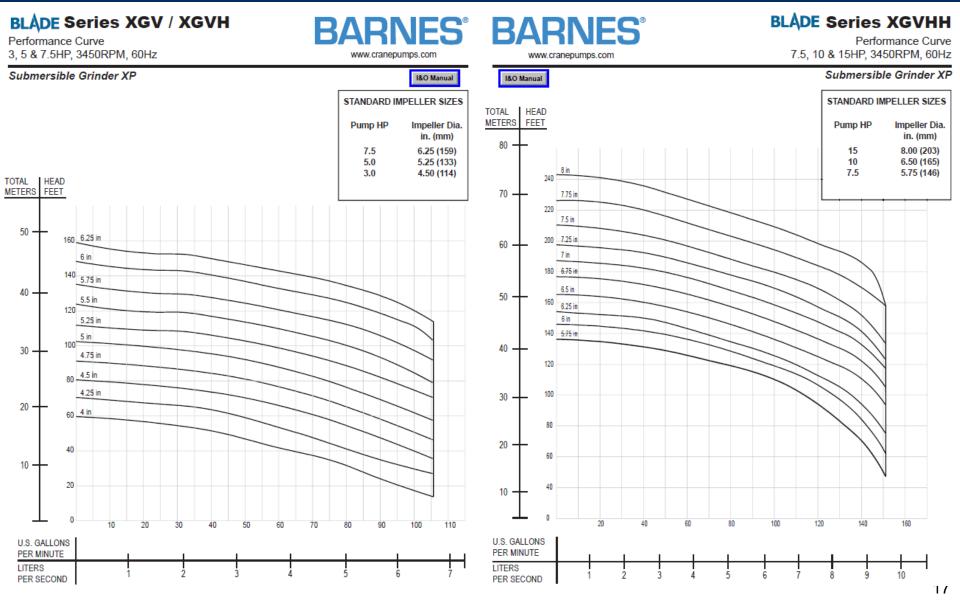
Everyone. Everywhere. On Time Every Time.







XGV Curves





Blade Pricing Strategy

CRANE PU	IMPS &	SYST	TEMS							f	Q⁺in (°	%S Connec
Home Products	Market	Solutions	s Support	About Us	Contact Us	Locations						
You are signed in Jake Borc	hers (Crane	e Pumps 8	& Systems)								CP&S Connect	Sign Out
CP&S Connect Menu Home Page Customer Account Summary Lead Tracker Locator Information Information Announcements Company Policy / Info Discontinued Pumps General Product Info CP&S Logos & Graphics			Below a If you l You wil Should	are Excel flat fil have any questi Il also find the s you require su	es and searchable ons regarding you tandard lead-time	PDF files for the ur discount sched e documents for a please contact Ir	Crane Pumps & Systems ule, please contact your Il brands located under t nside Sales at 937-778	s brand that you repre Regional Sales Manag the Quick Links box of	esent Jer.			
Price Page Downloads	Ь Г					All Availa	ble Price Page Download	l Files				
Multiplier & Freight Policy					File Descri	ption (File Name))		Date Uploaded	File Type		
Monthly Specials Selling Aids		1	Part Numbering Syst	tem - Barnes Su	Ibmersible				12/29/2015	PDF File	Download	
Online Learning Center Training Matrix		2	Part Numbering Syst	tem - Burks					12/29/2015	PDF File	Download	
Order / Product		3	Part Numbering Syst	tem - Crown					12/29/2015	PDF File	Download]
Information Alternate Pump Search	[4	-Part Numbering Syst	tem - Deming					12/29/2015	PDF File	Download	
Bill of Materials Bookings Report by RSM		5	-Part Numbering Syst	tem - Weinman					12/29/2015	PDF File	Download	
Inventory Lookup Lookup My Order	P [6	.2016 12 01 TEST pri	cing for all pum	ps				12/01/2016	PDF File	Download]
Orders Not Yet Shipped		72	2016 12 01 BARNES	SH combined					02/06/2017	PDF File	Download	

- Market pricing was analyzed between Myers and ABS.
- BLADE pricing is set to be competitive with both ABS and Myers
- Pump and Accessory pricing now available on the price page downloads and CP&S Inventory look-up.



GRINDER-WEFTEC LAUNCH PACKET

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Everyone. Everywhere. On Time Every Time.

