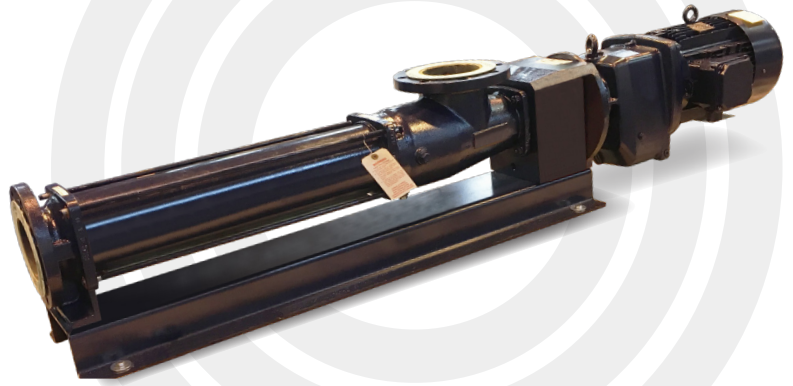




ARO® Air Operated Diaphragm Pump Competitive Zone

vs Progressive Cavity Pumps



ARO® diaphragm pump advantages include:

- Ability to run dry
- Easily pump wide range of fluids (viscosity, abrasives in suspension)
- Lower maintenance costs (time & materials)
- No dynamic seals to leak / maintain
- Broad chemical compatibility
- Smaller footprint / size / weight



Target Progressive Cavity Pump Applications:

- Processes that may run dry
- Transfer of fluids with abrasives in suspension
- Highly acidic / basic fluids
- Low viscosity fluids
- Hazardous applications



Most Favorable



Least Favorable

ARO®

PROGRESSIVE CAVITY

		ARO®	PROGRESSIVE CAVITY
	Initial Purchase Cost	↑	↔
	Maintenance Cost	↑	↓
	Ease of Service	↑	↔
	Pulsation	↓	↑
	Control Features	↔	↔
	Size	↑	↓
	Chemical Compatibility	↑	↓
	Abrasives	↑	↔
	Low Fluid Shear	↑	↑
	Stall Capability	↑	↔
	Run Dry	↑	↓
	Rotating Seals	↑	↓



ARO® AODD PUMP ADVANTAGE	PROGRESSIVE CAVITY
Can run dry indefinitely	Running dry for less than a minute will destroy stator
Simple pump selection (Pressure/Flow/Chem Comp)	Complex pump selection process
Easily deadhead / stall with no additional equipment	Deadhead / stall causes severe damage
Easily handle all fluids with abrasives	Abrasive containing fluid can quickly cause failure
No spinning shaft seals/alignment necessary	Shaft alignment difficult to maintain
No product contamination possible	May contaminate product

See reverse side for additional information.

ARO® Air Operated Diaphragm Pump Competitive Zone

vs Progressive Cavity Pumps



ARO® air operated diaphragm pumps can easily handle processes where fluid contains abrasives or could run dry. Maintenance for an ARO® air operated diaphragm pump is simple, fast, and inexpensive when compared to progressive cavity pumps.



Potential customer Progressive Cavity pump problems:

- Run dry will quickly destroy expensive stators and rotors
- Frequently replacing stators due to running dry or abrasive fluids
- Expensive maintenance parts
- Typical maintenance may require two people 4-6 hours
- Shaft seal failures / alignment problems (vibration)
- Deadhead or stall can damage the pump or system



Key tips to EXP diaphragm pump technology:

- Reliability**
 - Quick Dump™ Checks - Reduces downtime by eliminating pump ice-up
 - SimulShift™ Valve - Provides an ultra-positive, reliable shift signal that avoids stall-out
 - Unbalanced Major Air Valve - Eliminates valve centering and pump stall-out even under low air inlet pressure
- Efficiency**
 - Positive Seal, Ceramic “D” Valve - No energy wasted during pump idle, ensures optimum energy efficiency while avoiding costly air “blow-by”
- Serviceability**
 - Simplified Major Air Valve Block - Easy to access, simple to service and lube free
- Control and Monitoring**
 - Automation Ready - Enhanced with Electronic Interface Capability providing accurate, electronically controlled dosing
 - Available for use in hazardous duty environments
 - Leak detection option detects diaphragm failure to help reduce costly production downtime
 - Compatible with almost any automation system
 - Internal cycle sensor and end-of-stroke signals has ability to gather feedback and pump data

