

# THE WHOLESALER

# Manufacturer Spotlight

## Busy service contractor saves time and makes money with Taco's 0010 service pump



Scott Obrien of Obrien Heating & A/C finds he needs to carry just one circulator pump — Taco's 0010 — to cover most service calls because "it will replace any residential pump you might encounter."



**"This is the one pump I need to have on my truck."**

Each year when heating season begins independent service contractor Scott Obrien of Obrien Heating & A/C is one busy guy. Everyone seems to wait until the last minute to get their heating systems up and running for the winter, which means between eight to ten service calls a day for Scott, six days a week, just to keep up. Even oil heat dealers call on him for help with service calls. Then there's the emergency calls, seventy percent of which come in between 5 and 10pm.

"Time is money," Scott says of his business, and there's nothing more frustrating than when he has to leave the job to get to a supply house for a required part or equipment item not on his truck. "I keep a well stocked truck but every now and then something comes up and I don't have the part. If it's 11 o'clock in the evening, that's a problem."

Running back and forth to supply houses to fetch circulators will never be a problem for Scott again, thanks to the new Taco 0010 3-Speed Service Pump. Scott replaces about a half dozen circulators a week during peak season, and a change-out can take a couple of hours depending on what has to be done. With the 0010 Service Pump on his truck he can quickly replace virtually any circulator, regardless of style, type, age or flange orientation.

"This pump is in a category all by itself because it will replace any residential pump you might encounter," he says.

That's because the 0010 Service Pump was designed with circulator change-out in mind. Replacement of failed circulators has been made possible by the 0010 Service Pump's universal four-bolt flange arrangement. Wiring is also easy. The pump's three-speed switch setting allows the installing contractor to match the performance of the pump being replaced.

"I'd use the low speed first setting for pumps matching the performance curve of a Taco 007 or the high speed setting for a Taco 110," he explains. "For light commercial-type jobs I'd again go with the high speed setting."

The 0010 also comes with a large diameter Integral Flow Check (IFC) to prevent system gravity flow. The IFC can be easily removed, if needed. "The IFC option is great for new

systems," he explains. "On service work where there's a flow check present, the fact that I can easily remove the IFC component from the pump with just a pair of needle-nosed pliers is a great feature."

Scott says he can accomplish two additional service calls per day using the 0010 Service Pump. That comes out to an extra \$1,500 to \$2,000 a week, he figures, during his busiest times, which is not exactly chump change for a guy who only does service and emergency work. And with the 0010 Service Pump he knows he won't be making too many return calls. "That's one of the things that plagues the oil heat dealer guys — return calls."

Scott always has two 0010 Service Pumps on his truck these days. "It's the one pump I need to have on my truck," he says.

Designed specifically for busy service contractors, the 0010 Service Pump has a flat system performance curve, making it particularly well suited for larger piping systems, cast iron radiators and copper fin tube baseboard that are commonplace in North American hydronic heating systems. ■

For more on the Taco 0010 Service Pump, visit [www.taco-hvac.com](http://www.taco-hvac.com). To see how one service contractor fell in love with his, go to YouTube and type in 3-Speed Pumps. Information supplied by Taco, Inc., Cranston, RI.



The 0010 Service Pump's universal four-bolt flange arrangement, easy wiring and 3-speed switch setting allows the installer to match the performance of the pump being replaced.