

# Chapter 12 - U.S. Sources of Supply

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## 12.1 Introduction

The U.S. Trade and Development Agency promotes the exposure of U.S goods and services by strategically funding feasibility studies, orientation visits, training grants, conferences, and various forms of technical assistance to middle-income and developing countries. In this manner, the TDA enables American businesses to become involved in the early stages of infrastructure and industrial projects enhancing the exposure of U.S sources of supply.

The technical assistance grant provided to the Government of Panama satisfies the TDA's mission of promoting U.S. goods and services outside of the United States. The Panama Bay Sanitation Project is an excellent opportunity for U.S. sources and services to seize the largest share of opportunities branching out from this upcoming project.

## 12.2 Sources of Supply

A diverse group of U.S. companies are capable of providing equipment and services to the Panama Bay Sanitation Project. Theoretically, the entire project could be implemented solely using U.S. goods and services. American industries and companies could satisfy the wide range of goods and services required for this project.

Local Panamanian sources of supply are mostly limited to civil construction companies and distributors of imported goods related to the wastewater sectors. The majority of goods and services will be imported into the country. Panama has had a longstanding commercial relationship with the United States since the early foundation of the Republic in 1903. The national water and wastewater utility, IDAAN, has had a long history of using U.S. goods and services and mostly favors American products. U.S. firms will have significant opportunities for exports of products and services.

Various sub-sectors within the wastewater sector would benefit from this project:

- Engineering and Construction Services
- Wastewater process systems and equipment
- Piping, fittings, valves and related products
- Pumps and control systems
- Chemical Suppliers
- Instrumentation and Control System vendors and suppliers

U.S. companies in the wastewater sectors are well established and often leads the market in technology, quality of equipment and services. Table 12-1 presents a representative list of U.S. companies capable of providing U.S. goods and services to this project:

## 12.2 Contact Information

The contact information for the companies presented in Table 12-1. The business name, point of contact, address, telephone, e-mail address and fax number are included for each commercial source.

**Table 12-1  
U.S. Suppliers Of Goods and Services**

<b>Equipment/Service</b>	<b>Application</b>	<b>US Suppliers</b>	<b>Contact Information</b>
Aeration Systems	Aerobic treatment oxygenation	Aqua Aerobic Systems, Inc.	6306 N. Alpine Road Rockford, IL 61111 Tel: 815.654.2501 Fax: 815.654.2508 <a href="http://Aqua-aerobic.com">Aqua-aerobic.com</a>
		Lakeside Equipment Corporation	PO Box 8448 Bartlett, IL 60103 Tel.: (630) 837-5640 Fax: (630) 837-5647 fax <a href="mailto:sales@lakeside-equipment.com">sales@lakeside-equipment.com</a>
		Sanitaire Corporation	9333 N. 49th Street Brown Deer, WI 53223 Tel.: (414) 365-2200 Fax: (414) 365-2210 <a href="mailto:info@sanitaire.itt.com">info@sanitaire.itt.com</a>
		US Filter Aerator Products	181 Thornhill Rd. Warrendale, PA 15086 <a href="http://usfilter.com">usfilter.com</a>
Centrifuges	Solids Dewatering	US Filter Dewatering Group	2155 112th Avenue Holland, Michigan 49424-9604 toll free (800) 245-3006 Tel (616) 772-9011 Fax (616) 772-4516 <a href="http://usfilter.com">usfilter.com</a>
		U.S. Centrifuge	4011 Championship Dr. Indianapolis, IN 46268-2588 Tel: 800-899-2040 Fax: 317-299-2284 <a href="mailto:usc@uscentrifuge.com">usc@uscentrifuge.com</a>
Chemical Feed Systems	Process chemical handling and dispensing	LMI Milton Roy, Inc..	8 Post Office Square Acton, MA 01720 Tel.: 978-263-9800 Fax: 978-264-9172 <a href="mailto:LMIcustomerservice@miltonroy.com">LMIcustomerservice@miltonroy.com</a>
		Pulsafeeder, Inc.	27101 Airport Road Punta Gorda, Florida Tel: (941) 575-3800 Fax: (941) 575-4085 General e-mail (Administration): <a href="mailto:pulsa@idexcorp.com">pulsa@idexcorp.com</a> General e-mail (Technical): <a href="mailto:spotech@idexcorp.com">spotech@idexcorp.com</a>
		Wallace & Tiernan, Inc.	1901 West Garden Rd Vineland, NJ 08360 Tel: 1 609 507 9000 Fax: 1 609 507 4125 Email: <a href="http://usfwt.com">URL:http://usfwt.com</a>
		Watson-Marlow, Inc.	37 Upton Technology Park, Wilmington, MA 01887-1018 Tel: 978-658-6168 or Toll-free 800-282-8823 Fax: 978-658-0041 Email: <a href="mailto:support@wmbpumps.com">support@wmbpumps.com</a>
Clarifiers	Liquid/solid (biomass) separation	Eimco Process Equipment	Po Box 300 Salt Lake City UT 84110 Tel: 801-526-2000 Fax: 801-526-2005

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		Lakeside Equipment Corporation	PO Box 8448 Bartlett, IL 60103 Tel.: (630) 837-5640 Fax: (630) 837-5647 fax <a href="mailto:sales@lakeside-equipment.com">sales@lakeside-equipment.com</a>
		US Filter CPC Division	2155 112th Avenue Holland, Michigan 49424-9604 Tel (616) 772-9011 fax (616) 772-4516 <a href="http://usfilter.com">usfilter.com</a>
Construction Contractors	Construction of Wastewater Treatment Plants, Collectors, Force Mains, Pump Stations	Bechtel Group, Inc.	50 Beale Street San Francisco, CA 94105-1895 Tel: 415-768-1234 Fax: 415-768-9038 <a href="mailto:webmaster@bechtel.com">webmaster@bechtel.com</a>
		Fluor Corporation	One Enterprise Drive Aliso Viejo, CA 92656-2606 Tel: 949-349-2000 Fax: 949-349-2585 <a href="mailto:info@fluor.com">info@fluor.com</a>
		Peter Kiewit Sons' Inc.	Kiewit Plaza Omaha, NE 68131 Tel.: (402) 342-2052 Fax: (402) 271-2939 <a href="mailto:Marketing@kiewit.com">Marketing@kiewit.com</a>
		The Walsh Group	Patrick M. Donley VP Business Development 929 West Adams Street Chicago, Illinois 60607 Tel: 312.563.5400 Fax: 312.563.5420 <a href="mailto:pdonley@walshgroup.com">pdonley@walshgroup.com</a>
		The Clark Construction Group	7500 Old Georgetown Road Bethesda, Maryland 20814 Tel (301) 272-8100 Fax (301) 272-1928 <a href="http://www.clarkus.com">www.clarkus.com</a>
		Wharton-Smith	P.O. Box 471028 750 County Road 15 Lake Monroe, Florida 32747-1028 Tel.: (407) 321-8410 Fax: (407) 323-1236 <a href="mailto:info@whartonsmith.com">info@whartonsmith.com</a>
Controls & Instrumentation	Treatment process monitoring and control systems	Allen Bradley, Inc.	777 E. Wisconsin Ave. Milwaukee, WI 53202 Tel: 1.414.382.2000 Fax: 1.414.382.4444 <a href="http://Ab.com">Ab.com</a>
		Badger Meter	4545 W. Brown Deer Road P.O. Box 245036 Milwaukee, WI 53224-9536 Tel 1-800-456-5023 Fax 1-888-371-5982 <a href="http://Badgermeter.com">Badgermeter.com</a>
		Bailey-Fisher & Porter	Bailey Fischer & Porter CO - Service 4163 Kelnor Drive Grove City, OH 43123 Tel:(614) 871-7900

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		Compaq / Hewlett-Packard	Hewlett-Packard Company 3000 Hanover Street Palo Alto, CA 94304-1185 Tel: (650) 857-1501 Fax: (650) 857-5518 <a href="http://hp.com">hp.com</a>
		Dell Computers	Dell Computer Corporation One Dell Way Round Rock, Texas 78682 800-274-3355 <a href="http://dell.com">dell.com</a>
		Fischer Scientific	Fischer Scientific 80 Iroquois Drive Brightwaters, N.Y. 11718-1602 Fax: 631.666.3873 Email: <a href="mailto:Bob@fischersci.com">Bob@fischersci.com</a>
		Foxboro Corporation / Invensys	Invensys 33 Commercial Street Foxboro, MA 02035 Tel: 1-866-746-6477 <a href="mailto:ips.csc@invensys.com">ips.csc@invensys.com</a>
		Gateway	San Diego, CA 14303 Gateway Place Poway, CA 92064 Tel: 858-848-3401 <a href="http://Gateway.com">Gateway.com</a>
		General Electric Fanuc	GE Fanuc Automation 2500 Austin Drive Charlottesville, VA 22911 1-434-978-5000 <a href="http://Gefanuc.com">Gefanuc.com</a>
		Great Lakes Instruments A Hach Company	GLI International PO Box 389 Loveland, CO 80539-0389 <a href="http://Greatlakesinstruments.com">Greatlakesinstruments.com</a>
		Hach	Hach Company P.O. Box 389 Loveland, Colorado 80539-0389 TeleTel:800-227-4224 Fax:970-669-2932 <a href="http://Hach.com">Hach.com</a>
		Isco, Inc.	Isco, Inc. 4700 Superior St. PO Box 82531 Lincoln, NE 68504  FAX: (402)465-3064 Tel: (402)464-0231 Email: <a href="mailto:info@isco.com">info@isco.com</a>
		Marsh-McBirney, Inc.	4539 Metropolitan Ct. Frederick, Maryland 21704 Tel: 800-368-2723 Fax: 301-874-2172 <a href="http://marsh-mcBirney.com">marsh-mcBirney.com</a>
		Motorola	7230 Parkway Drive Hanover, MD 21076 Tel: 1-800-826-1913 <a href="mailto:customercare.services@motorola.com">customercare.services@motorola.com</a>

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<u>Equipment/Service</u>	<u>Application</u>	<u>US Suppliers</u>	<u>Contact Information</u>
		Texas Instruments, Inc.	34 Forest Street P.O. Box 2964 Attleboro, MA 02703-0964  Ph. 1.508.236.3800 <a href="http://ti.com">ti.com</a>
Digesters	Biosolids Treatment	CBI Walker, Inc.	3600 Mansell Road, Suite 230 Alpharetta, GA 30022 TeleTel: 1-678-935-3650 Telefax: 1-678-935-3659 <a href="http://chicago-bridge.com">chicago-bridge.com</a>
		EIMCO Process Equipment	P.O. Box 300 Salt Lake City, UT 84110 Tel:801-526-2000 FAX:801-526-2005
		Smith & Loveless, Inc.	14040 Santa Fe Trail Drive Lenexa, KS 66215-1284, Tel: 913-888-5201 Fax: 913-888-2173 E-Mail <a href="mailto:answers@smithandloveless.com">answers@smithandloveless.com</a>
Electrical generators		Caterpillar	8205 NW 58 <sup>th</sup> Street Miami, Florida 33166-3406 Tel: (305) 218-7692 <a href="http://Cat.com">Cat.com</a>
		Cummins Power	3088 N. Commerce Parkway MCP #14, Building A Miramar, Florida 33025 Tel : (954) 431-5511 Fax: (954) 433-5797 <a href="http://Cumminpower.com">Cumminpower.com</a>
Engineering Services	Design, Project Management, Construction Supervision	Black Veatch International	4890 West Kennedy Blvd. Suite 700 Tampa, FL 33609 Tel: (813) 281-0032 Fax: (813) 281-0881 <a href="mailto:info@bv.com">info@bv.com</a>
		Carollo Engineers	Carollo Engineers David Prafiska1 99 S. Los Robles, Ste. 530 Pasadena, CA 91101 Tel: 626-535-0180 Fax: 626-535-0185 <a href="mailto:Dprafiska@carollo.com">Dprafiska@carollo.com</a>
		CDM	CDM One Cambridge Place 50 Hampshire Street Cambridge, Massachusetts, 02139 Tel: 617-452-6000 Fax: 617-452-8000 <a href="http://consulting@cdm.com">consulting@cdm.com</a>
		CH2M Hill	CH2M Hill Nemesio Gomez 2828 Coral Way, Ste. 440 Miami, FL 33145 Tel: 305-443-6401 Fax: 305-443-8856 <a href="mailto:ngomez@ch2m.com">ngomez@ch2m.com</a>

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<u>Equipment/Service</u>	<u>Application</u>	<u>US Suppliers</u>	<u>Contact Information</u>
		Earth Tech	100 West Broadway Suite 240 Long Beach, CA 90802 Tel: 562-951-2000 Fax: 562-951-2100 <a href="http://Earthtech.com">Earthtech.com</a>
		Hazen and Sawyer	Hazen and Sawyer Fernando B. Chiriboga 999 Ponce de Leon Boulevard Suite 1150 Coral Gables, FL 33134 Tel.: 305-443-4001 Fax: 305-443-4549 <a href="mailto:fcchiriboga@hazenandsawyer.com">fcchiriboga@hazenandsawyer.com</a>
		Montgomery Watson Harza	Montgomery Watson Harza Donal Bassett PO Box 7009 Pasadena, CA 91101-7009 Tel: 818-586-6643 Fax: 818-586-6866 <a href="mailto:mail@us.mw.com">mail@us.mw.com</a>
		PBS&J	3230 West Commercial Blvd. Suite 100 Fort Lauderdale, FL 33309 Tel: (954) 733-7233 Fax: (954) 733-7233 <a href="http://pbsj.com">pbsj.com</a>
		URS	600 Montgomery Street 25 <sup>th</sup> Floor San Francisco, CA Tel: 415-774-2700 Fax: 415-398-1905 <a href="http://Urscorp.com">Urscorp.com</a>
Filter Presses	Solids Dewatering	Komline Sanderson, Inc.	Komline-Sanderson Engineering Company 12 Holland Avenue Peapack, NJ 07977 Main TeleTel: 1-800-CALL 4 KS 1-800-225-5457 Fax: 1-908-234-9487 e-mail: <a href="mailto:info@komline.com">info@komline.com</a>
		Universal Process Equipment	Hamilton Business Center 17a Marlen Drive Hamilton, NJ 08691 Tel (609) 586-8004 Fax (609) 586-0002 <a href="http://Upe.com">Upe.com</a>
		US Filter JWI Division	2155 112th Avenue Holland, Michigan 49424-9604 toll free (800) 245-3006 Tel (616) 772-9011 fax (616) 772-4516 <a href="http://usfilter.com">usfilter.com</a>

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<u>Equipment/Service</u>	<u>Application</u>	<u>US Suppliers</u>	<u>Contact Information</u>
		Water Link/Lanco Products	665 10 Mile Road NW Sparta, MI 49345 Tel (616) 887-8300 Toll Free (888) 248-8500 Fax (616) 887-8335 <a href="mailto:lanco@lanco-corp.com">lanco@lanco-corp.com</a>
Laboratory equipment and supplies		Fisher Scientific	3970 Johns Creek Court Suite 500 Suwanee, GA 30024 Tel: 1-770-871-4500 Fax: 1-770-871-4600 <a href="http://fisherscientific.com">fisherscientific.com</a>
		HACH	P.O. Box 389 Loveland, Colorado 80539-0389 Tel:800-227-4224 Fax:970-669-2932 <a href="http://Hach.com">Hach.com</a>
		Thomas Scientific	P.O. Box 99 Swedesboro, NJ 08085 Tel: 856-467-2000 Fax: 856-467-3087 <a href="mailto:value@thomassci.com">value@thomassci.com</a>
Mixers	Treatment chemical dispersion	Chemineer. Inc.	P.O. Box 1123 Dayton, Ohio 45401 Tel: (937) 454-3200 Fax: (937) 454-3230 E-mail: <a href="mailto:reachus@chemineer.com">reachus@chemineer.com</a>
		Philadelphia Mixer Co.	1221 East Main Street Palmyra, PA 17078 Tel: 717-838-9518 Fax: 717-832-1740 <a href="http://Philadelphiamixers.com">Philadelphiamixers.com</a>
		US Filter/JWI	2155 112th Avenue Holland, Michigan 49424-9604 toll free (800) 245-3006 Tel (616) 772-9011 Fax (616) 772-4516 <a href="http://usfilter.com">usfilter.com</a>
Piping, Valves and Appurtenances	Network sewers, collectors, and force mains.	American Pipe Co. (ACIPCO)	1501 31st Avenue North, Birmingham, Alabama 35207 Tel: (205) 325-7856 or 800-326-8051 Fax: 800-610-3569 <a href="http://Acipco.com">Acipco.com</a>
		APCO Valves	1420 S. Wright Boulevard Schaumburg, IL 60193 - 4599 Tel: 847-524-9000 Toll Free: 800-323-6969 Fax: 847-524-9007 Website: <a href="http://www.apcovalves.com">www.apcovalves.com</a>
		Aurora Pumps	800 Airport Road North Aurora, IL 60542 Tel: 630-859-7000 Fax: 630-859-1226 email: <a href="mailto:aurora_info@aurorapump.com">aurora_info@aurorapump.com</a>

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		Bray Valve and Controls	13333 Westland East Blvd. Houston, Texas 77041 Tel: (281) 894-5454 Fax: (281) 894-9499 <a href="http://bray.com">bray.com</a>
		Cla-Val	1701 Palcencia Avenue Costa Mesa, CA 92627 Tel: 949-722-480027 Fax: -949-548-5441 <a href="http://Cla-val.com">Cla-val.com</a>
		CSR Hydro Conduit	6560 Langfield Road, Building 3 Houston, TX 77092-1008 Tel: 832-590-5300 Fax: 832-590-5399 Email: <a href="mailto:Hydro@Rinker.Com">Hydro@Rinker.Com</a>
		Dezurik	830B White Circle Court Marietta, GA 30060 Tel: 770-425-6493 Fax: 770-425-6545 <a href="http://dezurik.com">dezurik.com</a>
		EBAA Iron	P.O. Box 857 Eastland, Texas 76448 Tel: (254) 629 1731 Fax: (254) 629 8931 <a href="mailto:ebaa@eastland.net">ebaa@eastland.net</a>
		Fairbanks Morse	3601 Fairbakns Avenue P.O. Box 6999 Kansas City, KS 66106 Tel: 913-748-4000 Fax: 913-748-4028 <a href="http://Pentairpump.com">Pentairpump.com</a>
		Griffin Pipe Co.	Griffin Pipe Products Todd Wilson, Regional Sales Mgr. Adams Street-Upper Basin Box 740 Lynchburgh, VA 24505 Tel: 804-522-4742 Fax: 804-522-4739 <a href="mailto:twilson@griffinpipe.com">twilson@griffinpipe.com</a>
		Halliday Products	6401 Edgewater Drive Orlando, Florida 32810 Tel: 800/298.1027 Fax) 407.298.4534 <a href="http://Hallidayproducts.com">Hallidayproducts.com</a>
		Henry Pratt Valves	401 South Highland Avenue Aurora, IL 60506-5563 Tel: (630) 844-4000 Fax: (630) 844-4124 Toll Free: (877) 436-7977 <a href="http://henrypratt.com">henrypratt.com</a>
		McWane	1021 E. Water Street PO Box 1029 Elmira, New York 14902-1029 Tel: 607.734.2299 Fax: 607.734.2634 email: <a href="mailto:mcwane@stny.rr.com">mcwane@stny.rr.com</a>



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		Northwest Pipe Co.	200 SW Market Street, Suite 1800 Portland, OR 97201 (503) 946-1200 (503) 240-6615 Fax <a href="http://nwpipe.com">nwpipe.com</a>
		Price Brothers	PO Box 825 Dayton, OH 45401 800-543-5147 <a href="http://Pipesite.com">Pipesite.com</a>
		Rodney-Hunt	46 Mill Street Orange, Massachusetts 01364 Tel: 800-448-8860 / 978-544-2511 Fax: 978-544-7204 <a href="http://rodnethunt.com">rodnethunt.com</a>
		Val-Matic	905 Riverside Dr. Elmhurst, IL 60126 Tel.: (630) 941-7600 Fax (630) 941-8042 <a href="http://vavlmatic.com">vavlmatic.com</a>
		U.S. Pipe Co.	3300 First Avenue North PO Box 10406 Birmingham, AL 35222 Tel: 1-866-DIP-PIPE Fax: 205-254-7165 <a href="http://Uspipe.com">Uspipe.com</a>
Pumping Equipment	Conveyance of liquids (wastewater & chemicals)	Aurora Pumps	800 Airport Road North Aurora, IL 60542 Tel: 630-859-7000 Fax: 630-859-1226 <a href="mailto:aurora_info@aurorapump.com">aurora_info@aurorapump.com</a>
		Dorr-Oliver, Inc.	Dorr-Oliver, Inc. 612 Wheeler Farm Road Milford, CT 06460 Tel: 203-876-5400 Fax: 203-876-5432 <a href="mailto:Anderson@dorr-oliver.com">Anderson@dorr-oliver.com</a>
		Fairbanks-Morse Pump Co.	3601 Fairbakns Avenue P.O. Box 6999 Kansas City, KS 66106 Tel: 913-748-4000 Fax: 913-748-4028 <a href="http://Pentairpump.com">Pentairpump.com</a>
		Gorman-Rupp Co.	Gorman-Rupp Industries Jim Hooker, General Manager 180 Hines Ave. Bellville, OH 44813 Tel: 419-886-3001 Fax: 419-886-2336 <a href="mailto:jhooker@gripumps.com">jhooker@gripumps.com</a>
		Goulds Pump Co.	ITT Industries – Goulds Pump 240 Fall Street Seneca Falls, NY 13148 Tel: 315-568-7819 Fax: 315-568-7106 <a href="http://Ittind.com">Ittind.com</a>

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<u>Equipment/Service</u>	<u>Application</u>	<u>US Suppliers</u>	<u>Contact Information</u>
		Ingersoll-Dresser Pump Co.	Ingersoll-Dresser Pump Co. Flowserve Corporation-Pump Div. 5310 Taneytown Pike PO Box 91 Taneytown, MD 21787-091 Tel: 410-756-2602 Fax: 410-756-2275 <a href="mailto:fpdinfo@flowserve.com">fpdinfo@flowserve.com</a>
		KSB	4415 Sarellen Road Richmond, VA 23231 Tel: 804.222.1818 Fax: 804.226.6961 E-mail: <a href="mailto:ksb@ksb-inc.com">ksb@ksb-inc.com</a>
		Smith & Loveless	14040 Santa Fe Trail Drive Lenexa, KS 66215-1284, Tel: 913-888-5201 Fax: 913-888-2173 E-Mail <a href="mailto:answers@smithandloveless.com">answers@smithandloveless.com</a>
Wastewater process systems and equipment		Acrison	20 Empire Blvd. Moonachie, NJ 07074 Tel: 201-476-0577 Fax: 201-440-0823 <a href="http://Acrison.com">Acrison.com</a>
		Aeromix	7135 Madison Avenue West Minneapolis, MN 55427-3601 Tel: (800) 879-3677 Fax: 763-746-8408 E-mail: <a href="mailto:aeromix.com">aeromix.com</a> Web: <a href="http://aeration.com">aeration.com</a>
		Allen Bradley	777 E. Wisconsin Ave. Milwaukee, WI 53202 Tel: 414-382-2000 Fax: 414-382-4444 <a href="http://Ab.com">Ab.com</a>
		Aqua-Aerobic Systems	Aqua-Aerobic Systems, Inc. 6306 N. Alpine Road Rockford, IL 61111 Tel: 815.654.2501 Fax: 815.654.2508 <a href="http://Aqua-aerobic.com">Aqua-aerobic.com</a>
		Komline-Sanderson	Komline-Sanderson Engineering Company 12 Holland Avenue Peapack, NJ 07977 Main TeleTel: 1-800-CALL 4 KS 1-800-225-5457 Fax: 1-908-234-9487 e-mail: <a href="mailto:info@komline.com">info@komline.com</a>
		New York Blowers	Northern Industrial Fans 800-326-2645
		Smith & Loveless	14040 Santa Fe Trail Drive Lenexa, KS 66215-1284, Tel: 913-888-5201 Fax: 913-888-2173 E-Mail <a href="mailto:answers@smithandloveless.com">answers@smithandloveless.com</a>

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		US Filter	2155 112th Avenue Holland, Michigan 49424-9604 toll free (800) 245-3006 Tel: (616) 772-9011 Fax: (616) 772-4516 <a href="http://usfilter.com">usfilter.com</a>
		Walker Process Equipment	840 N. Russell Ave. Aurora, IL 60506 Tel: 1-800-992-5537 Fax: 630-892-7951 <a href="http://walker-process.com">walker-process.com</a>