

# PITLESS/ADAPTERS

## WHAT ARE PITLESS ADAPTERS?



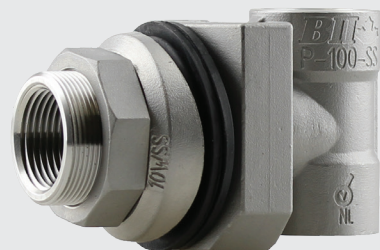
A Pitless Adapter sits inside your water well below the frost line. It takes the water from your well, turns it 90 degrees, and sends it out the side of the casing into the service line, and into your house. They also create a watertight seal.

A Pitless Adapter has a thread in the top of it that you can insert a pipe into, which will allow you to slide the Pitless apart to pull your pump out of the well to service it. Everything in your water well hangs off of your Pitless Adapter.

## PITLESS ADAPTER MATERIALS

### No Lead Bronze

- No lead certified
- Meets Water Systems Council PAS-97 Standard
- Available in pressurized option



### Stainless Steel

- 304 grade stainless steel
- Meets Water Systems Council PAS-97 Standard
- Easily supports up to 6000lbs

## DOUBLE DROP PIPE PITLESS ADAPTER

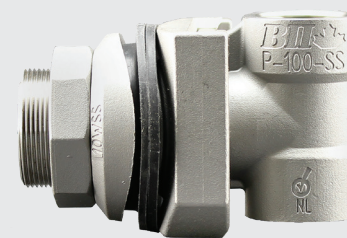
Double Drop Pipe Pitless Adapters are used when you're using a jet pump. A jet pump shoots water into the well in order to draw more water out of it. The Double Drop Pipe Pitless Adapter has two ports, one is a send and one is a return port.



## SLIDE VS. SPOOL

### Slide Pitless Adapter

These are the most common and widely used design. They are mainly used in residential and commercial applications up to 2" drop pipe sizes.



### Spool Pitless Adapter

Typically used in more commercial type jobs, because they get a lot bigger than slide Pitless Adapters.



## CUSTOMER OBJECTIONS



**"I don't live in freezing temperatures so I don't need one"**

A Pitless Adapter is still useful if you don't want your supply line coming out of the top of the well, and it helps to make well maintenance easier and more sanitary.

## UPSELL OPPORTUNITIES

### Sell them the corresponding Pitless Adapter and Water Well Accessories

The Pitless Adapter is just one part of a Water Well. Talk to your contractor about the other parts they will need for their Water Well, and make sure you are capturing as much of that business as you can get.

### Upsell to a Premium Material

The cost that we sell a Pitless Adapter to you at isn't what you would sell it to a contractor at, so if one has a better markup it's an opportunity to talk to a contractor about switching to that material.

### Move them from a 1-inch Pitless Adapter to a 1-1/4 inch

If there's an opportunity where the Water Well is farther away from where the water needs to go, having an upsized drop pipe, Pitless Adapter, etc. will allow more water to move and make your life easier.