



### **300AR Product Testimonial with Backflow Prevention Specialists, Inc.**

In August, Ben Bennett, the owner of Backflow Prevention Specialists, Inc. was called in to a mobile home park in Sunnyvale, California. He was faced with a backflow preventer that had been installed years earlier and required consistent and costly repairs. In addition, due to a change in the city's backflow regulation, the mobile home park now needed two 6" reduced pressure principle assemblies. With two 6" double check valves currently installed onsite, Bennett knew it was time for the current backflow to be removed and replaced.

Adding complexity to the install, the mobile home park recently suffered a large fire. After that incident, the onsite manager grew concerned for his residents and their ability to respond to such a disaster, knowing the water supply would be shut down to undergo the backflow replacement install. Adding to his fears, there would be not one, but two backflow preventers being replaced, potentially doubling the system down-time.

Bennett immediately knew the solution to this job requirements, Zurn Wilkins' 300AR Backflow Replacement Series. Since the 300AR Series is custom built to match the exact foot print of the existing backflow and therefore is a drop-in replacement, the installation time would be dramatically decreased, allowing for the water down-time to be minimal. Knowing the concerns of the mobile home park, Bennett reassured the manager that he would know exactly when the water would be turned off, as well as, the expected time for the water to be restored. Bennett's crew got to work. The first backflow was replaced within 25 minutes, and the second was replaced in 32 minutes. Within less than one hour, two backflow preventers were removed and two new Zurn Wilkins 300AR valves were installed!

After the installation, Bennett spent a few minutes answering some questions regarding his use of the Zurn Wilkins 300AR backflow preventers:

***Q: How do you decide when replacement with the 300AR is the better path as opposed to repairing an existing unit?***

Bennett: All replacements are based on what problem is actually occurring with the current valve - if it is repairable and cost effective, it will be fixed. If not, a new Wilkins AR valve will be used.

***Q: Why did you choose to use the 300AR for the replacement instead of replacing like for like? What are the qualities of the 300AR that make it superior over replacing like-for-like?***

Bennett: We choose the AR valves because the installation saves time, decreases the down-time with water access, and saves money in the long run for both our company and the business where the valve is being replaced.

***Q: Why did you choose to use the 300AR instead of a standard Wilkins 300 Series product with a fabricated spool?***

Bennett: The Wilkins AR products are used because of the lead-time that it takes to get the product. Previous valves would take 2 - 4 weeks to get in stock, where the AR valves can be had within 24 - 48 hours of ordering.

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**Q: How and why did you influence the building owner to switch to the 300AR? What are the key points you use to educate building owners on why switching to the 300AR is to their benefit?**

Bennett: Owners are told that the new valve may be a bit more expensive up front, but the long term cost will save them quite a lot of money as the repair costs are much cheaper.

**Q: Would you continue to use the 300AR for future job installations?**

Bennett: Yes - very much so. I started working with them when they first got approved for use and will continue. I'm very happy with the product.

**Q: Would you recommend the 300AR to owners and your peers? Why?**

Bennett: We do recommend to our peers and we try to use the product as much as possible with the proper application. Time is money. We save time with the installation and therefore the company saves money.

When the current backflow installed is no longer repairable and cost effective, that is when Bennett uses the Zurn Wilkins 300AR valve. The 300AR valve not only saves time during installation, it decreases the amount of water down-time. With the low life-cycle costs of the 300AR, long-term costs of owning the backflow preventer are reduced through low-cost repair kits and superior serviceability of the 300 series. Bennett was able to order two custom length 375ARs that fit the exact lay length of each backflow allowing for the currently installed backflow to be removed with the new backflow sliding perfectly in place, minimizing down time with no additional spools required. Give the Zurn Wilkins 300AR replacement backflow preventer a try on your next backflow replacement project – we think that you, just like Ben Bennett, will be very happy with the product!

[Click here to see more information regarding the 300AR](#)

[Click here to view a video of the installation](#)

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