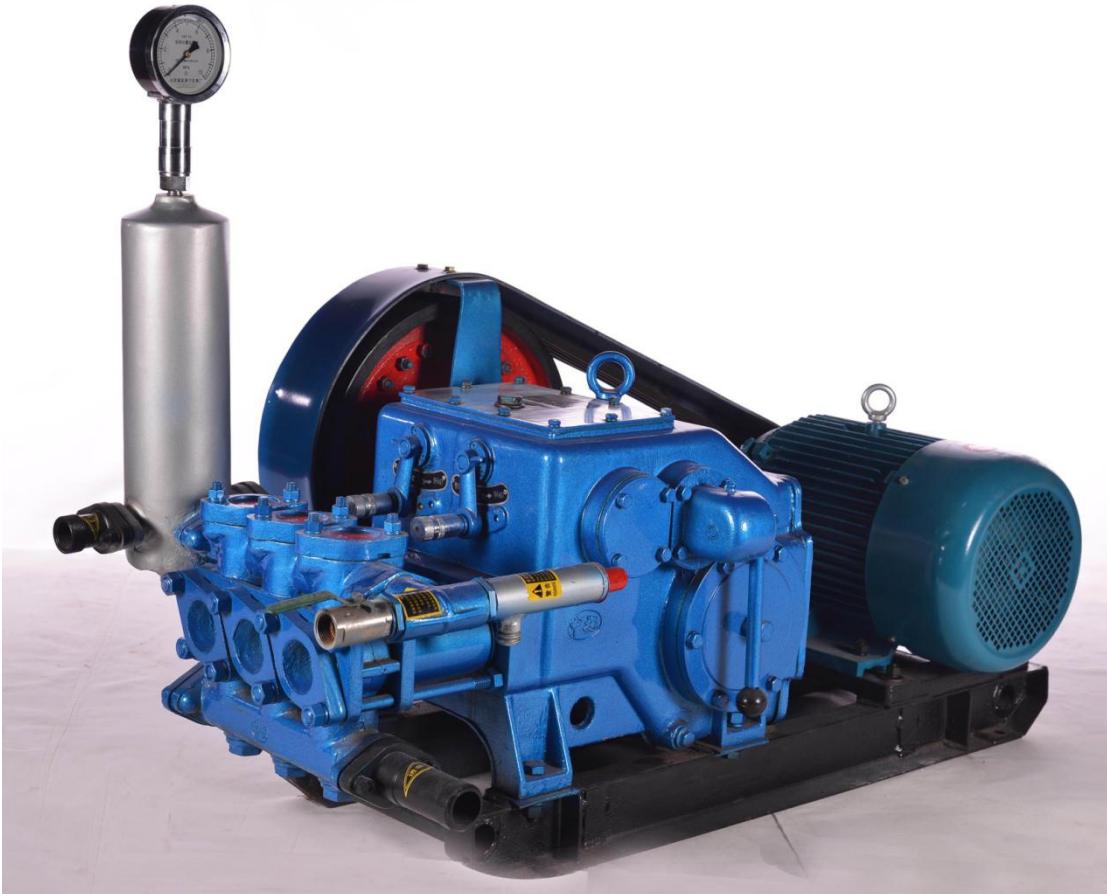


%

7\ SH0 XG3XP S

, QWUXFWLRQ I RU XMH

3OHMH UHDG WH LQWUXFWLRQ/ EH RUH XMH



6KDQGRQJ 6DJDR* URXS & RUSRUDMRQ

& RQM&W

\$ WDFKHG' LDJUDP V

* HQHJDQ UDZLQJV)

3XPS+HDG)

3XPS %RG % 0

3XPS S%RG %

8 QBDGLQJ 9 DOYHÄ) Å

3RZHJ(QJLQH6XSSRUWÄ % Å

LHMQ QJLQH6XSSRUW

&OKÄ % Å

6DHW9DOHÄ) Å

\$ W&KDP EHJDQ

: DMU) LOMU %

6XH

6QWV SXP S LV RGH RI VWH P DNUU DFFHWRU 1DFLQWV XHG LQ VWH JHRQULFDOH SCRUDNRQ ,W
IXQFWRQ/DUHVR SURYLGHWHZ DVKLQJ QTXLG/ VOXW RUFQDQZ DNUU VR VWH GUOQJ KROV/GUOQJ VWH
SURFHWR VWH FRUH GUOQJ DQG HODQV VWH VOXW VR FLUXOM LQ VWH KROVZ LK VWH DLP VR EUIQJ VWH
GEULV/XS VR VWH HDWV VUDFHVR NHTS VWH KROVFDQDQDQG D/VWH DLP HWP Hlwxcfrq/D/VWH FRRQDQ/
DQG QXUFDQV RU VWH GUOQJ DQG VWH ELWR SURYLGHWHZ KROVZ DQIURP FRQSVLQJ DQG KHS VWH
GUOQJ 6R VWH VOXW SXP S LV FDQG VWH³ EORG RI VWH GUOQJ Z KLFK SDA V DQLP SRUDQVURQ/LQ
VWH LOGWV 7KHTXDDWV RI VWH VOXW SXP S Z LOOIHFWV VWH KROVGUOQJ H1LAFQ FRQVLGHDEO
7REUIQJ VWH VOXW SXP S LQRTXOSOA SODHHDG VWH P DQXDOERRN FDJH XQ EH RUH XVH
% WSH VOXW SXP S LV DQZ Ø LQHQAG SRUDQV SXP S E RXUJ DNUU 7KH SXP S LV VWH
KRUJ RQDQMUHFR QOQHUUFLSURFDWQ SXP S 7KV SXP S IHDWV SRUDQV VJH QJKLVTXDDW CRQJ
QJH HDX RSHUDNRQ 1Q LELOV DQG UKDDELQ P RUH XQYHU DODQG WDQGDUG SDWV ,WV QJKLVDOG
HDX VR P RYH DQG VXLQDQI TRVWV XHZ LWDQ VWH GSHW UDQJH RI PHNUV RI VWH KROV VAFK DV
EHQJ XHG LQ VWH SCRUDNRQ RI UDQZ D. WWDARQ PHNUV FRQWVFKWRQ DQG JHRQV DQG VWH
H SCRUDNRQRQI HQJLQHIIQJ
7KH SXP SV P DQH E VWH DNUU KDH VZR FDJH RUHV RGH LV GLHFVØ GLYHQ E P RNUV DQG VWH
RMHUWSH LV GLHFVØ GLYHQ E GHMOHQJLQH \$ QG VWH FXWHP HV/P D FKRRVHZ KHQ VWH SODH
RUCHV
' XHVR VWH FRQWVQV VWH QRYDARQ DQG LQRYDARQ VWH FRQMQVRI VVLP DQXDOUHSKDSVQRWV DFVØ
LQQQHZ LK VWH DNUVOSURGFVW SODHSD. DNUQARQVR VWH GIIHJHQHV

7HFKQFD06SHUJLFDWLRQV

7\ SH	%
2 XWVN	+ RUJ RQDQMUHFR QOQHUUFLSURFDWQ SXP S
& QOQHGLDP HMU P P	
3LWRQVWRNH P P	
3XPSVSHGÄ PLQ Å	
,QØZ UDM PLQ	
3UHWWH 0 3D	
9RØPHMIFH1LAFQ Ä Å	

2 YHDOHILAFQ	
,QSXWVLTXH 1 P	
,QDNHOOQHGLDP HMUUP LQ	
,QDNLSHGLDP HMU P P	
' LFKDJHSLSHGLDP HMU P P	

3XP S 6WKFVWUH

7KH SXP S VHWV FRP SRVHG RI VWH SXP S KHDG)
9DQVÄ) Å 3RZH(QJLQH6XSSRUW%

3XP S %RG %
' Ä &Å Å &QWVÄ %

8 QDQDQJ
Å 6DHW

9 DOYÄ) Å \$ IL&KOP EHUDQG3UHXXUH* DJH) %RRW% ' & DOG
P RMRURUGHMCHQJLQHDOGZ DMUJLQH % 5 HHURVWHGLDJUDP
3XPS+HDG UHHURVGLDJUDP
7KHSXP SKHDGKDVMUHVHSUDMZ DMUJLQH Z LMK DMLQVQDQWURP 7ZRRI WHZ DLWQDQJH/DJH
P RXQAGRQERWVGH/RI WHLQDQWURP Z LMK RQHFRQQHFVNGVR WHNALQHRI WHLQDQWLSHVR FRXSCH
WHKRVHDQGWHLQDQWMP DQGWHHRWVHLVIL HGZ LMK WHXQDQJYDQH 7KHWHQGLVILHG
XSZLMKD< FRQQHFVURVQCNVR WHLQDQWLSHVR FDQEHURVWGRQERWVGH/RI WHSXPSSLQ è
3XPS%RG UHHURVGLDJUDP DQG
7KHSXP SERG LVDVHDQGFDWVHDQER FDHZ LMK LOSXWKO WJHDUVKO WDNFVKDWWI EHDLQJV
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* %7 DQGFRQQHFVNGVR WHFOVAKR I WHHEONZKHODWVHQSXWHQGZLMKDJHDU
LQVGH
7KHNDNFVKDWL/DSDQHVKDWWSSRUJH RQWRRI WHURQJ EHDLQJVRI * %7
DQGDQJHGZLMKWHLQSXWKO W\$WRQH HOGWHFOVAKKDQG3FRYHURI WHIWFWRQFOVAKLV
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E. WHJHDUVKLWQDQGVKLWRUNVKDWQGWHEROWKDWQGIRONWRHQDJHZLMKWHJHDU DQG
JHDU RI WHNDNFVKDWQGWHJHDU DQGJHDU RQWHLQSXWKO WJHSFLWHD WHQIRXUJHDU
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FKDQJH VH P DFKLOH RSHUDWQ FRQGWRQV 7KH XQDQGQJ YDOH FDQ DOR EH XVHG VR FKHN VH XS VAFNQJ RI Z DKLQJ OTXLGZ KHQVHSXP S LV/VWDQG EXWDQQRWEHVHG DVWHICBZ RI VHHDGVWNG SXP S

3RZ HVSSRUJU GHFHQDQJLQHVSSRUJU UH HUVRGLDJUDP DQG
7KH VSSRUJU LV Z HOG LQR LW KOSH Z LWK FKDQHQHODZ LWK ERW HQV EHQJ P DQH LQR VH VSSRUJU DUH XVHG I RU VH FRQHFWRQ Z LWK VWERG IRXURI VH PP Z DWWGRWDUHVHG VR P RXQVH P RURUGHODQG VR DGMVWHWVKVHWRI VH JHQHDO9 EHOMVH VI - KRWV DUHVHG I RU VH JURXQGVFHZ VVRI DVMQVHSXP S VHWQVHEDHP HQV
7KH EDVFRQI JXUDWQRI VH SURGXFDGRSWWHJHQHDO9 < 0 % DVWHSRZHU DQG LI VH GLVHD=6 * LV XVHG DV VH SRZHU \ RX DUH RQD UHTXLHG VR UHPRYH VH FRQHFWRQ VHDW JHQHDO9 EHODQGSURMWHKRRGDQGDGGVHGHVHDXSSRUJUDQGLWVXSSRUJYH9 EHODQGKRRG

&QWAK UH HUVRGLDJUDP

7KH FOWAK DQG VH ELJ EHODZ KHOUH DWP EOG VRJHNU : KHQVH VOLW URDMV VHILFVQGLF LV SUHWG WKO E VH SUHWG SODM Z LWK VSUJQ SUHXXUH 7KHELJ EHODZ KHOLV GLVHQ E VH JHDUGLF VVURXJK VH LUFWRQ GLF DWHP EO VR EUJQ VH GRZ QMULQI RUHV VR VH LQSVWKO VRI VH HDWIF SXP S ERG 9HVH YLH Z KHQ VH SUHWG URG SXVHV XS VH SXV SODM VHJH LV D UROQJ EHOUJQ & * %7 EHVVHQ VH URG DQG VH SXV SODM VH OMU Z LOOULH VH SUHXXUH SODM DQG VH VSUJQV Z LOEH FRP SUHXXUH VHQ VH LUFWRQ GLF LV GLVHQDJHG IURP VH DWHP EO DQG VH EHODZ KHOUQV LGQI 7KUHV HDUJQV DUH Z HOG VR VH SUHXXUH SODM VHJH OMU/ DUH I HQ XS VR VH ERQWKO % h * % RQ VH HDV 2QH HQG RI VH OMULV VSSRUJG RQVHIOQH RI VH SXV SODM VH RMVH HQGLV P RXQMG RQVH KHDG RI VH VSSRUJQ VFUHZ V 7KHDGVWNERODQGQW * %7 IDWQVHVKUHOMULV RQVH SUHXXUH SODM 7KH FOWAK VKUWQJ JHDV/DJHFRYHJHG VH KRRGVRSUHQLVH VOLW IURP FRP LQ LQ 7KH GLVHQDJHP HQDQG HQDJHP HQARI VH FOWAK LV FRQWRCIG E VH FOWAK KDOQDQIRQVH SXP S ERG Z KHQVH KDOQDQILVXSZ DUGVH FOWAK LV GLVHQDJHG DQGZ KHQLVWGRZ QMULQVWHQJDJHG 2LOUJQ * %7 DQG RLOFXS 0 AE * %7 DUH LQWODQG RQ VH EHODZ KHD DQGVHSXV SODM SHURGF OEUFDWQLVDP XW

6DHW9DQH5HUVRGLDJUDP

7KH VDHW YDOH LV DWD UHWWQJ GLVHQLDVSUJQV : KHQVH GLVQKRDQ FRQDSVHG RUVH ELWV VVFN VH Z DAWGLFKDQJH Z LOEH EDFNHG Ruz KHQ VH SXP S LV VWDQG EXWDQHVUHZ D UHMLQ SLSH LV QRWALQHG RQ VH SUHXXUH Z LOUW VVGGHQ DQG VH VDHW YDOH FDQ GLVQKDJH VH SUHXXUHDXRP DAFQO VR Z RUNDVWHVHW SURMVRU 8QHUVHVDHW YDOH VHHLV D P P KROIGLP HMURYHJQZ KROI RQVSUJQ HQG RI VH VDHW YDOH LV VSSRUJG RQVH VVHOEDOXQHUVHFRYH VH RMVH HQGLV VSSRUJG RQVH GLVFRQEDU 2QH VH YDOH FDS LV VH DGMVWQJ VFUHZ URG XVHG VR DGMVWH SUHXXUH 7KH VDHW YDOH LV FDQEDUHGZ LWK VHPDQ LP XP SUHXXUH 0 SD DQZ HGVRH LWZ LMLQVH GLVQKDJH SLSH DQG VH SRVWQRQI VH DGMVWQJ VFUHZ URG LV DVMQGZ LWK ERQW h DWWFDEUDWQ : KHQVH GLVQKDJH SLSH QH KDV P RUH SUHXXUH VDQ VDQZ KHQVH VDHW YDOH LV VVQHG RQ VH VDHW YDOH Z LOUWVWDXRP DAFQO VH VOLW Z LOI CBZ RXWR VH RYHJQZ KROI XQGU VH SUHXXUH VR VH VDQ VVURXJK VHMLQ SLSH QH VDQ DQG VH KRVH XQDQVH SUHXXUH LQ VH SLSH QH VHXP HGRUP DORUQZ HMDQVH SUHXXUH RI VH YDOH VHQVH YDOH Z LOOUDXRP DAFQO EDFN VH RYHJQZ KROI VR VRS VH RYHJQZ LQJ RI VH VOLW

& KDP EHUDQG3UHXXUH* DXJH 5 H HMR GLDJUDP

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2QWHVRS RI WHDLURKDP EHUDQ DQJAVKRFN SUHXXUHJDJH LV P RXQNG DQG WHP LQDJH RI WH
JDJH LV O SD WHUWHQHVRI DSSOFDWRQ DQG P DQWQDQFH RI WHJDJH LV
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: DMU LOMUJUH HMR GLDJUDP

: DMUJLOMUJLWXHGVRVRS WHQHJHV DQG JUDQ/DQGRWHULPSXUWHTURP HQMULQ WHSXP S ERG
VR DYLGVWHIDXQVRI WHF QOQHUEXK SLVRQ DQG WHLQWDQGRXWVSLSHYDOH/, WWDGYVHGVR
DGG D EDVHWDQHIDFLQW VR WHRXWGH RI WHZDMUJLOMUVR SUHYHQWPH P XG JUDV DQG ODMH/
TURP ECPNLQJ WHILOMU\$ UKEEHUFKHN YDOH LV LQWHZDMUJLOMUZKHQWH SXP S VRSVIRUD
VKRUWHP WHYDOHZLOEHVXWRQLWRZQXQGHUWHP HGDJUDVWRQVR SUHYHQWQHYZDKLQ
OTXLGLQWHVXFNQJ SLSHITURP CBLQJ WHXVP LQP LQJ WHLQDIXFNQJ ZKHQWH SXP S LVWDQWNG
DJDLQ

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6SHFLD7RRQY 5 H HMR' LDJUDP

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7KH\$ SSOFDWRQ DQG0 DQWQDQFH

7KHQH VSDQ FRXQW RQ WH DSSOFDWRQ FRQGWWRQ/ RSHUDWRQ DQG P DQWQDQFH VR WH EHJLQH/V
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7KHVQWU SXP S VKRXG EH P RXQNG RQ WH VRQG FHP HQARUZ RRQH EDVHP HQDQG EH IDWQHG
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: KHQWHVQWU SXP S LV RXWRI XHTRUDCQJ WHRUVHDLWP EOG WHIRQZLQ SURFHGXUH/V
VKRXGEHGRQHEHRUHWQWUQ WHSXP S

& KHN DQG Z DKVWHLQWDQGRXWVKRH DQG WHYDOH RI WHZDMUJLOMUWHLQWKRQRI WH
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7KH MLOQVRI WHKRVHVKRXGEHIIHGWHWQZ LWHWHKRRSLWRQVR SUHYHQWPHVHDQJ TURP
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P DQGQR OMWMDQ VR VRWHERWPDQGWHZDORI WHSRRQ

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& KHN WHYDOH DQG WHKQHWRRI WHSXP SKHDGVXWVWHLQWDQGRXWYDOH VHDW 7KH

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&KHFNVHSXP S SHURUP DQFDFFRUGLQJ VRVHVYROP HDVWVXQBDGLQJ YDOH DQGVHQVHVYDOH
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\$ VVWVHGRUP DORSHUDWQRV VHSXP S EDVHG RQVHVGP DQGRV VHZ DKLQJ OTXGLQVHVHKROV
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VHVXP S LVZ RUNQJ VVWV RX VRXCEGVLHQJDJH VHVDFWFK VR JHVUGR VHVSRZHVWVHQV RX FDQ
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0 DLQMQDQFH
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JXDUQVHVHKRUP DOSHURUP DQFH RI VHVXP S VHVROZLQJ LVAHV/DJHKJKQJKA
2 WJDQJHVHVXHVVRDWQGVHVWFKQFDQVWQJ VR LP SURYHVHVUTXDDW
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'LVPDQVHDQGFDQVHVSUHSUW	(YHU KOO\HDU

8 VH VWH VOXW FODQJQ VV WHP VR UHGXFH VWH VDQG FRQMQW LQ VWH OTXLG DQG LP SURYH VWH
Z RUNQJ FRQGLWRQV LQRUH VWH SURQJQ VWH QH VSDQRI VWH HDX Z HDUSDUW

7KHSXP S LVIRXJHDVASH+GFKDQJH DQGYROP HFKDQJHSXP S WHUDANGGLPKDJHYROP HDQG
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P DJLPXP UDANGSUHMXUH QWQRP RUHWMDQRQHKRXU

. HSWHSXP S FODQDOWH VP H SUYHQWVHZ DVKLQJ OTXLGURP VSQWVQ RQRWHUSRZ HUHQG
RUWHP RYLOQJ SDUW

: KHQWHSXP S LV RXWRI XH IRUDQJ WPH HQZ LQHUVH DRQ VH ZDKLQJ QTXLG LQWHSXP S
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YDQH LQSXWWKDWNIFN WKDWI HAW YDQH DQG LW VSUQJV YDQH VHDWEDQY DQG WH GLUFWRQ EDU
UXWSURRI RLOVKRXCG EH VP HDJHG

7KH DSSOFDWLRQ RI WHUXEEHUSDJW RWQHHSLSWRQ

\$ YRLGXLQJ LVZ KHQWHW P SHUDXUH RI WHZ DKLQJ OTXLGLVRM HJ è&

7 KH SDW V KXCG EH SOFHG LQ WSH FRRO YH QMDNG DOG GU URRP Z LK WSH EH WMAP SHUDXUH RI

è & 7KH SDPH V KRXQG EH GDJN DQG VH XQDYLQW LUDGLDARQ V KRXQG EH DYRLGHG 7KH ZLQGRZV RI VH VRUDJH URRP V KRXQG SDQHG LQ VH G RURUDQJH DQG VH P DQ LP XP WP H RI VRUDJH GRHV QRWH FHHGKDO\ HDUVRUHVHQW VHUXEEHUI URP DJLQJ

: KHQWHSLVQQLVIIH GHLQGHWHF QQQHU WHSLVQDQGWHF QQQHUKRQWP XWEHOEUFDMG
VR HQXUHWHP RRW VQGH RI WH SLVRQLQR WHF QQQHU DQG FDJH/VKRXC EH JLYHQ VR WH UKEEHU
QSVDV/LWHDX VR EH FXWA WHF QQQHU WHVDP HFDJH/JR VR WHLQWDMRQR VHDQQJ UUQJV DQG
RMHJUXEEH JSQW

SODH CRM VWH WVKQHW EHIZHQ VWH SLVRQ DQG VWH F QOQHU VRR CRM Z LOOFDXVH VWH XQWMDGLQHWR VWH GLVFKDQH HYROP HDQG SUWVXUH WXXV FRURGQJ VWH F QOQHUDQG VWH SLVRQ VRR W KWL LOOFDXVH VWH VGGHQ LQFHFDVH RI VWH I UFWRQ EHIZHQ VWH F QOQHUFDVH WXXV K-DLQJ VWH SLVRQ VRR P XFK VREHHI I HFVWHDQG RZ IQJ GRZ QWHP HKQQFDQH I I HOG

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7KH P HQDSDWVKRXOG EH NHSLQ WHP GLV DQG QRQ FRUWRVLYHZ DUHKRXVHDQG VP HDUWHP ZLW
UWMSURRI RLOV LVWVWRUHGIRUDQRQ SHURGRV WHP WHP VRXOGEHZDQ HG

Å %H RUH WHF CQGHULQW DQMRQ I LUXFODQXS WHLQLGH DQGRXWGHZ DOY HOP LQDM DQWKHFXW
DQGEXWVWHQI LQP WHP Z LUXQEUFDQW

: KHQWHP QOQHJKD/GHS VFDURK RUFXW LWWKRXG EHFKDQJHG DWRQFH RMHZ LWHPRUHVWUH
GDP DJHZ LOEHFDXHGWRWHDQHRI WHSLVWQ

' LDWHP EQ DQG\$ WHP EQ RI 3XPS

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SDFH IRU WDWGRUDWLRQ WHQ LWFDO EH GLP DQ\G Z KHQ LIV LQ WH Z RUNKRS IRU P DWW
P DQ\MDQFH LWFDO EH GLP DQ\G : KHQ LIV EHLOJ FKHFNG RUWPEO VKRWLWFDQ EH SDUDQO
GLP DQ\G 7KHWSVRI WHGLWDWHP EO DQGDWHP EO VKRXO EHDV RQZ V

7KH' LVVWHP EQLR WH6QWV 3XPS

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' LP DQW HWH KRRGI URP WHSXP S VXSSRUU

5 HP RYHWK9 EHOWURP WHEHOZ KHO

/ RRHQWHEROWDQGQXWEHIZHQWHFORKDQGWHSXP SWUPRYHWHFORK

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SXP S KHDG

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KSSRUWU

/ RRHQVKHIRRWFUHZVVRUHPRYHVKHVXSSRUHU

, QMJUDNG' LDWHP EO

WASVDUHVKHVDPHZLWKWHSDUDOGVWDWP EØ

2 SHQ W H SUH W SOD M R I H H H F A Q Q G H U F D S V R U P R Y H W H F D S 2 SHQ W H Y D O H F D S R I H H H F A Q Q G H U R U P R Y H W H Y D O H H D Q G W H Q S X C O R X W H H V H D W D O H Z L W K W R O

5 HP RYH W H SXP S KHDG GBRVHQ W H SUHW QXWRI W H SLWRQ URG VR UHP RYH W H SDJW LQJGH W H
F CQQH-UFDWHRQHE RQH

Å 5 HP RYHWHSLVRQURGIURP WHFURWHDG

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/ RRHQ VWH FRQHFNUJ VFUHZ V RQ VWH FRYHURI VWH SXP S ERG VWHQ VDNH RXWVWH Z KROH
WDQQP LWLRQXQLW5 HP RYHWKHIRUN GRZ HGRZ HOKD WDGQJHDUNKLWWDQGQDIIURP VWHWDQQP LWLRQ

XQW

O RYH VWH QRFN UIQJ DQG VWH JHDUFQRVHR VWH VP DQG JHDUDQG UHP RYH VWH EH0VHDUR VWH NDN
VKDOWURP VWH SXP S DQG VWHQ UHP RYH VWH LQSXWDQG JHDU VKIWKDOWURP VWH ERG TLOQQ
GLP DQG VWH JHDU DQGGADQJHDU I RUP VWH VWH VWDOW

/ RRVHQ VWH ER0V DQG QXWEH VHQ VWH SXP S DQG VWH VXSRRUJU VHQ UHP RYH VWH ERG TURP VWH
VXSRRUJU

) LQDQ GLP DQG VWH GAVMSURRI UIQJ VHDQJ UIQJ VHDQJ VHDWURP LQVGH RI VWH VHDQJ
EXK RI VWH SXOQURG DQG VWHQ UHP RYH VWH FRQHFVQJ URG DQG FURWKHDG VDHW YDOH XQBDGLQ
YDOH FOXMK DQG VWH SDUWRI ZDNUJLQH

3DUWDO LVDWHP EO

, QDWDQG RXWVYDOH RSHQ VWH YDOH FDS DQG VWH F QCGHUFDS VDNH RXWVYDOH DQG VWH YDOH
VHDZ LUK VWH YDOH GLVDWHP EOQJ VRQY , VWH FDQEHWVHQ RXWUHP RYH VWH Z DMUGLVFKDQJH FQJ
XQGHU VWH LQDQVYDOH I LWWVHQ NQRFN VWH YDOH VHDWURP VWH GRZ QEH0Z Z LUK DFRSSHUEDUWR
UHP RYH VWH YDOH VHDW

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ERG VR UHP RYH VWH SXP S KHDG DQG VWHQ QRFVHQ VWH QXW DQG QRFN QXWRQVWH SLVRQURGZ LUK VRQY
VR UHP RYH VWH SDUWQRFN VWH SLVRQURGZ DQG I LQDQ SXV VWH F QCGHUFDVHRXWURP VWH SXP S ERG

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VHDQJ UIQJ VHDQJ RX FDQFKDQJHVWHGAVMSURRI VHDQJ UIQJ DQG< VHDQJ UIQJ

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UHP RYH VWH FRQHFVQJ URG VFUHZ V QXW DQG VWH FDS VWH VFUHZ RI VWH SLVRQURGZ TURP VWH
FURWKHDG DQG VWH SXP S VWH FOXMK VR P DNWVWH FUDQW

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FDS VSUQJV DQG GLUFWRQEDU

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UIQJ VWH

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\$ WHP EO RI VWH SXP S

7KH DWHP EO RI VWH SXP S TROZ VWH RSSRVM VMSVR VWH GLDWHP EO DQG VWH TROZ LQJ LWP V
VKRXQGEH VDNHQLQJ FRQVGHIDARQ

: KHQ VWH LQDQVYDOH VHDWVH14 HG XS QR QRFVHQJ LV DQG VWH FRQHFVWUHD LV QR QW

VWDQ DQG FRQJDFWVWKRXCEH LQ DFRQJDXRXV EH QWIP ZLW DZLGK DWGDW PP WH XSZ DUG
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 PP PP
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 FURWKHDG VKRXCEH PP

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 SLVRQVHDWDQGVWHFDSQWVKRXCEHOFNHWKQDQ XQWVKQHVLV SURKELNG
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 ZKHQEHLQHQJDJHG VWHUDGLDOKLIVWQRPRUHWQDQ PP
 \$O\kappa\hbar K\delta\eta\iota R\delta\eta\iota U\delta\eta\iota E\delta\eta\iota H\delta\eta\iota S\delta\eta\iota J\delta\eta\iota V\delta\eta\iota K\delta\eta\iota R\delta\eta\iota G\delta\eta\iota F\delta\eta\iota D\delta\eta\iota M\delta\eta\iota E\delta\eta\iota H\delta\eta\iota R\delta\eta\iota U\delta\eta\iota E\delta\eta\iota H\delta\eta\iota S\delta\eta\iota J\delta\eta\iota V\delta\eta\iota D\delta\eta\iota H\delta\eta\iota
 HGXS DQGVWHUXEEHUSDUWVKRXCEHISQWVHG WKQDQ DQGCRVHQDQ JV
 7KHSLRQVKRXCEHFRQJDFWVWKRQVWHFDVHFQWHD EXWCRWRR WKKWQDQ VR SUYHQVWHQDNDJHEXW
 FDQEHDXWVNGZLWVWHQW
 \$O\kappa\hbar H\delta\eta\iota L\delta\eta\iota V\delta\eta\iota K\delta\eta\iota R\delta\eta\iota C\delta\eta\iota E\delta\eta\iota H\delta\eta\iota V\delta\eta\iota F\delta\eta\iota D\delta\eta\iota M\delta\eta\iota R\delta\eta\iota Q\delta\eta\iota V\delta\eta\iota
 \$O\kappa\hbar D\delta\eta\iota Q\delta\eta\iota S\delta\eta\iota J\delta\eta\iota V\delta\eta\iota D\delta\eta\iota H\delta\eta\iota R\delta\eta\iota F\delta\eta\iota W\delta\eta\iota D\delta\eta\iota N\delta\eta\iota Q\delta\eta\iota

7KH3XP S/ XEUIFDWIRQ

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 PLQPLJH VWHZHDURIVWHPRYLQJ SDUWVR VWHOFZHWHWQW) RUWLVSLSRVH VWHGHMJDQNG
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 ,QLGHWHSXP SVWHIRQZLQJ SDUWVKRXCEH OXEUIFDQNGHQXJK DQGVWH DJHVWHFUDQNKDWURQW
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 *%7 DQGRWVWVMP RLOVUFRPPHQHG DQG/ \$1 LVTRUZLQWVXHDQG/ \$1 LV
 TRUXP PHUXH

) DXON&DXVHDQG6RQWIRQ

IDXOV	FDXVH	VROMRQ
'LFDQJHYROPHLVQRW HQXJKRUWHDORGLFKDQJH VWHZDKOTXLG	: DNUILQMLVRYHUVWHVRS RI VWHVUDPH) LQMLV/EOFNHG 7KHVHORI VXFWRQKRVHLV QRJRRGVR VWDQVWH DULV LQ	VXEPHJH VWHILQMLQXQGH VWHVUDPHIRU VR PHMLV ZDKVWHILQMLQ FKHFNVWHVUDQJ

	<p>LQBW DQG RXOW Z DMU YDOH GRHV QRWZ RUN DQG WH EDYDOH LV VWFN LQ WH ODLQJ EDU RI WH YDOHVHDW 3LWRQ RU WH VDHH LV EURHQ DQG WH VHOOQ LV ZURQJ WH LOVLSH LV QRWLOG ZLWZ DMURUDULV/LQ WH JHQHDO 9 EHOU LV VOBQJ WH FOVKLV/VOBQJ</p> <p>ROWDQ RQ WH VJUDFH R WH UFWRQGLF WH ZHDRI WH GLF H FHG WH DOBZ DPH WH VSUQJV LQ WH FOVKLV GRVHRUEURNHQ WH GLF KDJH GRRULV FORHG 7KH YDOH VHARI WH LQW YDOH/LV EURNHQ</p>	<p>: DJK WH LQBW DQG RXOW YDOHV RU FKDQJH LI DQ RQHV QRWZ RUN LQ</p> <p>DGXWWKH LQWJH JQFH RI WH SLVRQ DQG WH VDHH) LOI LW Z LWRQ Z DMU DQG GLFKDJH WH DLU & KDJH WH EHOU DGDGXWWKH EHOU ILQG RXWWKH I DXOWDQG WHQ HOP LODMW GLP DQWILWDQGZ DJK LW DQ ZLWZ NHURQH FKDQJH WH GLF DGWWRU FKDQJH WH QZ VSUQJV RSHQWH GRRU FKDQJH WH QZ LQW DQG RXOWYDOH VHHDW</p>
3XP S UXQQQJ DEQRUP DQ	<p>7KH LQWJH JQFH EHWWHQ WH SLVRQ DQG WH VDHH LV VWR P XFK DQG VHOOQ LV WKW 3LWRQ OMHU FURW KH DG DQG FRQHFVQJ URG LV QRW DQJHG OMW QEWFDQW LQ WH FUDQNKO WFDW</p>	<p>\$ GXWWKH OFNQXWRQ WH SLVRQ URG VR UHGXFH WH LQWJH JQFH RI WH SLVRQ DQG WH VDHH FKHNDQG FODU DGG QEWFDQW</p>
\$ ECRUP DQWYQGLQRSHUDWRQ	<p>7KH EHDIQJ EXK RI WH FRQHFVQJ URG EHDIQJ EXK LV GRVH RU WH FODUDQFH LV VWR ELJ / RRH EHWWHQ WH SLVRQ DQG WH OMHU 7KH LQWJH VDSHU EHDIQJ LQ WH FUDQNKO WFDW DQG FOVK JHDU ER KDV LQSSURSUDM FODUDQFH RU WH SDUW DJH GDP DJHG</p>	<p>DGXWW WH FODUDQFH EHWWHQ WH EHDIQJ EXK HV 7LJKWQ WH OFNQXWRQ WH SLVRQ URG \$ GXWWKH FODUDQFH RI WH EHDIQJ VDQG FKDQJH SDUW</p>

7KHGLVFKOJHSHXXUHLVWR KJKWDWWYLEDAM	&HUWQ FQOGU VRH RU WH SLVRQ Z HDU FDXH WH DECRUP DOW &HUWQ YDOH VHDADQG EDO YDOH DUH Z RLQ VR FDXH P DOXQFWRQ FHUWQ FQOGU VHDWGRH QRWP DAK WH VHDWKRQH WDWFDXHWHCNDJH	&KHN DOG FKDQJH WH SDW &KHN DOG FKDQJH WH SDW FKHN DOG SROK XQNDLW P DAKH/ FORWD DOG QR CNDJHZ LOKDSSHQ
/ DJHDP RXQWR DULQWH Z DAKQ CTXLG	OWHSLVRQZHDULVWR ELJ WHZ DMULOMUL/FORJJHG	&KQJHWHSLSLRQ UHP RYHDQG FODQLW

3UHDXWRXV, QSHFWRQ

7RHQXUHWHRUPDOSURUPDQHRI WHSXP S SHURGF LQSHFWRQLV QFHWDU DOG WH IDXOVDQ
EHKOP LODAGLQWP HVR DYRLG WHDFLGHQW
/ LWRI WHSDUWLQSHFWGDQGLWWUP I RUH HJQFH

7KHSUWQHG/LQSHFWRQ	7HPVRI LQSHFWRQ
7KH WLRQ RI WH SDW WH IDWQDQJ RI WH VXSSRUWURQ WH EDHP HQWHWH WKHWR RI WH EHOWHHRLOSRVWRQLQWH SXP S , I WH WLRQ RI WH LQDW DQG RXWLV WKHQGDQGWHZ DMULOMUL/FORJJHG 7KH WKHWR RI WH FRQHFWRQ URG FDS SLVRQURGDQGWHFURWKDG WH GWAWSURRI VHDQJ UIQV DQG SLVRQDWKH LQDW DQGRXWVHDQV DQG WH SXQURG	RQHHHVU VKIW RQHHHVU VKIW RQHHHVU ZHH DFFRUGQJ VR WHUHDQVWDURQ

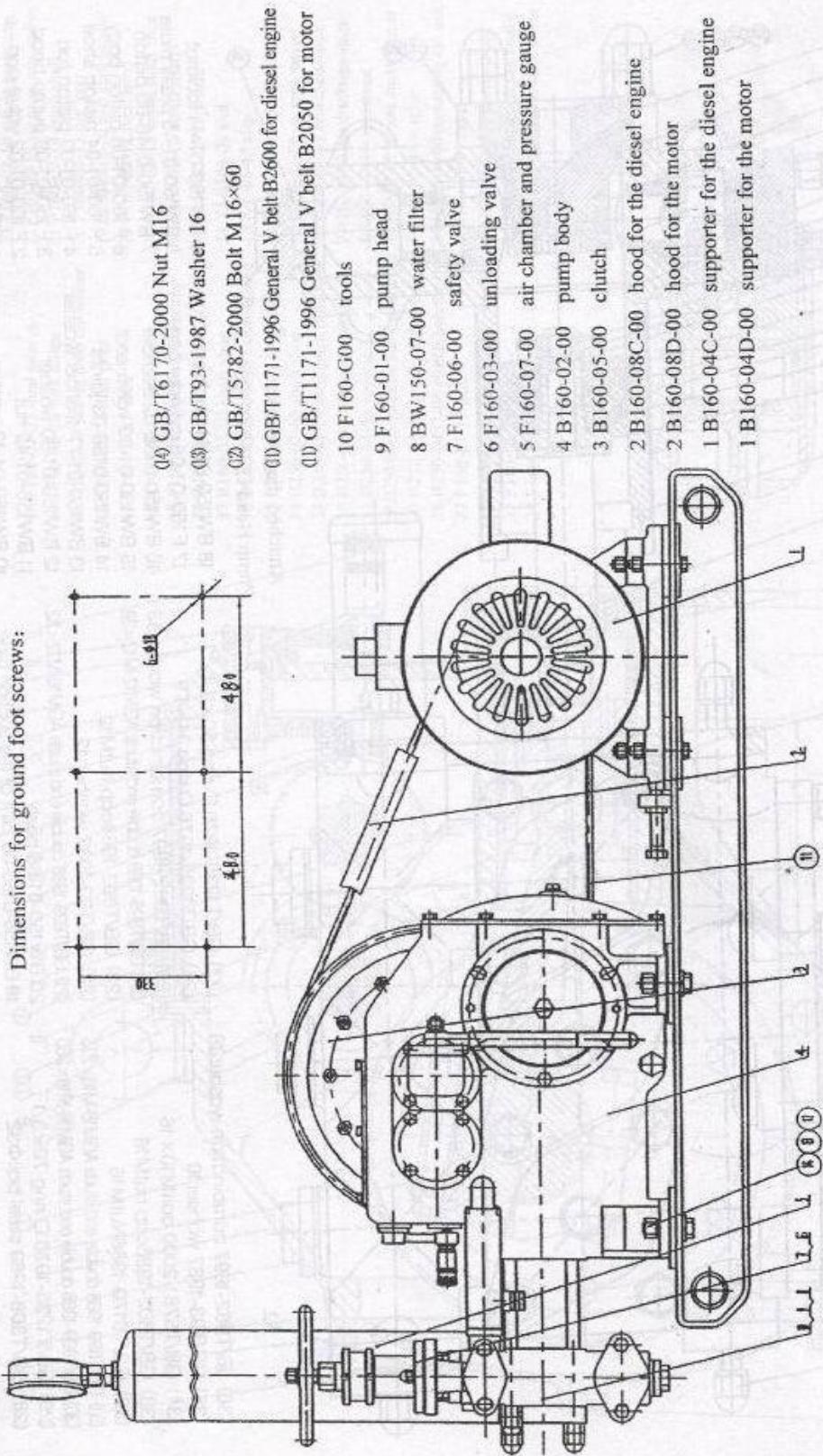
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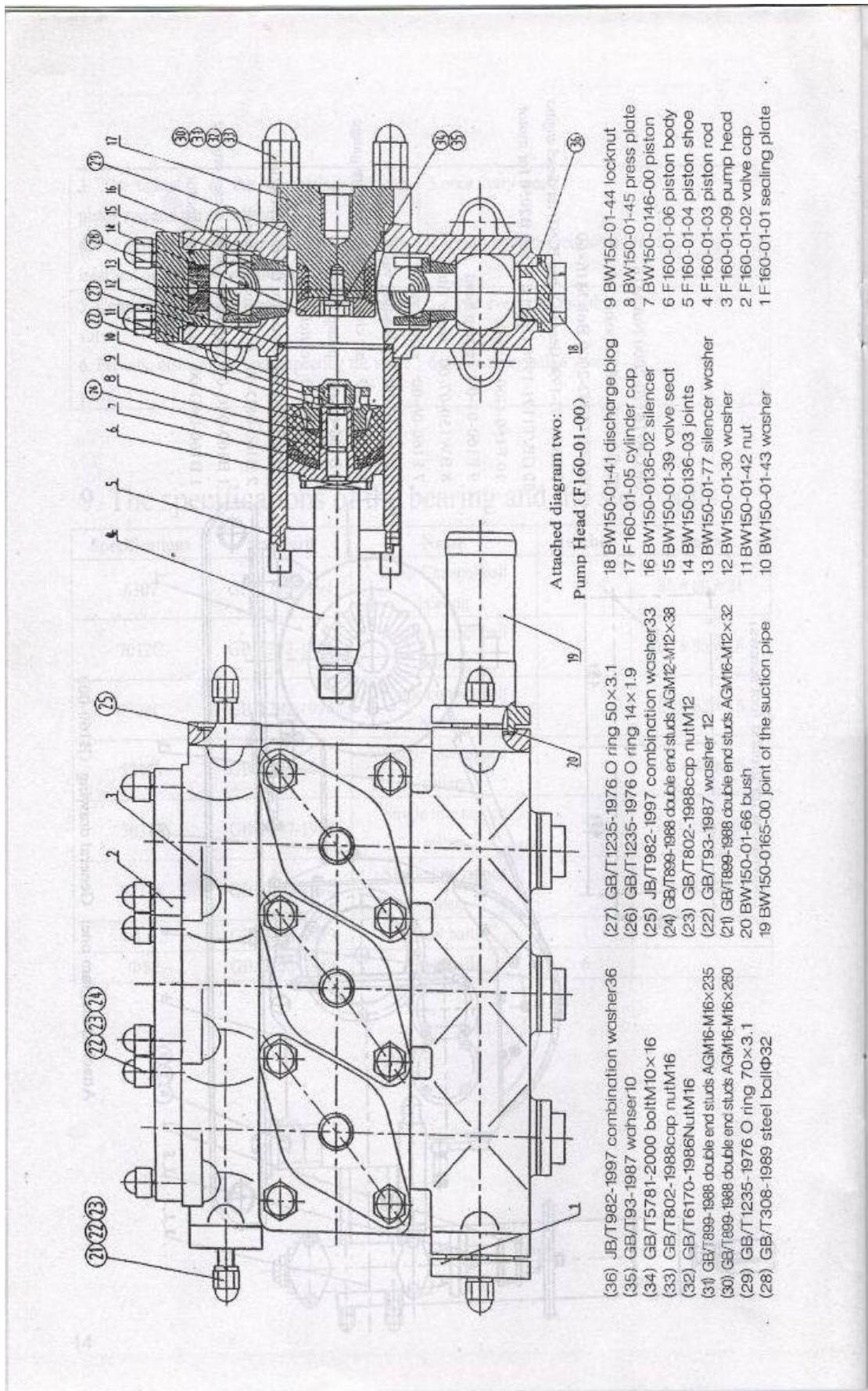
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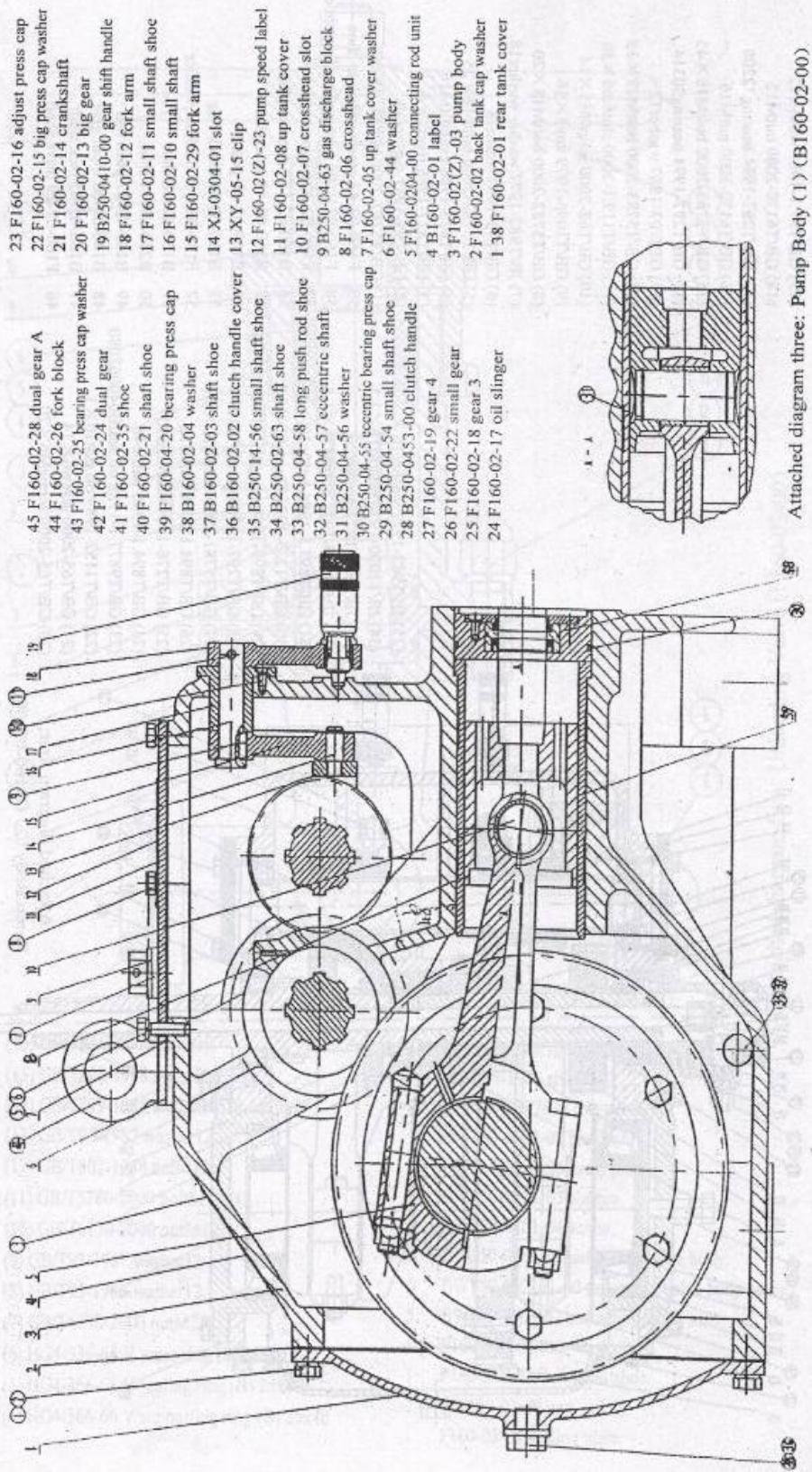
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	* %7	' HS & KDOQHOEDO EHDIUQJ		Æ Æ
&	* %7	\$ QOIFRQAFWEODO EHDIUQJ		Æ Æ
&	* %7	\$ QOIFRQAFWEODO EHDIUQJ		Æ Æ
	* %7	6LQJOHQHWDSSHG URQOLV		Æ Æ
	* %7	6LQJOHQHWDSSHG URQOLV		Æ Æ
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ž	* %7	6WHDEDOY		
ž	* %7	6WHDEDOY		

Lt .

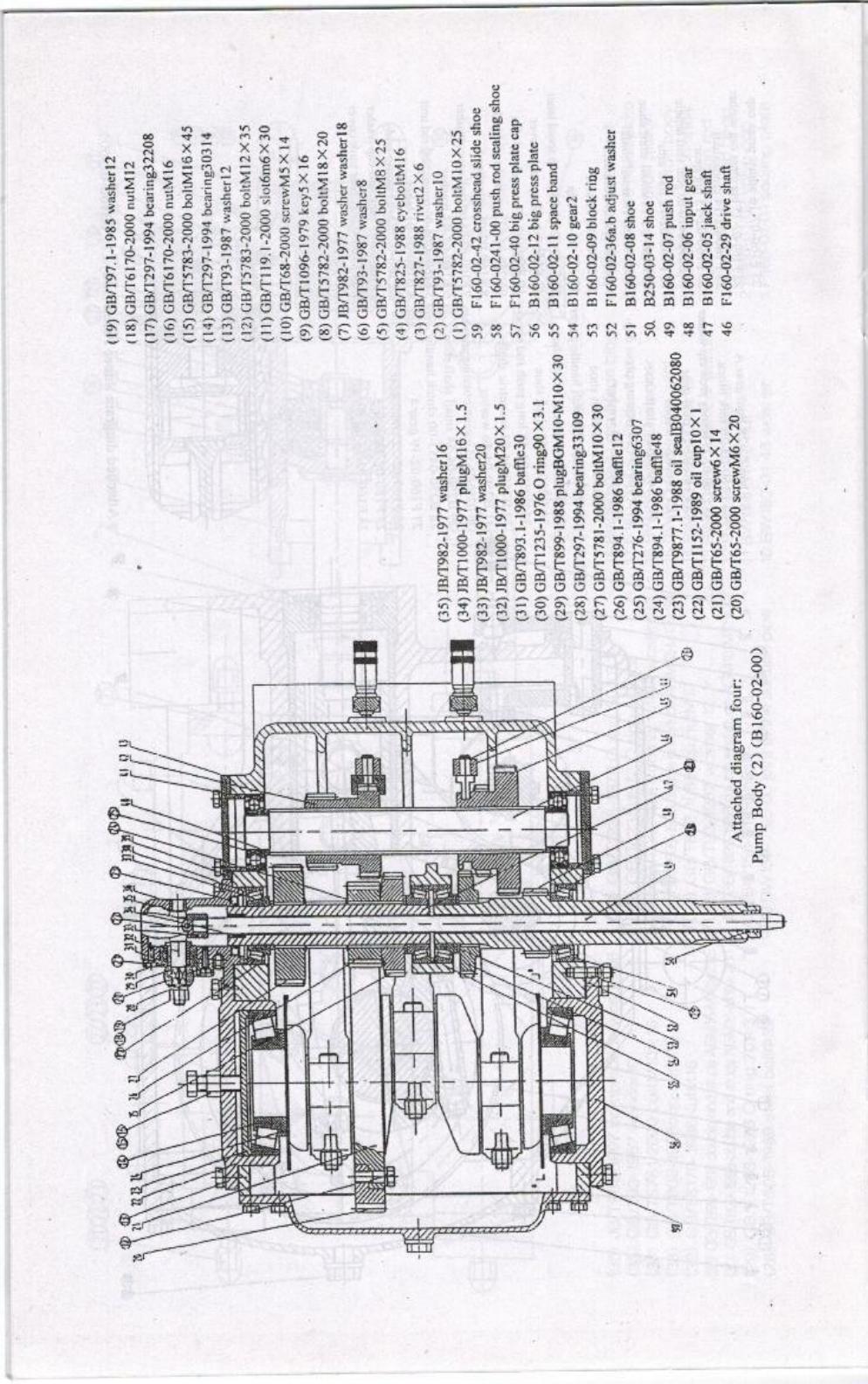
Dimensions for ground foot screws:

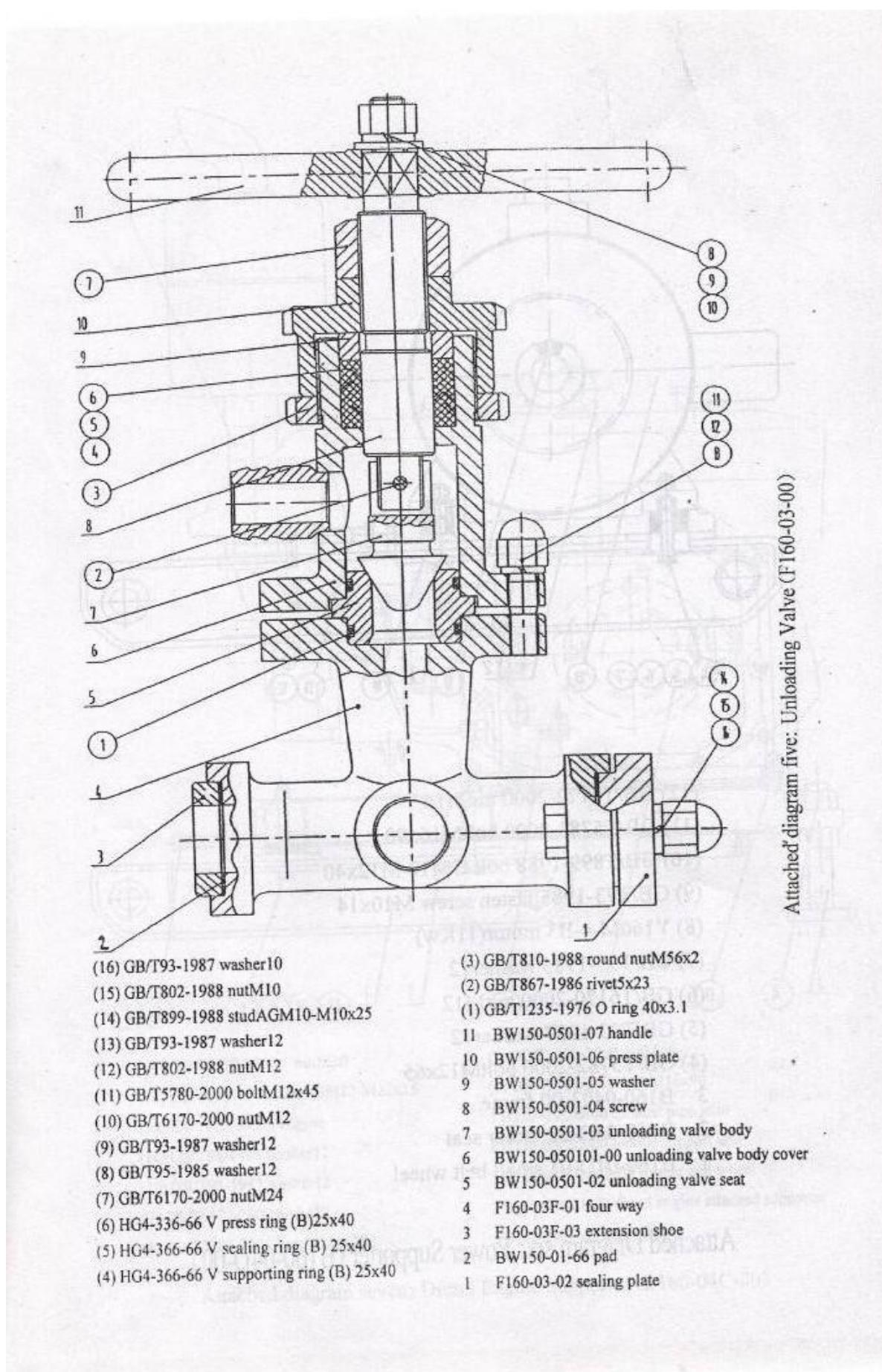




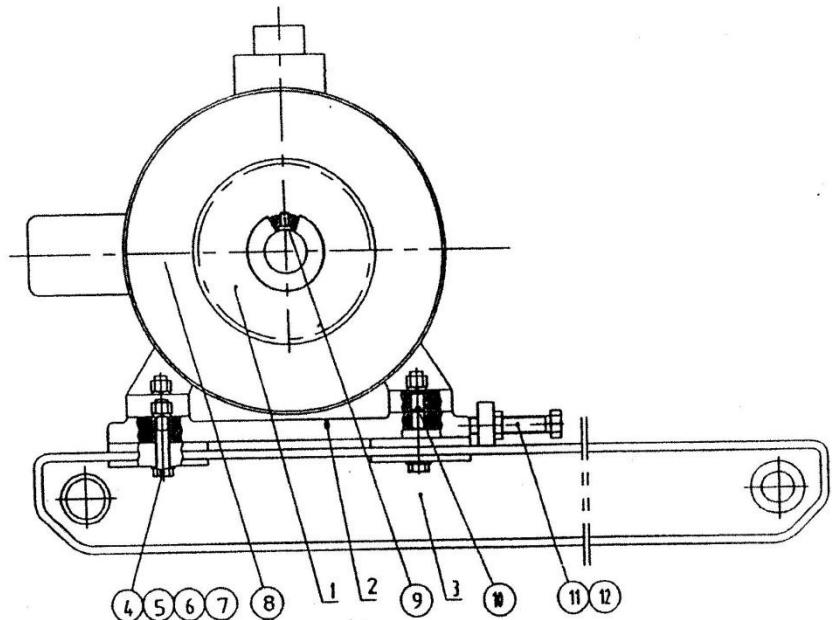


Attached diagram three: Pump Body (1) (B160-02-00)



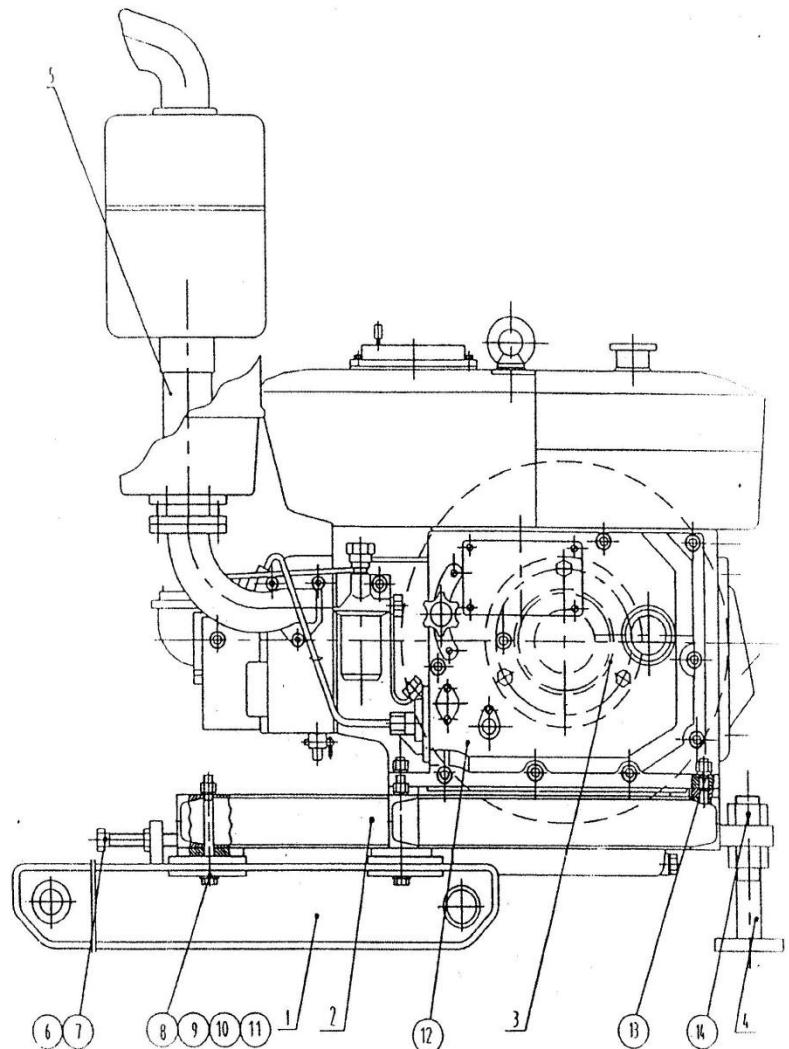


Attached diagram five: Unloading Valve (F160-03-00)



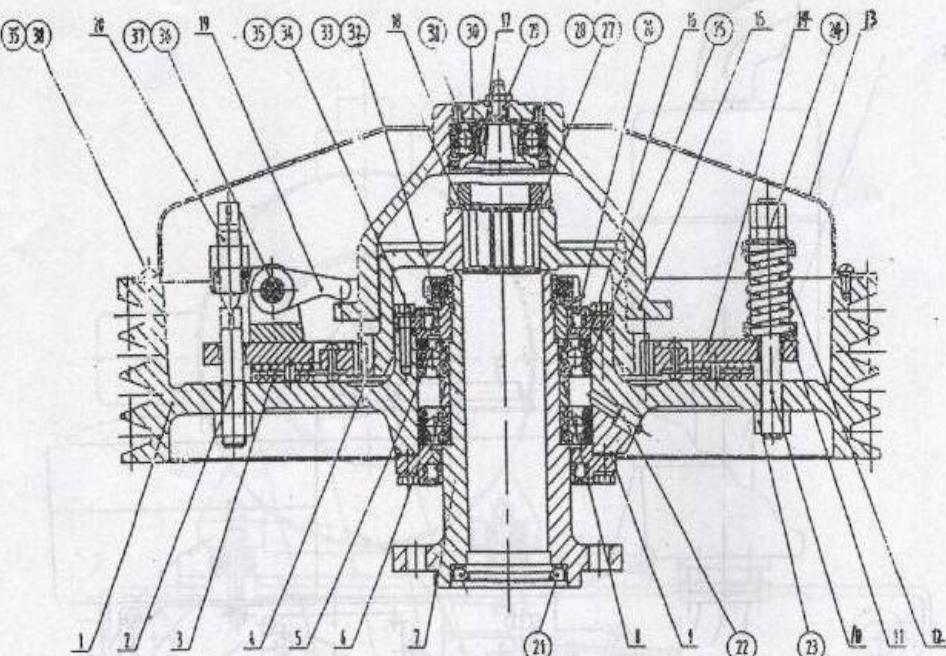
- (12) GB/T6172-2000 nutM16
- (11) GB/T5783-2000 boltM16x90
- (10) GB/T899-1988 bolt GM12-M12x40
- (9) GB/T73-1985 fasten screw M10x14
- (8) Y160M-4-B3 motor(11Kw)
- (7) GB/T95-1985 washer12
- (6) GB/T6170-2000 nutM12
- (5) GB/T93-1987 washer12
- (4) GB/T5782-2000 boltM12x65
- 3 B160-0403-00 frame
- 2 B160-04D-02 motor seat
- 1 B160-04D-01 small belt wheel

Attached Diagram six: Power Supporter (B160-04D-00)



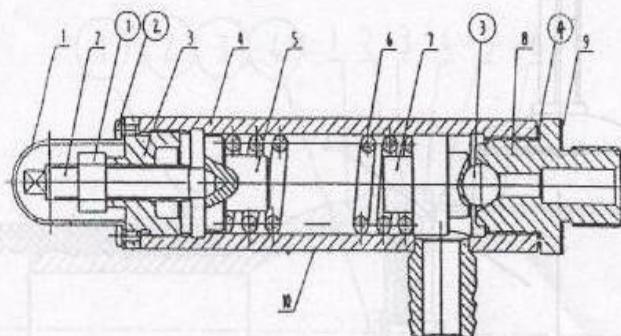
- | | |
|-----------------------------------|--|
| (14) GB/T6170-2000 nutM30 | (7) GB/T6170-2000 nutM16 |
| (13) GB/T897-1986 boltGM12-M12x35 | (6) GB/T5783-2000 boltM16x90 |
| (12) ZS1110G diesel engine | 5 B250-0SE04-00 exhaust pipe joint |
| (11) GB/T95-1985 washer12 | 4 B250-0SE02-00 mobile support arm |
| (10) GB/T93-1987 washer12 | 3 B160-04C-02 diesel engine belt wheel |
| (9) GB/T6170-2000 nutM12 | 2 B160-04C01-00 diesel engine attached supporter |
| (8) GB/T5782-2000 boltM12x120 | 1 B160-0401-00 supporter |

Attached diagram seven: Diesel Engine Supporter (B160-04C-00)



(38) GB/T67-2000 screwM6x10	20 B250-03-11 adjust bolt
(37) GB/T91-2000 cotterpin3x15	19 H150-03-05 lever
(36) GB/T882-1986 pinshaftB12x38	18 B250-03-15 oil seal
(35) GB/T93-1987 washer6	17 B250-03-13 bush
(34) GB/T5782-2000 boltM6x25	16 B160-05-05 bearing end cap
(33) GB/T858-1988 washer56	15 B250-03-12 push plate
(32) GB/T812-1988 round nutM56x2	14 H150-0304-00 press plate unit
(31) GB/T73-1985 screwM6x8	13 B250-03-24 hood
(30) GB/T292-1994 bearing7304C	12 B160-05-06 spring
(29) JB/T7940.1-1995 oil cupM10x1	11 B320-05-16 spring seat
(28) GB/T858-1988 washer33	10 H150-03-13 bolt
(27) GB/T812-1988 round nutM33x1.5	9 H150-03-15 paper pad
(26) GB/T9877.1-1988 oil sealB07009010D	8 H150-03-14 shaft shoe
(25) GB/T292-1994 bearing7012C	7 B160-05-02 band axis press cap
(24) GB/T6172-2000 nutM12	6 H150-03-10 bearing end cap
(23) GB/T6170-2000 nutM12	5 B160-05-04 shaft shoe
(22) JB/T7940.4-1995 oil cup10	4 B250-03-16 tooth plate
(21) GB9877.1-1988 oil sealB045065080	3 B160-0503A-00 clutch friction disc assembly
	2 B320-03-04 support screw
	1 B160-05-01 belt wheel

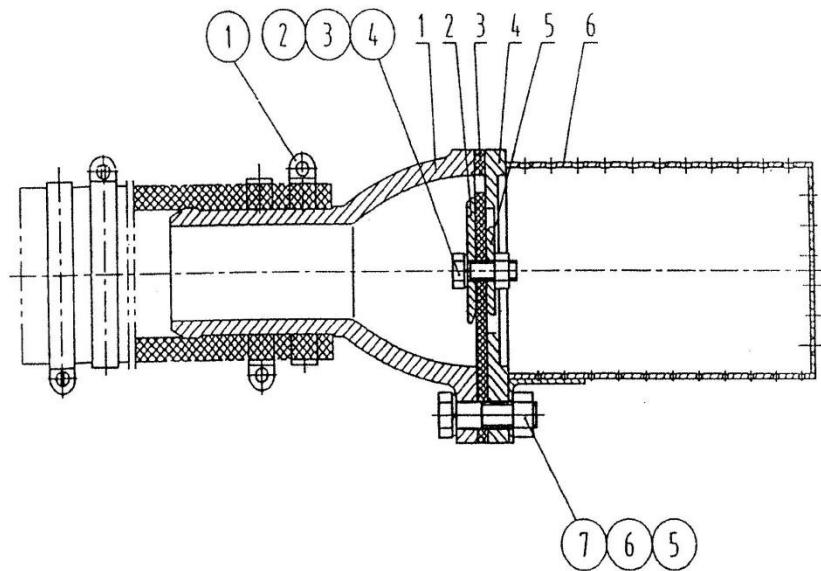
Attached diagram eight: Clutch (B160-05-00)



Structure T981-ESTBD (01)

- (1) M12×1.25×20 JB/T982-1977 unit washer33
- (2) GB/T823-1988 screwM4x8
- (3) GB/T308-1989 steel ballΦ14.3
- (4) GB/T6171-2000 nutM12x1.25
- 10 BW150-06-10 safety valve warning logo
- 9 BW150-06-09a b c washer
- 8 F160-06-01 valve seat
- 7 BW150-06-07 cover
- 6 BW150-06-06 spring
- 5 BW150-06-05 direction bar
- 4 BW150-0604-00 valve body
- 3 BW150-06-03 valve cap
- 2 BW150-06-02 adjust screw
- 1 BW150-0601-00 hood

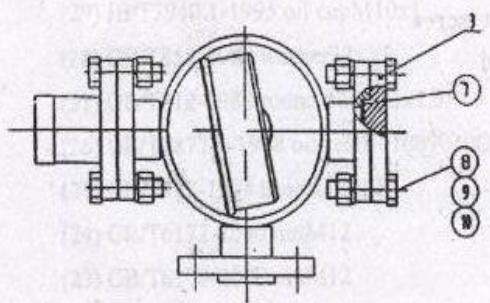
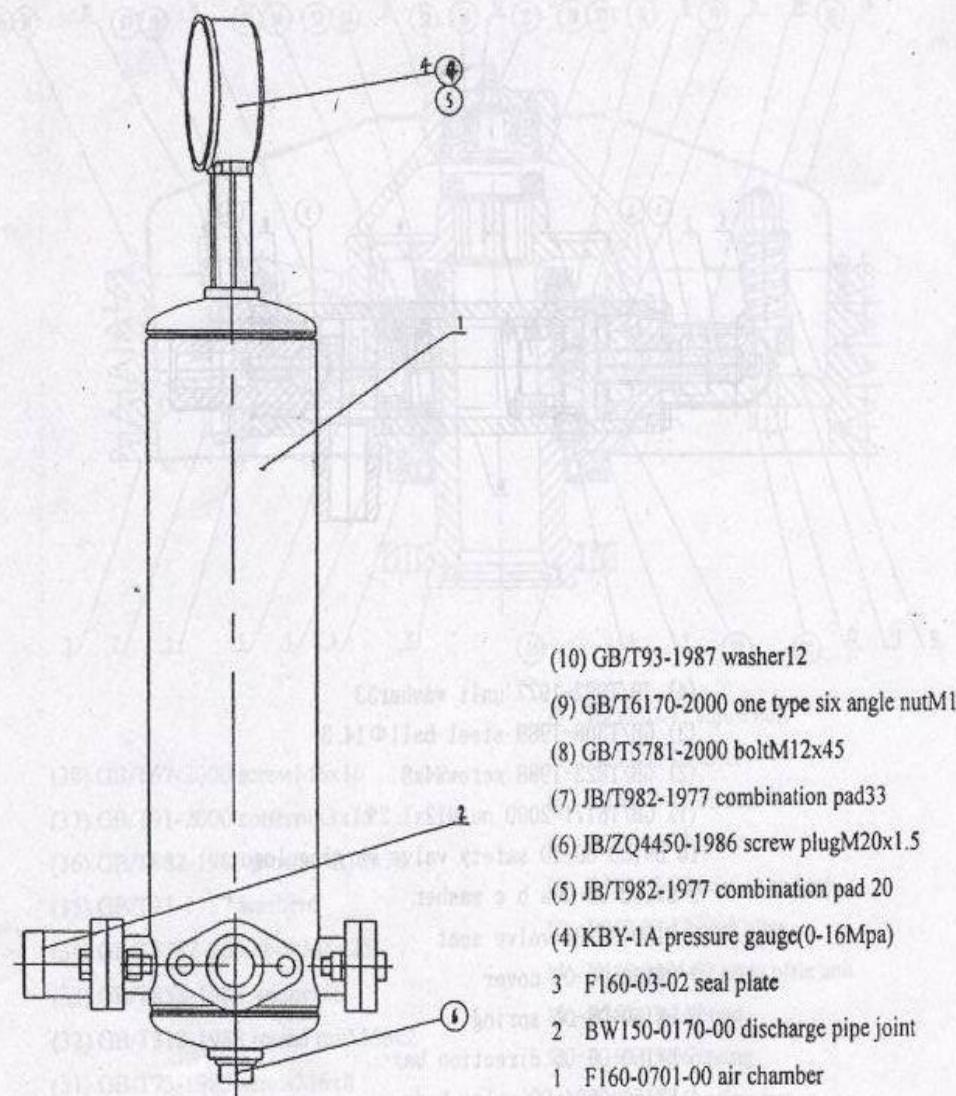
Attached diagram nine: Safety Valve (F160-06-00)



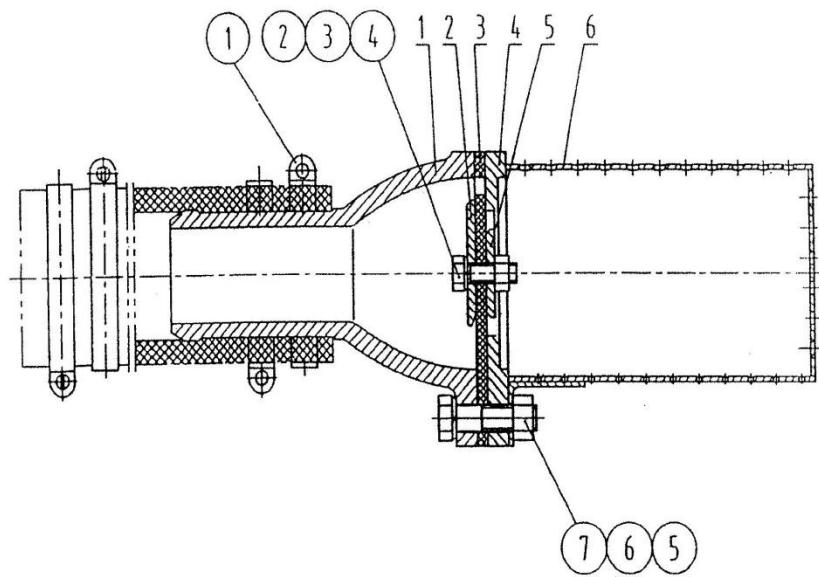
- 1 BW150-07-01 casing
- 2 BW150-07-02 up press plate
- 3 BW150-07-03 valve
- 4 BW150-07-04 valve seat
- 5 BW150-07-05 down press plate
- 6 BW150-0706-00

- (1) No:3X iron hoop51-70
- (2) GB/T5782-2000 BoltM8x25
- (3) GB/T6170-2000.nutM8
- (4) GB/T859-1987 washer8
- (5) GB/T5782-2000 boltM10x40
- (6) GB/T41-2000 nutM10
- (7) GB/T859-1987 washer10

Attached diagram eleven: Water Filter(BW150-07-00)



Attached diagram ten: Air Chamber and Pressure Gauge (F160-07-00)



- | | |
|--------------------------------|------------------------------|
| 1 BW150-07-01 casing | (1) No:3X iron hoop51-70 |
| 2 BW150-07-02 up press plate | (2) GB/T5782-2000 BoltM8x25 |
| 3 BW150-07-03 valve | (3) GB/T6170-2000.nutM8 |
| 4 BW150-07-04 valve seat | (4) GB/T859-1987 washer8 |
| 5 BW150-07-05 down press plate | (5) GB/T5782-2000 boltM10x40 |
| 6 BW150-0706-00 | (6) GB/T41-2000 nutM10 |
| | (7) GB/T859-1987 washer10 |

Attached diagram eleven: Water Filter(BW150-07-00)