



**Landfill Pump “Total Cost of Ownership” Calculator**  
 General-Duty Pneumatic Airlifts vs.  
 Blackhawk Top-Head-Drive Piston Pumps  
 (Five-Year Ownership)

5/4/09

	<i><b>Blackhawk Piston</b></i>	<i><b>General-Duty Pneumatic Airlift</b></i>
<b>Initial Purchase Price</b>	\$ _____	\$ _____
<b>Servicing Cost</b>		
Field worker hourly wage rate: \$ _____		
x Hours per servicing: x _____	Blackhawk average: <u>1 hour</u> per service	General duty average: <u>4 hours</u> per service
x Number of servicings per year: x _____	Blackhawk average: <u>Less than 1</u> ((22 months)	General-duty average: <u>4 per year</u>
+ Cost of downtime: + _____		
+ Cost of replacement parts + _____		
= Annual cost of servicing: = _____		
x 5 years: x _____		
x Number of pumps purchased: x _____		
<u>Total cost of servicing for 5 years:</u>	\$ _____	\$ _____
<b>Spare Pumps Purchase Price</b>	\$ _____	\$ _____
<b><u>Total Cost of Ownership over 5 Years</u></b>	<b>\$ _____</b>	<b>\$ _____</b>