Customer Profile

# AFT Fathom Saves GES Tech Group $30,000 on First Project

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*GES Tech Group, Inc. provides general engineering consulting to other engineering companies and construction contractors in areas of mechanical, structural, and civil engineering, as well as piping design, mining (ore processsing), and power systems.*

GES Tech Group president Larry Mott saw one of our advertisements for AFT Fathom and filed it in his head for the future. When a pipe flow modeling project came up at his small company some time later, he remembered the advertisement making bold claims about a powerful Windows pipe flow analyzer with an easy-to-use graphical interface. Unfortunately, he could not remember the name of our program or our company. Flipping through back issues of his magazines, he finally found what he was looking for—our first ad for AFT Fathom which stated simply, "Seeing is Believing."

He quickly gave us a call and described the model he needed to build of a water distribution system for a condominium complex. He asked us if Fathom could do the job. We told him it most certainly could. After sending him some more information, he placed an order about a week later.

Larry is matter-of-fact about how he chose AFT Fathom. "In general, it is too difficult to compare packages without using them. Thus, I buy them and try. If it does not do the job, I send them back. This one I kept. . . . It met my needs and was easy to use."

Larry soon discovered another benefit. AFT Fathom saved his client money. On the first project modeling the condominium complex, he determined that 4-inch PVC piping was acceptable rather than the 6-inch PVC recommended by City specifications. The change saved his client $30,000.

Larry also made use of AFT Fathom's customizable reporting features to create a sharp-looking report for the City to review. The City engineers were not accustomed to seeing high quality output and printed graphics like those generated by AFT Fathom, and were impressed enough to let him know.

Since the system has not yet been built, he does not have field data to compare Fathom's predictions against. "However, I always check new programs against classic textbook examples and Fathom checked out well. I also ran hand calculations in critical areas of the system, and Fathom and I are in agreement."

Now that he has AFT Fathom, new business opportunities are developing. "[AFT Fathom] added a network flow capability to the list of services we offer. . . . We are actively pursuing other [projects] that would use this program now that we have the capability. . . . We will be using Fathom for all piping systems now." Among the new projects that GES Tech Group has pursued is a hot water distribution system analysis at a factory. This project is expected to begin within the next few months.

GES Tech Group is also using the new network flow capability to market the services to their international customers. With Larry's Spanish and Portugese language skills, he has been successful in developing a customer base in Central and South America.

We are pleased to have companies like GES Tech Group among our customers. With a tough attitude toward software products, they recognized a great software product when they saw it.

*For more information on AFT Fathom, contact Applied Flow Technology at (800) 589-4943 or (719) 686-1000 or fax us at (719) 686-1001.*