

# Capability Statement



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## Core Competencies

GoatThroat Pump's unique technology help companies reduce hazmat incidents and save money at their manufacturing facilities by preventing costly chemical spills and the associated cost of reporting and manufacturing downtime. The systems mitigate worker compensation claims by preventing workers exposure to hazardous chemicals and by eliminating repetitive motion and other injuries.

- Used for specialty liquids including Skydrol LD4 for USAF
- Prevents costly chemical spills and splashing
- Controlled delivery of chemicals prevents waste and conserves inventory
- Helps meet E.H.S. and sustainability requirements
- R.C.R.A. empty barrels meet Government regulations
- Prevents worker exposure to hazardous chemicals and emissions
- Chemicals purchased in bulk (55 g) can save up to \$2500 per month
- 10 year life expectancy saves repeat purchasing of new equipment
- Eliminates repetitive motion and other injuries
- Mitigates worker compensation claims
- Provides jobs for Americans with Disabilities

## Differentiators

Companies use hazardous chemicals and flammable liquids in paint shops, tool and die rooms, HVAC and other locations throughout the manufacturing facilities. The liquids are dispensed from barrels and pails at the point of use. Dispensing these liquids with accuracy is critical. It is also important to do so without a hazardous spill, without splashing liquids on to the user, and without exposing users to the vapor emissions. GoatThroat Systems are the only hand pumps which deliver these benefits.

### STATEMENT FROM RECENT CUSTOMER

"Works great. Saves space being able to keep drums upright as opposed to tilting them to get product out. Back saver not having to tilt drums. Saves time: can pull from multiple drums using multiple GoatThroats instead of needing to tilt one drum at a time. Cleaner, save product, less of a chance of anything spilling." Dennis, Ashcroft Manufacturing

## Past Performance

### General Dynamics: Electric Boat, Quonset Point, Groton; 2015 - present

Provided multiple pump systems for multiple locations for MEK, Acetone, Isopropyl Alcohol and other proprietary liquids to allow for EPA reporting of liquid consumption and vapor release. As well, the pumps eliminated exposure to hazardous chemicals and worker injuries from moving a 65 pound electric pump from drum to drum John Donlevy, Environmental Department, [jdonlevy@gdeb.com](mailto:jdonlevy@gdeb.com), 401-932-9309

### Lockheed Martin: White Sands, New Mexico; Liverpool, New York; Johnstown, Pennsylvania; Camden Arkansas; 2010 - present

Provided multiple pumps systems for multiple locations for solvents including MEK, IPA and other liquids to control amount dispensed, reduce worker exposure to spills, splashes and emissions.

### NASA, Sandusky Ohio; 2016 to Present

NASA need to transfer 30 barrels of Novec Fluids to a 1000 gallon container quickly. With the GT pneumatic system, they accomplished the entire job in 1 afternoon.

## Company Data

The GoatThroat Pumps Division of Westcott Distribution Inc. was founded in 2000 and operates from Milford, Ct. GT Pumps are manufactured in the USA and distributed worldwide. Westcott Distribution Inc. is a small, woman owned business. Nancy Westcott has been the CEO and Chief Equipment and Systems Designer since 2000. This is her third successful entrepreneurial business.

DUNS Number: 021552471  
CAGE Code: 3XWR9  
SAM Registration: Active  
Accept Credit Card: Yes  
Business Size: Small  
WOSB Registered: Yes  
WBENC Certified: Yes  
NAICS Codes: 333914\*  
333913  
333996  
423830

\*Primary

### PRODUCT AND SERVICE CODES

3590	J014	J037	J059	J099
3695	J015	J038	J061	J998
3990	J016	J039	J065	J999
4320	J017	J041	J066	
4910	J018	J042	J067	
4920	J019	J043	J068	
4930	J020	J044	J071	
4935	J025	J045	J072	
4940	J029	J046	J073	
4960	J030	J049	J079	
5120	J031	J051	J080	
6640	J032	J053	J087	
6695	J035	J055	J091	
6850	J036	J056	J093	