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A MAJOR EFFORT MUST BE MADE TO ELIMINATE INFLATION

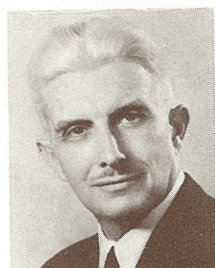
FREDERICK KRAISSL, JR. Ph.D., P.E.

Chairman and Chief Executive

The Kraissl Company, Inc.

There are priorities in dealing with problems. Second only to adequate national defense is a matter of dealing with inflation.

There are two factors in eliminating inflation or turning it around.



CONSULTING
ENGINEER
KRAISSL ASSOCIATES

First and foremost is reducing government spending on things self-reliant citizens can do without. It is hoped there will be sufficient examples of self-reliant people

doing for themselves to encourage those needing it, to become self-reliant. When we are over this hump and the majority of Americans have again become self-reliant, it should be clear to those still looking for handouts at the expense of the taxpayers; this will no longer be tolerated. They have the alternative of becoming self-reliant or migrating to some other form of governmental operation that will support them in their disinclination to work. What we are really saying is that the shirkers will be in the minority as compared with the workers and will stick out like sore thumbs no longer being the subjects of sympathy but of disgust. This cannot happen over night as it took us many years of hand out procedures to get us in our current state and it is going to take the best that we generate in fortitude, strength of character and resolve, to accomplish this objective. Most of us who have been giving this matter much thought have the belief that the reason the Japanese excel is because they want to work and in many cases our people do not so, are merely looking for means to fill up the day and appear to be working.

Pride in workmanship, if it could be regenerated would deal with this matter but it rests on the foundation of a desire to work and doing a good job. Until this is the basic motivation the individual is plastic and the best that can be hoped for is that he or she will emulate people who do want work and whose respect and approval is desired.

Government spending is intermingled with the sheep-like attitude of many people who wish to be taken care of from the cradle to the grave. They do not want the problem of thinking for themselves and finding solutions for personal matters. If the job they are doing folds up, the very word, retraining to do a needed job scares them. They would rather go on relief or unemployment whichever term is more acceptable. Close this off and they may prefer to work rather than go hungry as an individual and perhaps as the head of a family.

In initiating this matter the emphasis is being placed on government spending for social purposes which it is contended must be abolished or minimized if we plan to survive in competition with countries where its citizens want to work. Usually those who do, get better at it which lowers the cost of the product, improves its functioning, longevity or even appearance, which may obsolete a former competitor. There are many cases of products going off the market so this is not an imaginary situation.

There is no point in adding to examples so that we appear to be targeting the less competent of our populace. The thing that we must get rid of is the feeling that we have responsibility for the social welfare of people. This is supposedly a free country. Freedom means we have a right to succeed and a right to fail. This is not a job for government. It is a challenge for the individual. It sometimes seems charity does more harm than good but there is no question that there is a place for charitable organizations. Charity should be by volition of individuals not a load to be carried by taxpayers.

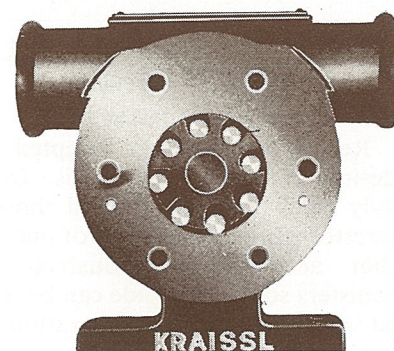
REACTIVATING THE CLASS 50 PUMPS

There never was anything wrong with the Class 50 series design only a matter of priorities. When an organization like ours has a backlog that is disappointing customers on delivery, it is not good judgement to increase the problem.

It is necessary to be competitive on two matters to hold customers, Price and Delivery. Maybe, just maybe, customers will wait a little longer for a product if it believes in its superiority or feels more at home with it but this cannot be relied upon. With everyone trying to cut costs it now seems essential to offer designs that can do the same job as others, at lower prices for many purposes.

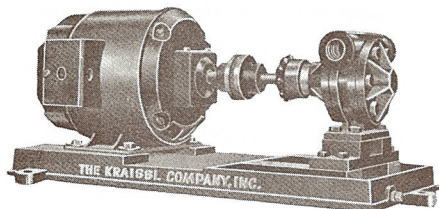
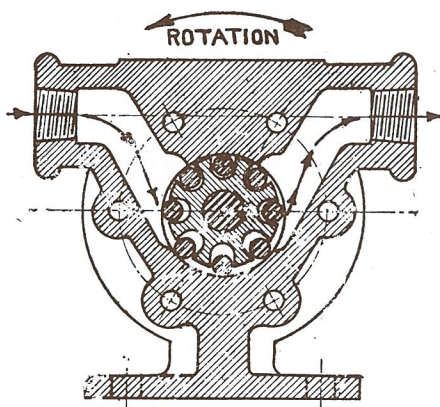
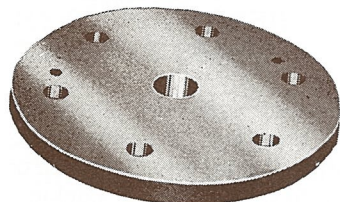
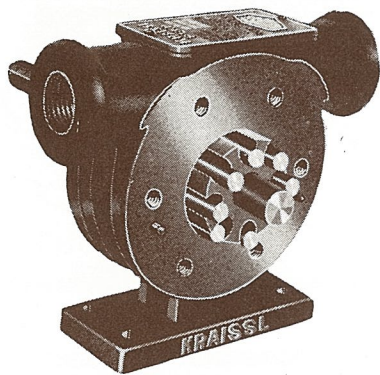
It is not planned to offer the Class 50 design on a single lot basis. Where a quantity of pumps are needed to handle products with some lubricity, the Class 50 series should be considered. We have brochures telling their characteristics and will be glad to send one on request.

MECHANISM



Best of all we believe it can still be manufactured at 10% less than the equivalent capacity of our Class 60 design where direct connected pumps can be used.

Does this not justify consideration?



**DIRECT MOTOR
DRIVEN ASSEMBLY**

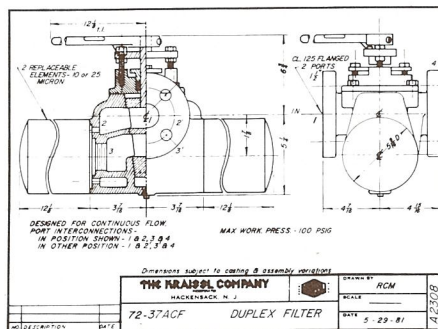
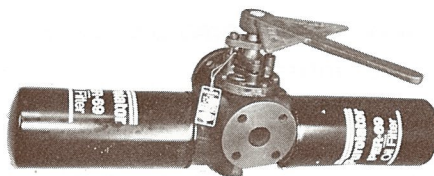
THE CLASS 72-37ACF VALVE FILTER ASSEMBLY

U.S. PATENT NO. 3,567,181

Repetition has been accepted as a desirable form of emphasis. In our July 1982 Issue we notified those interested of the availability of our valve that accommodates industrial type canisters so that one side can be serviced while the other is in operation.

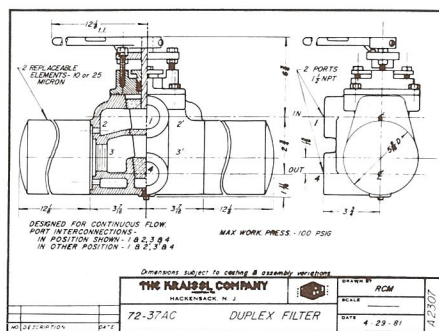
It seems to us that this announcement can accept more emphasis by repetition. There are changes in departmental procedures even over a three months period and new names appear on our mailing list. Perhaps the individual that might be interested was not contacted, and just maybe he or she was on vacation and did not see the announcement.

It also seems desirable to list the various design Kraissl class 72 transfer valves that are available so that a choice can be made of the one that best meets each customers needs.



In our January issue we gave a preliminary presentation of our design plan for a combination valve and filter assembly that would make use of a Kraissl Class 72 Series Flanged Valve with provision for assembling a pair of commercial filter units, similar to the type of oil filters that are authorized by service stations to install on our automobiles at periodic intervals after oil changes, only much larger.

We now show these as complete units with canisters but not limited to it as long as the alternate is interchangeable. It will be also noted that these are available with threaded connections as shown in the second drawing.

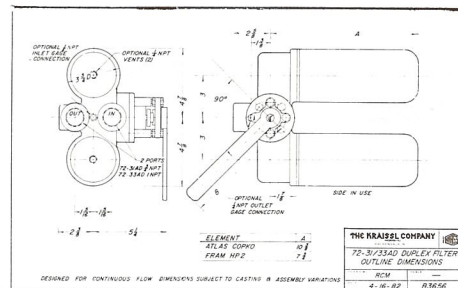


We also show in the third drawing a unit that accommodates vertical canisters of the two models identified but will do the same with interchangeable canisters.

We have carefully refrained from stipulating the number of hours service as this may be changed by the

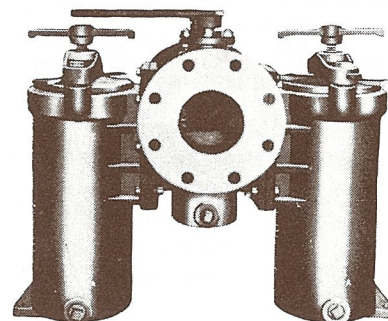
manufacturers of the filter canisters and will be a function of the amount of extraneous matter that must be removed. We will take no responsibility for the degree of filtration supplied, leaving this entirely to the filter manufacturers permitting the canisters to be employed by the procedure recommended by the manufacturer who has been supplying them as single units.

Our contribution is that we are making available a means for duplexing them.



This should supply a convenient duplex assembly, so the one in service is functioning while the alternate is being replaced. Hopefully, this will be done when the period of recommended service has been reached so there will always be a fresh unit ready to function if urgently needed.

THE AVAILABLE VARIETY OF KRAISSL TRANSFER VALVES



CLASS 72A SERIES

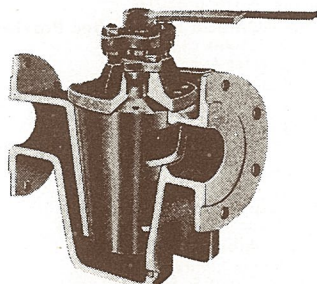
We feel that we are the originators of transfer valves of our type since they came into being as the valve center of our three piece construction duplex separators. As no other organization to our knowledge, has offered a three piece construction duplex separator of the plug valve type we feel that our claim has merit. There is much to be said for three piece construction separators. The valve center is the most expensive part and a complete unit is not ruined if someone carelessly drops a heavy cast iron unit and knocks off a foot. The assembly provides heavy reinforcement around the junction of the valve and side body and since this construction minimizes unequal wall thickness there is no question that this provides very strong construction reminiscent of a high pressure autoclave.

To make these compact, the junction with the side body was a special rectangular flange shown in the illustration and is a current design listed as a standard component of these separators by the Underwriters' Laboratories, Inc.

CLASS A RECTANGULAR FLANGED SIDE PORTS

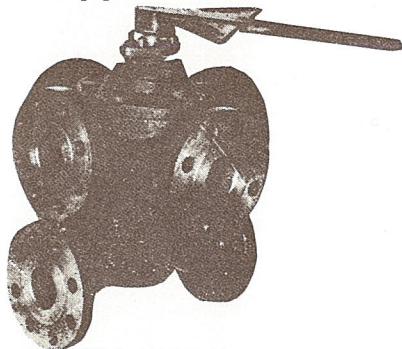
Class 72 A Series

Many of our customers originated by employing our regular rectangular flanged valve center sections for the various services for which transfer valves are used, and in general these are needed where an In and Out flow must be channelled through one or two duplicate filters, heat exchangers, or similar installations requiring continuous service so that one assembly can be cleaned or serviced while the other is in operation. Many customers still employ the valves with rectangular side ports as the pressure drop is less, and they are also less costly. Such customers merely cut out rectangular steel plates with port cut-outs and weld them on the shells of the companion parts.



CLASS AA VALVES

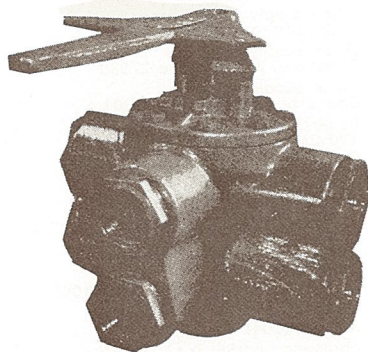
As early as 1960 some of our customers requested us to supply these valves with side ports that would mate with standard ASA flanges. We explained that they would be more costly due to increased weight and more complicated cores. Furthermore, increased pressure drop would result as flow direction would be forced to change by an equivalent number of elbows, also the more compact we make the valve the greater this would be aggravated. We early recognized that pressure drop should be minimized within economic limits, so we adopted as a standard, internal channels of not less than the area of the nominal pipe size of each valve.



CLASS AAA VALVES STEEL CONSTRUCTION

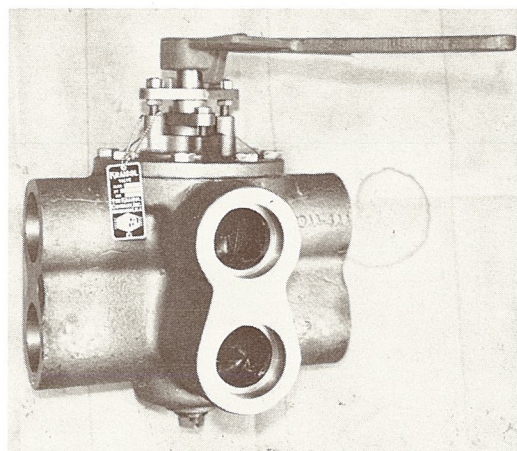
Although we consider it our prerogative to set up specification standards for our valves, we are always glad to comply with customers' requirements. We do not regard our transfer valves as a fitting due to their more important engineering functions. Consequently we do not regard ANSI specifications relating to fittings, as applying to our valves. However some customers have desired that the flanges on our valves conform to rigid ANSI specifications of fittings. We have attempted to obtain a consensus of these desires and have included them in the triple A specifications of our valves.

More recently some customers have required these valves with threaded ports. These are available in 3/4" to 2 1/2" inclusive in cast iron and steel construction.



CLASS 72 THREADED PORT VALVES

STEEL VALVES WITH SOCKET WELD PORTS

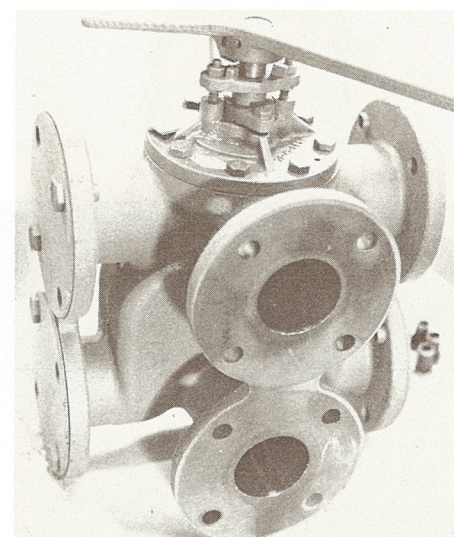
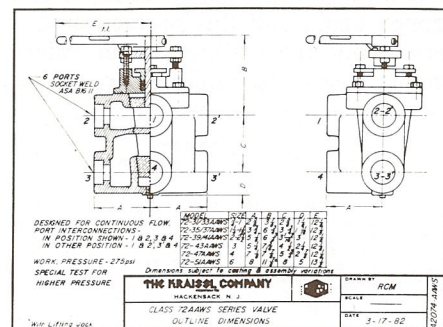


Enough of our customers prefer welded lines to make available a fairly extensive number of valves designed for socket welding.

Not all sizes are available for immediate production as pattern costs are very high and nothing is gained by having valves priced so high that they cannot be used, as it must be clear that costs for special units must be amortised over a reasonable number.

Even when patterns are available, we would prefer orders for not less than five so the set up and machining charges can be spread over a reasonable number to keep the costs down.

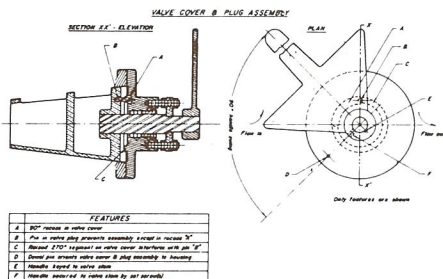
The attached drawing A-2074 AAWS shows sizes 3/4 thru 6" that have already been designed. This should cover most needed sizes, but if you use any, we would appreciate as much lead time as possible, since special orders must be sent to the foundries as well as provision for machining and testing.



Since our approach to product lines has always been engineering to meet customer requirements, we have expanded our Class 72 ABF(S) to cover the sizes of 72-37 ABF(S) to 72-47 ABF(S) inclusive. All of these units are not immediately available as they are at present, listed as specials, but they have been design authorized and prices can be quoted.

They Bring to designers who want front flanged porting, a model that can be wall or assembly mounted with inlet and outlet ports accesible from the front. All of our other features including our patented assembly protection have been retained.

In this connection, we again draw attention to the reason for U.S. Patent No. 3,567,181. We were told that a competitive valve was inspected or serviced, put together wrong and instead of suppling oil to where lubrication was mandatory, it shut this off, ruining a very expensive compressor. The admonition was emphatic "Make this impossible with your valves." We believe we have done this as shown in our Drawing B-3607. This protection is supplied on all of our Class 72 Series Duplex line where this hazard applies and was considered satisfactory by the former unfortunate user of the competitive valve. We believe that if misassembly can happen once, it can happen again and this protection is a very important feature of our valves whether used separately or as an integral part of an assembly.



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We have reserved the areas of Connecticut, Metropolitan New York, including the Hudson Valley, Long Island, New Jersey and eastern Pennsylvania less Philadelphia District for coverage by Kraissl Company personnel.

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Manor Parkway
Salem Ind. Pkwy., Salem, N. H. 03079

Capt. C. V. Watson
Maiden Cove Lane
Cape Elizabeth, Maine 04107

Eastern Region

Filtration Unlimited
Buffalo & John Streets
Akron, N. Y. 14001

Jobe & Co., Inc.
1815 Edison Hwy.
Baltimore, Md. 21213

Daily Associates
8 E. Mt. Vernon Ave.
Haddonfield, N. J. 08033

R. C. White Co.
3065 Enterprise Blvd.
Bethel Park, Pa. 15102

Southeast Region

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1307 West Main St.
Richmond, Va. 23201
Dillon Supply Company — Main Office
Raleigh, N. C. 27602

Dillon Supply Company
Durham, No. Carolina 27702
Dillon Supply Company
Rocky Mt., No. Carolina 27801

Dillon Supply Company
Goldsboro, No. Carolina 27530
Dillon Supply Company
Charlotte, No. Carolina 28201

Boiler Supply Company, Inc.
490 Craighead Street
Nashville, Tenn. 37204
601 Van St., N. W.
Knoxville, Tenn. 37921

Applied Engineering Co., Inc.
P. O. Box 506, Orangeburg, S. C. 29115

R. A. Litkenhaus & Assoc. Inc.
P. O. Box 16323

7825 Baymeadows Way, Suite 106E
Jacksonville, Florida 32216
Phone: (904) 737-3536

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721 Miami Cir. NE, Atlanta, Ga. 30324

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Birmingham, Ala. 35226

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Ferndale, Mich. 48220

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Grand Rapids, Mich. 49501

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Toledo, Ohio 43613

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St. Louis, Mo. 63124

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Seattle, Washington 98134

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K. C. Hamilton Equip. Ltd. — Marine

Canada—British Columbia Province

Les Hall Filter Service Ltd.
346 E. Esplanade
North Vancouver, B. C. V7L 1A4

Canada—Alberta Province

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Calgary, Alberta, Canada

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