



# KRAISSL QUARTERLY

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INCORPORATED

PUMPS-SEPARATORS-ENGINEERING EQUIPMENT

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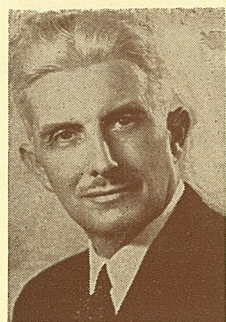
APRIL 1962

Number 2

## EXTENDING THE LINES DISTRIBUTED BY THIS COMPANY

FREDERICK KRAISSL, Jr. P.E.  
President

It may not be generally appreciated that in addition to products manufactured by this company, we have always been distributors or factory sales representatives for many specialties that have an application in the field of our activity.



Our coverage as distributors has been mostly in the area serviced by the home office as this permits us to perform for other manufacturers of non-competitive lines, the decentralized service we expect of sales representatives for Kraissl products. This activity is being greatly extended.

One of the justifications for the expansion of this program is the increasing cost of providing coverage by adequately trained personnel. This cannot be done with anything short of an extensive line particularly in the capital equipment or user field. Various organizations meet this problem by a variety of methods, one of the most frequently employed being consolidations or mergers. The end point is usually the same, to spread sales costs over many items instead of a few so that unit coverage costs are reduced to a minimum. This can be better appreciated when it is realized that well made products should have a reasonable length of life and that frequent replacement is not acceptable. If adequate coverage is maintained, sales costs must be supported by other needed products and the closer the margin between cost and selling price, the greater the emphasis which must be placed on efficient operation.

In addition to the product lines of other manufacture being distributed by this company, we are also concentrating on making available assemblies used in reasonable quantities for specialized applications.

Some which are being readied for immediate availability are:

1. Vacuum pump and reservoir tank assemblies, complete with high and low vacuum controls, remote control starters, motors and air filters. These will have an application wherever suction is needed at various servicing sources, either at one inlet or remote distance manifolding. Such applications can include hospital operating rooms, laboratories and processes requiring the use of suction or vacuum at commercial levels.

2. Compressor units complete with reservoir tank, motors, controls and filters if necessary. These will be of two types, single stage rotary compressors for pressures not exceeding fifty pounds psig and piston compressors or possibly two stage rotary compressors for above fifty pounds psig.

3. Hydraulic units complete with pump, tank, motor and controls, which provide a source of hydraulic fluid under the necessary pressure in adequate quantity at the point of actuation with provision for the return of excess fluid to the reservoir.

As these units and additional lines distributed become available, circulars, brochures and complete plant equipment catalogs will be distributed as a matter of routine to customers and potential customers covered by our home office and also to our sales representatives as it is always possible that needs will develop that can be supplied by our distributed products division which will also include products manufactured by our company.

However, plant equipment items not of our manufacture or where the components of other manufacture predominate will be priced for sale direct to user. In states not serviced by coverage from our home office, which have a use or sales tax, it will be necessary to limit our direct sales to those organizations who make provision for paying this tax direct, as it has been found impractical on small volumes of business to set up a sales tax collection procedure for each state having a use or sales tax.

As a final service to customers, we are giving high priority to rebuilding

equipment of our manufacture where the investment is large enough to justify this expense. It will be appreciated that factory rebuilding takes a reasonable amount of time and like all production orders must take its place on regular production schedules so that previous commitments are not disturbed. In the event of breakdowns a replacement is usually urgently needed. When it is clear that this concerns a vital item of equipment, it is strongly suggested that a new replacement component assembly be obtained and replaced as a unit in the complete assembly. Then it is possible to send the original unit back to us for rebuilding and when returned can be kept available for immediate replacement. Where items vital to maintaining a plant or process in operation are concerned, this procedure can be justified.

## PATERNALISM

ALICE L. KRAISSL, Vice President

What has happened to us, as a nation founded on individual effort, that we so avidly seek "cradle to the grave" security at the hands of the government?



After all, WE ARE the government, yet we tend to regard government as an entity apart from us — the "Great White Father" who doles out sustenance to the outstretched hands.

In looking to the government for economic security we turn our backs on the responsibility each individual has to his own family, old and young, and in so doing cannot help but suffer a loss of self respect and family cohesiveness. The conditions which have helped to bring about this situation are numerous, some of praiseworthy intent and some perhaps with selfish motives, but the result is a constant striving for higher social security payments, unemployment benefits and a tremendous effort to bring into being a medical care plan under government control. Naturally someone has to foot the bills, and it will be the younger workers who will bear the

burden of steadily increasing taxes in the years ahead, and who in their turn at old age and infirmity may be forced to accept the indignity of the impersonal, cold, assembly-line care of government controlled institutions. In contrast to this unpleasant outlook careful personal planning and attention to savings, living within income instead of becoming over-extended by attractive installment purchase offers during the young and productive years, could be the means whereby independence and personal dignity are the reward in later life.

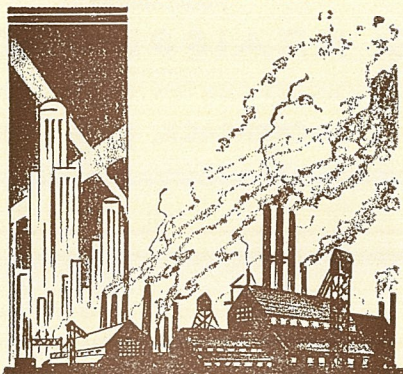
Our country was founded on a family basis. The early settlers, far from neighbors or towns were self sustaining with their farms and animals, and in many instances defended themselves successfully against Indian raids. With the advent of more concentrated populations we have become less independent as family units, and are forced to rely on complicated systems of urban economy, as well as being constantly subjected to subtle softening processes under the guise of "advantages", which have resulted in relinquishing more of our inherent rights to the government. The Federal Government is taking over many of the prerogatives that, according to our Constitution should rest with the States. Municipality, State and Federal Government have a tendency to impose on, or legislate out of existence rights of individuals which were clearly granted to them under the Bill of Rights.

Where, for instance, is the inviolability of a man's home if his municipality insists it has the right to send assessors **through** his house from attic to basement to make an assessment for real estate, not personal property, and to hold over the owner's head the threat of abnormally high assessment if cooperation in this invasion is denied? What has happened to the right granted each individual in Article II, Bill of Rights, to possess and to bear arms, when carrying firearms is prohibited by ordinance in some states unless complicated licensing requirements are met? We all know criminals disregard the law and are adequately armed for their nefarious purposes, but the individual may lack lawful means of self protection.

Each year takes us further from our basic individual rights. Perhaps closer attention to pending legislation and the forcible expression of opinion to our Congressmen and Senators might result in stemming the tide thus preserving remaining rights, or bringing about the return of some previously denied.

Paternalism is for children not grown to the age of reason and responsibility. Let us not be a nation of juveniles.

## INDUSTRIAL FIELD

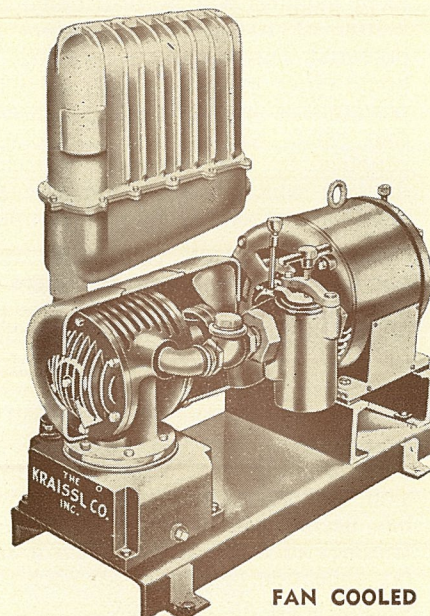
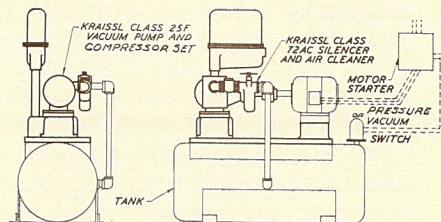


### DISTRIBUTED PRODUCTS

In line with the program described in the first article, the following assemblies are now ready for immediate supply:

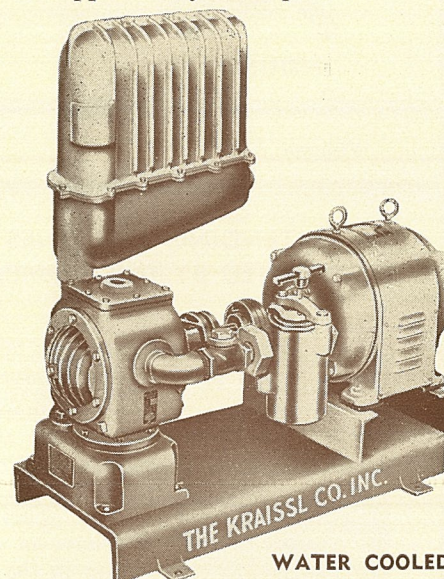
1. Rotary Vacuum Pump Assemblies of either Radiant, Fan Cooled or Water Cooled Models, mounted on tanks with Class 26 Air Filters, Motors, Controls Intake Dust Filter and Silencer. As the capacity requirements increase, the service more nearly continuous than intermittent and the degree of vacuum necessary approaches maximum, the trend should be to water cooled models. We have all three designs so our suggestions can be considered impartial.

2. Our Rotary Compressor Assemblies are immediately available in all sizes illustrated in our bulletins. The limitation on single stage rotary compressors, available, is for pressures not



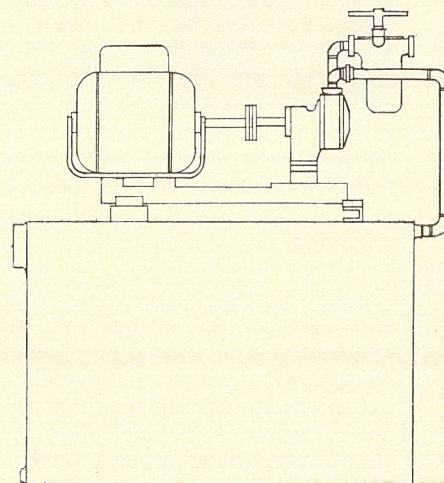
FAN COOLED

in excess of fifty pounds psig. Piston Compressor Assemblies are being readied for higher pressures and we will appreciate your inquiries.



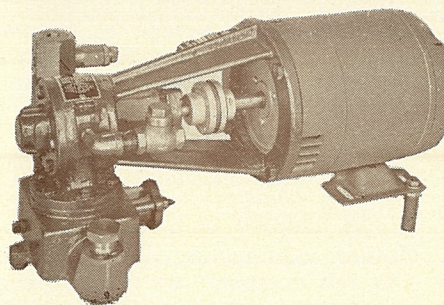
WATER COOLED

3. Hydraulic Assemblies have been supplied and are available for a number of applications of the type illustrated.



### CLASS 21 AMD MOTOR PUMP Patent Pending

This pump was particularly designed for the air sampling field where a compact and portable unit was needed that still provided our continuous duty force feed lubricating system which minimizes attention. This same design will be applied to other sizes if desired by our customers.

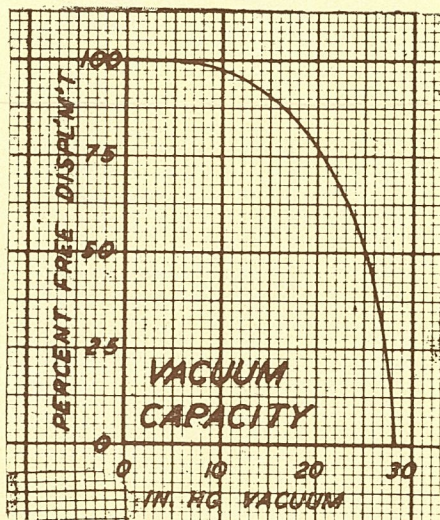


## VACUUM PUMPS FOR WELL POINT DEWATERING SYSTEMS

We have been privileged to supply our vacuum pumps for well point service for so many years, dating back long before World War II, that we believe we can make some useful suggestions, based on this experience.

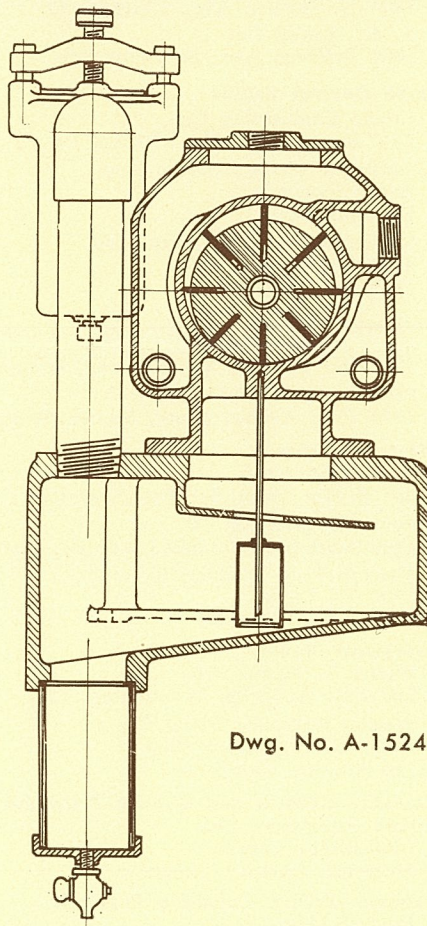
The first is with reference to sizing and selection of the pump. This should be on the basis of the available FREE DISPLACEMENT of the pump and is one of the reasons we suggest an oil sealed pump as this type of design has, in our opinion, the highest possible volumetric efficiency suited to this service. Many are confused by the degree of vacuum a design is capable of supplying. Perhaps this can be best explained by stating that many sizes of pumps of the same design can furnish the same degree of vacuum, but the size of the pump determines the quantity of air which can be handled.

The following vacuum-capacity chart characteristic of the Class 25 Series design may further clarify this. Assume any degree of vacuum desired and this chart will indicate the available capacity of the pump in percent of cubic feet of free displacement. This chart will also show that even though a design has a high vacuum capability, the lower the vacuum that will meet the requirements, the greater the free displacement capacity that is usefully available.

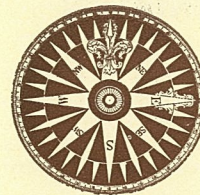
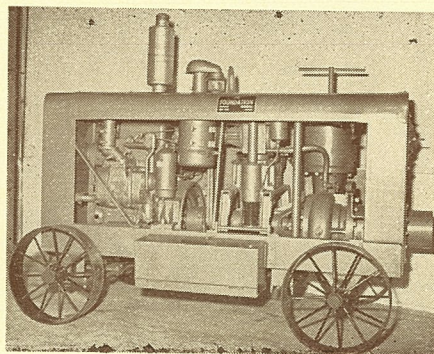


While oil sealed pumps produce high volumetric efficiency, means for flushing all interior parts with oil and draining off any collected water will minimize effects of rusting or corrosion.

This is taken care of by our special Well Point Vacuum Pump shown in drawing A-1524. This features our integrated force feed lubricating and flushing system with transparent sump so the collection of water can be observed to determine when draining is necessary.



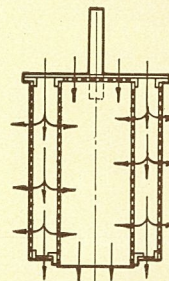
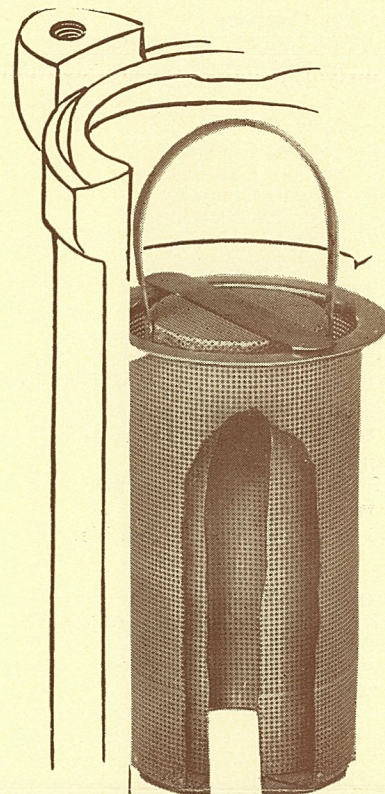
The photograph shows the Mobile Unit supplied by Foundation Equipment Corp. for many installations and we state with pride that this company has used our vacuum pumps for this service since they started in this business.



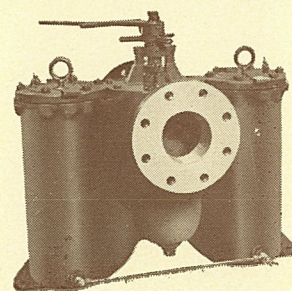
**MARINE  
FIELD**

## SHIPBUILDING INDUSTRY

Below decks on the JAMES LYKES and each of its sister ships you'll find Kraissl Class 72 integral duplex strainers to protect the sanitary pump discharge lines and the saltwater service lines. Where increased straining area is desired, our MULTI-ELEMENT BASKETS can supply it.



Our Patented Multi-Element Baskets are easily dismountable for cleaning and provide 30 to 50% increased straining area in the same separator housing. Double Element Baskets are listed by Underwriters Laboratories, Inc. for a great variety of sizes.



## SALES REPRESENTATION

### HOME OFFICE

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

### Northeast Region

Robert Bacon Co.  
Fruit St., Westboro, Mass.  
John S. Stone  
P. O. Box 247, Holcomb, N. Y.  
Williams Bros., Inc., 70 Commercial St., Portland 3, Me.

### Eastern Region

Valley Equipment Company  
404 Frick Building, Pittsburgh 19, Pa.  
J. W. Pearson Co., Box 282  
Hatboro, Penn.  
Shanklin Company  
330 East 25th St., Baltimore, Md.

### Southeast Region

Dillon Supply Company—Main Office  
Raleigh, N. C.  
Dillon Supply Company  
Durham, No. Carolina  
Dillon Supply Company  
Rocky Mt., No. Carolina  
Dillon Supply Company  
Goldsboro, North Carolina  
Dillon Supply Company  
Charlotte, No. Carolina  
Boiler Supply Company, Inc.  
490 Craighead Street, Nashville, Tenn.  
2006 Sutherland Ave., Knoxville, Tenn.  
Applied Engineering Co., Inc.  
P. O. Box 506, Orangeburg, S. C.  
Spotswood Parker & Co.  
313 Techwood Drive, Atlanta, Ga.  
T. W. McCuiston  
540 S. W. 69th Ave., Miami, Fla.

### North Central Region

Charles R. Davis  
2970 W. Grand Blvd., Detroit, Mich.  
Hetler Equipment Co.  
1904 Clyde Park Ave., S. W.  
Grand Rapids, Mich.

### Central Region

Wm. G. Taylor  
1900 Euclid Bldg., Cleveland, Ohio  
Lightfoot Pump & Equipment Co.  
1989 Guilford Rd., Columbus, Ohio  
The Jordan Engineering Co.  
7401 Shewango Way, Cincinnati 43, Ohio  
T. A. Heidenreich Co., Inc.  
5250 Keystone Ct., Indianapolis 20, Ind.  
Lowden & Company  
3404 N. Harlem Ave., Chicago, Ill.  
A. K. Howell Co.  
1001 Bellevue Ave., St. Louis, Mo.

### South Central Region

Creole Engineering Co.  
2617 Banks Street, New Orleans, La.  
Sterling & Newby Houston Corp  
2611 Crocker St.  
Houston, Texas  
Sterling & Newby—Dallas Corp  
4431 Maple Ave.  
Dallas 9, Texas

### Northwest Region

Bruce P. Rutherford Co.  
122 First Ave., S. W., Portland, Oregon  
Bruce P. Rutherford Co.  
1954 First Avenue South, Seattle, Wash.

### Western Region

A. C. Cope Co.  
435 Bryant Street, San Francisco, Cal.  
Power Engineering Co.  
1806 South State St., Salt Lake City, Utah  
Thermo Tech Products Co.  
1400 So. Lipan  
Denver 23, Colorado

### Southwest Region

Walter T. Humes Co.  
230 East Anaheim, Wilmington, Cal.  
Wagner Hydraulic Equip. Co.  
10814 Santa Monica Blvd.  
Los Angeles, California

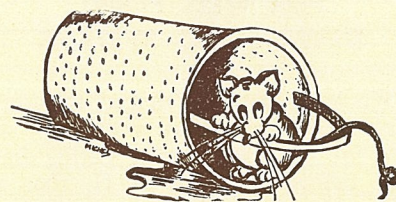
### Canada—Ontario and Quebec Provinces

Kirk Equipment Ltd.  
1460 Bishop Street  
Montreal, Quebec, Canada

### Canada—British Columbia Province

Fred McMeans & Co.  
1608 West 5th Avenue  
Vancouver, B. C., Canada

## FOUND IN THE STRAINER BASKET



A Navy corpsman was being considered for an advanced rating and the verbal part of the examination was in progress.

"What would you do if the captain fainted on the bridge?" he was asked.

"Bring him to," was the prompt reply.

"And what if he did not respond?" asked one examining doctor.

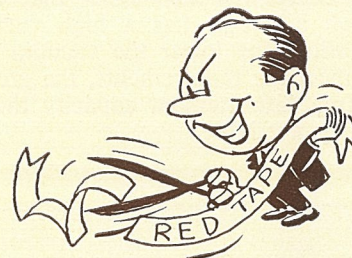
"Bring him two more," said the candidate hopefully.

\* \* \*

Twin brothers who were almost indistinguishable pursued their inclinations and one became a famous preacher and the other an equally well regarded medical doctor.

One of them was contacted on the street by a mutual friend who exclaimed: "You preached a fine sermon on Sunday, doctor."

"I am not the brother that preaches," said the doctor, "I am the one that practices."



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