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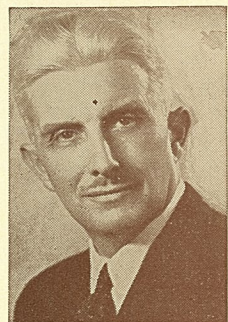
Number 3

THE COMMON MARKET

FREDERICK KRAISSL, Jr., P.E.
President

THE KRAISSL COMPANY, INC.

Enlightened humanity will accept the principle that all peoples must have the opportunity and privilege of progressing in accordance with their capabilities and willingness to work. At the end of World War II, we assisted a shattered Europe to help itself by supplying the latest models of production machinery and underwriting the financing to pay for it.



We are now faced with the problem where our friends, equipped with more modern machinery than many of our industries can afford, and with labor imbued with a desire to work long hours at lower wages than production personnel in this country, are competing with us for our markets both at home and abroad.

It is clear that with equivalent production equipment, if a productive job takes a definite number of hours with equally competent personnel, the wage rate will determine the cost. Without belaboring the point, if the wage rate in dollars in a foreign country is one half of the figure in this country, the production cost will be half of ours.

The basic idea of the Common Market is very nearly the same as free trade. Those who are identified with this group will be free of serious tariff barriers. It is important to us and to the defense of the world, that we retain our friends. This will not be easy if we erect tariff barriers that will preclude shipments of foreign origin into this country.

For some years, we had a built in advantage of modern tooling over lower wage rate countries. Since they now have as good or better machine tools, than are in many of our plants, it would appear that the decisive factor in competition will be the wage hour rate, as the productive capacity per man hour is not greater in this country than in many other countries

that are members of the Common Market. Either the man hour wage rate in these countries will have to increase or ours will have to be lowered, one way or another, if we are to stay competitive for equivalent operations.

Since the desire in many of these countries is to obtain our markets and their labor is satisfied to work at lower rates, we seem destined to face the loss of substantial production on the part of many of our manufacturing plants.

One thing we must do. We must preach the doctrine that anything that increases the average hourly production wage rate, widens the gap between us and the Common Market and increases the incentive for our customers to buy foreign. If we continue to be plagued by requests for a shorter work week and a correspondingly increased wage rate to compensate, it seems obvious that we will lose even more customers to foreign countries.

If we can preserve some semblance of holding the line, perhaps business can be adjusted on the basis of who can do the job best in the production lots involved. It would appear right now that our best chances are in fields that can be controlled by automatic techniques or where a higher priced worker can control a number of production operations, simultaneously.

In any event it seems certain that we must be prepared for an invasion of good quality foreign products at lower prices than they can be sold, based on production costs in this country.

EDITORIALS

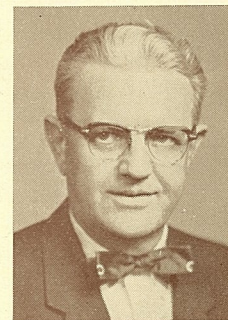
Our editors are the senior officers of this company and our policy permits each of us to express thoughts which we believe can be contributions to the voice of public opinion in business. It must be emphasized that the thoughts expressed are those of the author and not necessarily endorsed by the rest of the Board of Directors of this company. Kraissl Associates, acting in the capacity as our consultants, handle the technical aspects of our public relations program.

We want this publication to be available when you are able to invite us to exchange current ideas, information and technical data without intrusion.

BUSINESS FAITH

L. E. MILLS, Vice-President

Most of us, undoubtedly, have been reading with great interest the reports of the various meetings that are apparently always in progress on high and not so high levels in domestic Government circles as well as on the international Government level. It recently crossed my mind, to wonder what I, as a salesman, would do if I had a customer of the dictator type who



was apparently the complete antithesis of a normally reasonable person. This led to another thought that took me into the path of considering how little business would be accomplished if we, as businessmen, insisted on all the ironclad contracts, dotted "I's" and crossed "T's" on every business agreement or contract.

Just think about it for a moment. Have you ever stopped to consider how much of your business is done with a disembodied voice on the other end of a telephone, which says, "This is Bill Smith of the Jones Company and I want to place an order for your Jim Dandy Products, and here is my order number." Who of us will tell him, "We do not do business over the telephone, and we must arrange a summit meeting to discuss all the details, and furthermore, we do not do business with 'just anyone'?"

I can just imagine the whole economy coming to a sudden halt because no one of us would be willing to evidence a shred of faith in the integrity of our fellow men. Obviously, we all have what we consider safeguards and more or less positive checks on the financial stability of our customers, but here again we are showing faith in the reliability of our sources of information. Who can determine that an error did not creep into a financial report to give a wrong picture? Who can tell whether the financial report is a reflection of the moral integrity of the management? Who can tell, until the check is in the bank and cashed, that

the obligation entered into, will be honored?

So, as I see it, whether we like it or not, faith is an important ingredient of each business transaction, and, as far as I am concerned, I like the idea. It would be, to my way of thinking, a completely unattractive world if this basic faith in mankind were to be supplanted with unconcealed, universal suspicion.

Faith in business is a two way street and is an outgrowth of mutual respect. Once burned, twice cautious, is not the law of the jungle but just simple common sense. It would be a display of incredible stupidity to stick your finger into the fire the second time, in order to verify the fact that it does burn.

Where is there a legitimate business man, even remotely worthy of this title, who would knowingly match wits with economic confidence men? So we surround ourselves with all possible means of protecting our interests only because of the unfortunate existence in this world of ours of an untrustworthy minority.

Few people realize the magnitude of the business done on the word of one man to another. Businessmen in general are not as distrustful and unfeeling as the public frequently seems to believe. I would venture a guess that the businessmen who are now attempting to make a working arrangement out of the European Economic Community will, in the end, accomplish more toward international goodwill than all the professional politicians have been able to accomplish in the last 1000 years.

PERSONALS

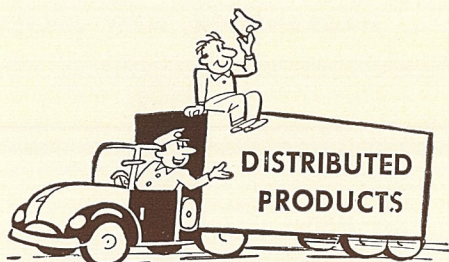
At the May convention of the New Jersey Society of Professional Engineers, our President, Frederick Kraissl, Jr., P.E., was elected chairman of the Functional Section of Engineers-in-Industry and will take office on July 1, 1962 to succeed W. Lowery Mann, who was the organizing chairman to whom this activity owes so much.

In his remarks of acceptance, the plan was proposed and endorsed that projects which were considered to be of greatest urgency by the Executive Committee would be studied by project committees appointed on the state level and when completed would be referred to the Executive Committee complete with recommendations.

It is strongly suggested that all licensed Professional Engineers employed by industry who reside in New Jersey affiliate with this Functional Section, so they may participate in developing this as a strong agency for increasing the professional, economic

and social status of Professional Engineers-in-Industry.

Applications should be sent to: Mr. T. D. Dawson, Jr., Secretary, 52 Sommer Avenue, Glen Ridge, N. J.

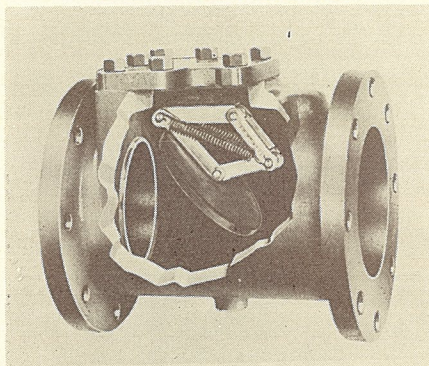


Since our last issue announcing our distributed products activities, the following items have been added which we handle either as distributors or regional sales representatives.

TUTHILL RELIEF VALVES

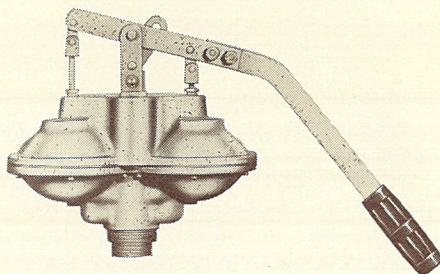
These are being supplied with our oil pumps where relief valves up to and including 1" size are required. They are applicable to a number of uses and it is strongly suggested that we be contacted when relief valves are needed.

BMS CHECK VALVES



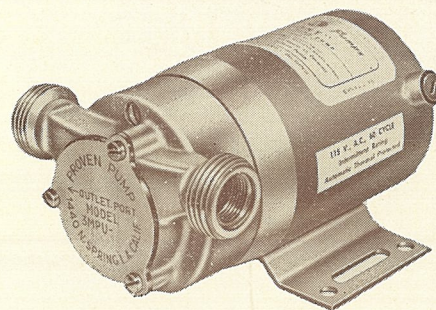
BMS non-slamming check valves should be ideal for sewage ejectors and as will be noted under the marine field, we suggest their use in duplex assemblies from 8" to 12" inclusive. Their novel and patented design should be investigated by all users of check valves for possible advantages.

INDIANAPOLIS HAND PUMP



This is a diaphragm hand pump of rugged design that will handle just about anything that does not corrode iron or steel too rapidly. At the present time the matter of reduction of corrosion for even more severe services is being studied.

PROVEN PUMPS



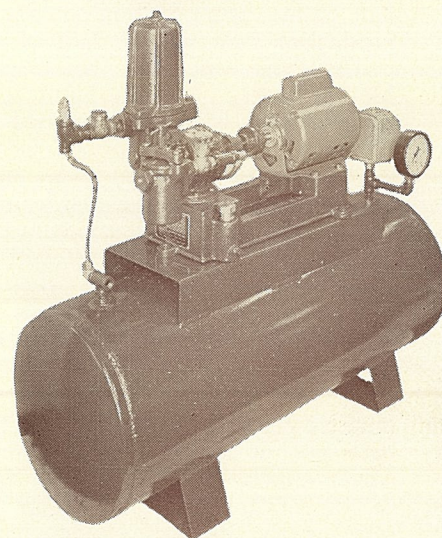
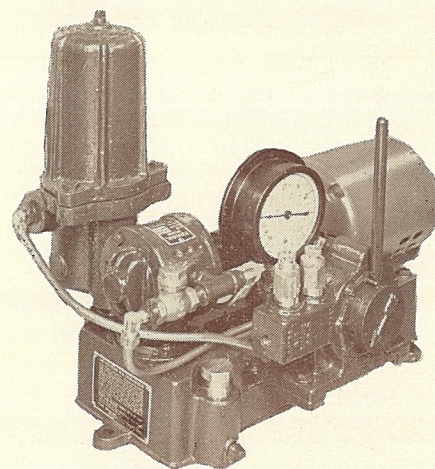
Proven Pumps are of the flexible impeller type so well service tested in the Boating Industry. They should have an equal number of applications in the industrial field where water or aqueous solutions in moderate capacities against low heads are handled.

Details and brochures on all of these items are available and should you desire, we will be glad to have a technical salesman discuss your requirements.

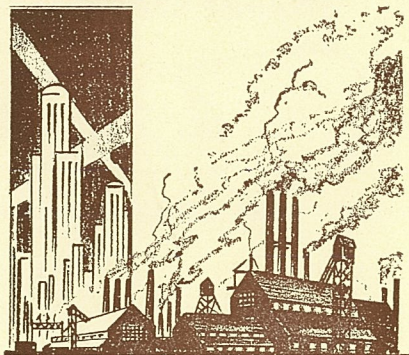
KRAISSL ASSEMBLIES

As promised in last issue, photographs of our vacuum and pressure units and tank mounted compressors and vacuum pumps follow.

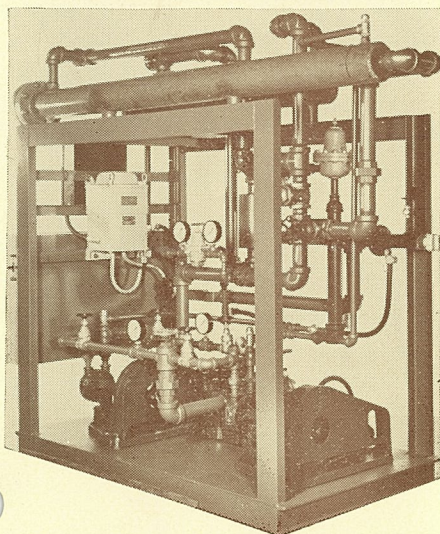
Please write us for complete brochures with capacity and other specifications.



INDUSTRIAL FIELD



**ELECTRIC PIPE LINE
PUMP AND HEATER UNIT
AT ENGINEERS' CONVENTION**



The Electric Pipe Line, Inc. exhibited one of its standardized preheater and pump sets at the convention of the New Jersey Society of Professional Engineers held May 11 and 12 inclusive at Atlantic City.

Prominent among the components as will be noted from the photograph, are two Kraissl Class 60 series reduction drive pumps and a Kraissl Duplex Class 72 series separator.

We are most happy to state that according to our records we have been supplying our equipment for these units since they were put on the market, which bespeaks a happy relationship.

CLASS 74 SERIES DUPLEX ASSEMBLIES CLASS 74 SERIES DUPLEX ASSEMBLIES

The advantages of the plug valve are many as will be attested to by the customers who use our duplex separators from sizes up to and including six inches.

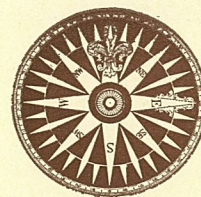
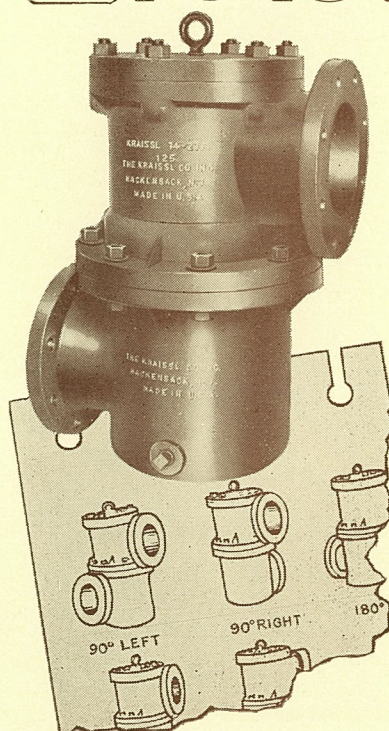
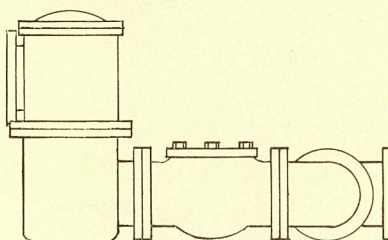
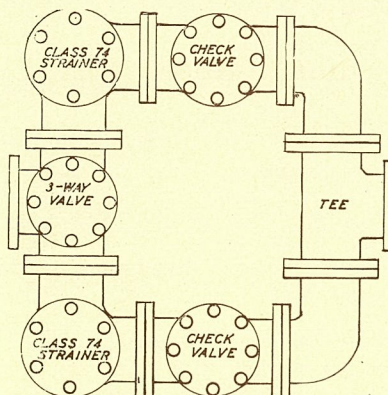
Where the plug valves are integrated with the strainers, the flow of two channels must be switched to the companion strainer body when the change over occurs.

As the strainer gets larger, the plug becomes an item for careful consideration particularly since our policy calls

for internal channels, the same size as the corresponding pipe size and these ports increase as the square of this dimension.

With very large strainers, the plug can be kept to acceptable proportions by using the plug to shift one only flow channel, employing check valves and a common twinned exit line as shown in the diagram. For example the eight inch single plug valve is of approximately the same size as the six inch duplex plug valve. It therefore, appears that the eight inch size is the smallest where the single plug valve assembly is advantageous and from there on the advantage becomes increasingly greater.

Write us for prices on these assemblies.



MARINE FIELD

BOATING INDUSTRY

NEW CLASS 75-0 FUEL FILTER

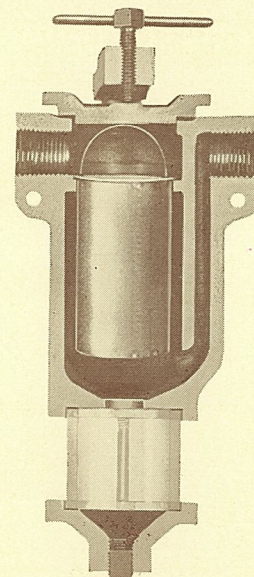
Patent Pending

As a result of tests made last summer, it was apparent that the advantages of a fuel filter of our Class 72-70 design were so outstanding that continuous study has been devoted to redesign for cost reduction without sacrificing the desirable features.

These are embodied in our Class 75-0 Filter which is being readied for the market, and will be made available this year as this size will meet the requirements of most small boats, both inboard and outboard, where an adequate fuel supply can be provided by 1/4" copper tubing or the equivalent.

The essential design features are the barrier which separates water and impurities from the fuel, the bottom inlet which permits extraneous matter to drop thru the "rat trap" port, reducing the chance of recontamination of fuel supply regardless of how the boat is tossed in a sea-way and the sight glass cavity which can be drained from above by the use of standard storage battery syringe.

Tests made last summer, prove that outboard performance can be smoothed out to near inboard behavior, even under slow trolling conditions when these filters are employed. They are a small investment to give so much greater boating pleasure and a safety feature in providing a clean fuel supply which minimizes motor failure.



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
4105 Northern Pike, Monroeville, Pa.
J. W. Pearson Co., Box 282
Hatboro, Penn.
Shanklin Company
330 East 25th St., Baltimore, Md.

Southeast Region

Power Equipment Co.
1307 West Main St., Richmond, Va.
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

W. G. Taylor Co.
1900 Euclid Bldg., Cleveland, Ohio
Lightfoot Pump & Equipment Co.
149 Hosack St., Columbus 7, 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.
Albert Sterling & Assoc., Inc.
2611 Crocker St.
Houston, Texas
I. P. Newby & Assoc.
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

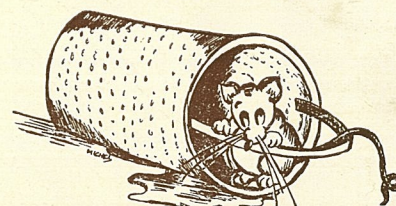
Canada—Ontario and Quebec Provinces

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



Little Robert was visiting his grandmother and thinking about a party to which he had been invited.

"Grandma, should I always eat pie with a fork?"

"Yes, Bobbie, it is the proper method."

"Well, Grandma, it seems so hard to do, have you any pie I could practice on?"

* * *

JULY 13, 1962



"Wow! It's our day to tie up traffic!"

THE KRAISSL COMPANY

INCORPORATED

HACKENSACK, NEW JERSEY

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