

# PUMPER

## YALE & TOWNE

THE YALE & TOWNE MANUFACTURING CO., STAMFORD, CONN.

### PIPE LINES

#### MORE PUMPS FOR PROCESSING

Chemical experts predict a tremendous growth in the process industries during the next few years. This means more pumps will be needed.

Some of the new pumps required will go into new and improved systems to separate, reprocess, and reclaim otherwise wasted materials. And since these wastes are often sources of stream pollution, a good sign of a prospective local market is popular interest in cleaning up nearby rivers and other waters.

Another sign of the increasing need for new pumps is a falling ground water level. In the notably thirsty processing field, a moderate drop in the water table is likely to make necessary a complete redesign of the plant.

The existence of these conditions in your market can add up to more sales for you.

#### SALES TOOL

The TRI-ROTOR PUMPER, of course, offers still other signs to watch for. There will be plants in your area similar to those described in each issue. And they will need pumps for similar reasons.

But our mail shows that the PUMPER is most valuable in another way. Several distributors report that each issue is an important tool in actually closing sales. They say that a case history—the story and pictures of a Tri-Rotor installation that is proving completely satisfactory—puts just the right cap on the facts and figures which set forth the performance and price. The PUMPER is selling pumps!

In addition, our mail has included requests from trade publications asking permission to run these stories as feature articles. This growing interest in the PUMPER means more sales for you, if you use it as a selling tool. We know the PUMPER helps bring in prospects for distributors who use it . . . are you one of them?

#### YOUR STORY

No matter how you use the TRI-ROTOR PUMPER, you have made sales that can be shaped into excellent articles. Send in the details. They will make the PUMPER more valuable to you and all YALE Pump distributors.

THE EDITOR

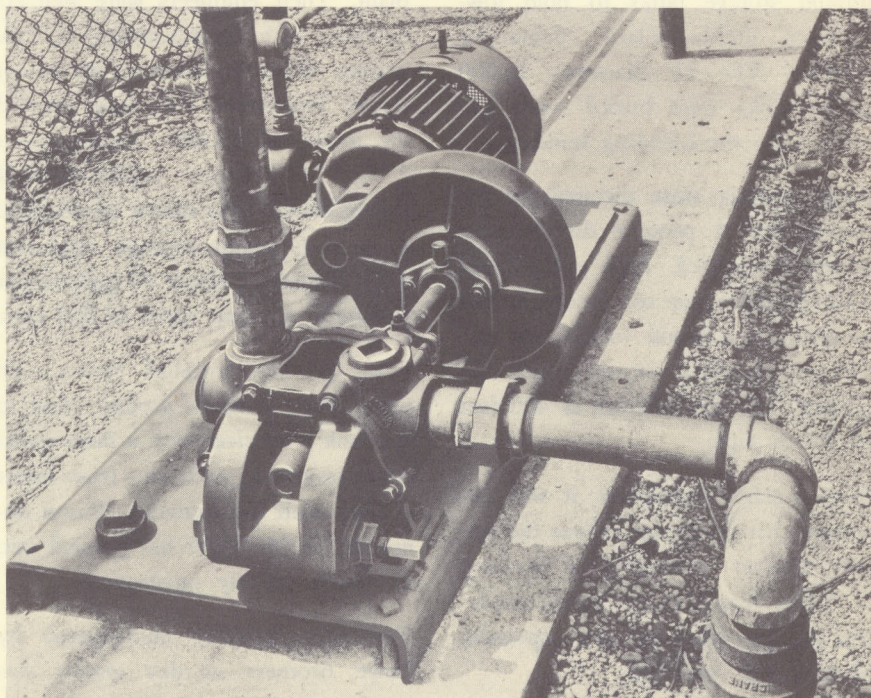
## "NO MAINTENANCE NEEDED" REPORTS YALE PUMP USER

### EXPLOSION-PROOF TRI-ROTOR PUMP INSTALLATION SAFEGUARDS SOLVENT HANDLING IN VARNISH PLANT

Efficiency, safety, control of displacement, and other factors of pump operation may affect the final selection of a pump. The choice, however, often is based largely on dependability and economy.

An installation at the Lowe Brothers Co. varnish plant in Dayton, Ohio, has proven the outstanding dependability and economy of the Tri-Rotor Pump. James Kohr, Lowe Brothers Co. Chief Engineer, reports that eleven Yale pumps in use at that plant "have given very good results and they have *had no maintenance whatsoever* since they were put into service" more than four and a half years ago. (The italics are ours.) These pumps are mounted outdoors and operate under severe conditions.

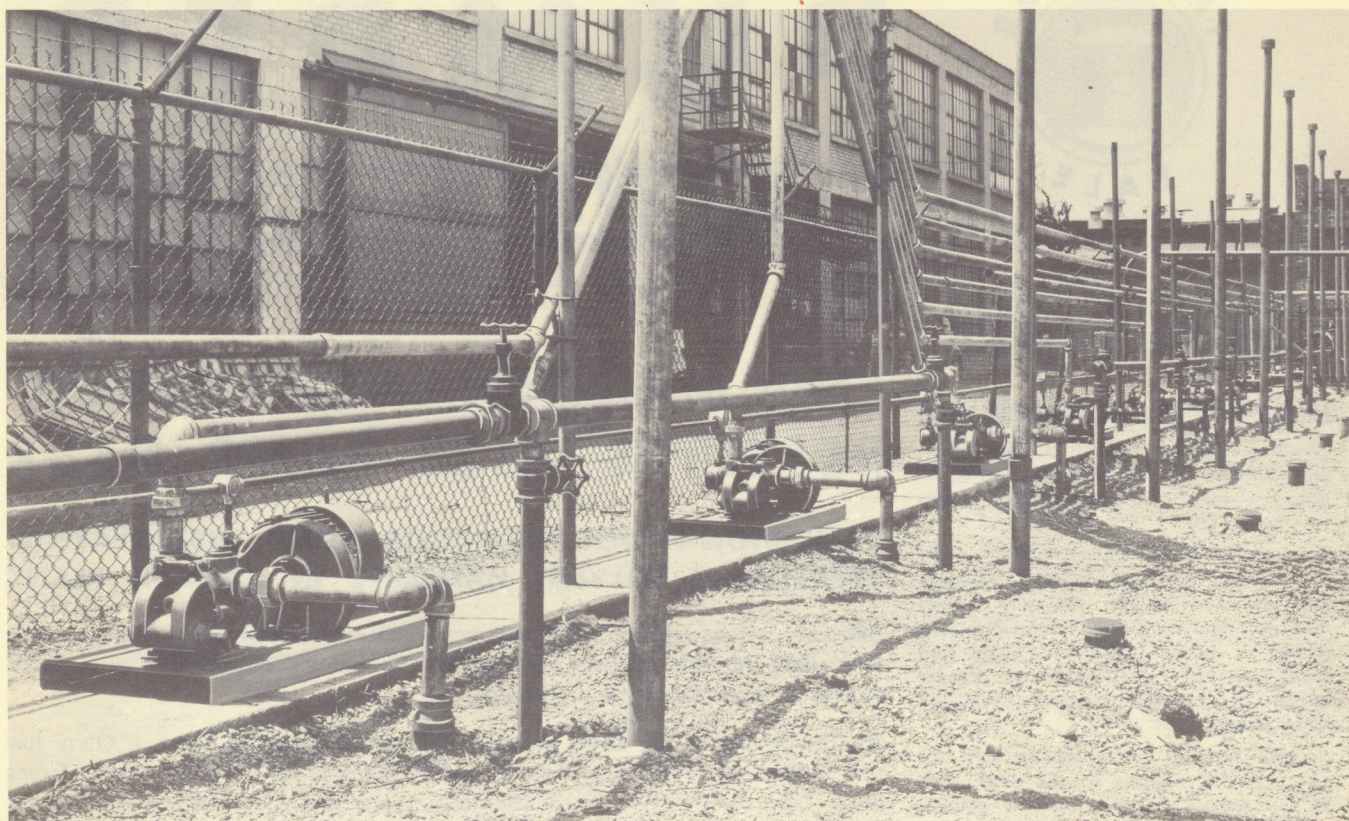
The Lowe Brothers Co. bought the pumps from the Hauer Power Equipment Company, Cincinnati Tri-Rotor Pump distributors, when they rebuilt their solvent



Type 80-BXMO Tri-Rotor Pump geared to a Brown-Brockmeyer explosion proof motor.



## TRI-ROTOR PUMPER



Eleven YALE Pumps serving underground solvent storage tanks at Lowe Brothers Co. varnish plant.

storage facilities. Safety considerations required them to install eleven underground storage tanks to hold low-viscosity, highly volatile, flammable solvents. The 12' diameter, 15,000 gallon tanks were buried some distance from the blending buildings.

Pump criteria were dictated by the installation. A positive displacement pump was needed. Each pump faced a suction lift of up to 13 feet. It had to discharge a liquid with a low specific gravity and a viscosity about that of water through as much as 400 feet of 2 inch pipe.

From a safety standpoint, it was important that the pump deliver the solvent without vaporizing or aerating it. These materials are highly explosive in the form of gas, especially when mixed with air.

Other Tri-Rotor Pumps were already in operation at the Lowe Brothers plant. Their engineers were well acquainted with the advantages of Yale pumps. With the advice of the Hauer Power Equipment Co., they selected the model 80-BXMO. Hauer had a 2 hp., 1750 rpm. explosion-proof Brown-Brockmeyer motor mounted to drive each pump through reduction gears displacing about 50 gallons per minute at a pump speed of 360 rpm.

Lowe Brothers installed eleven such units. Each is above ground, close to the tank it services with a sheet metal cover protecting each unit from direct contact with the elements. Pump operation, as Mr. Kohr has pointed out, has been entirely satisfactory.

The only difficulty encountered by Lowe Brothers in this system was

back pressure, which developed in the discharge lines. The cause proved to be a difference in temperature between the solvent in the tanks and that in the discharge lines. This defect did not affect the pumps, and was easily corrected by the installation of a relief valve in each discharge line.

Similar installations can be recommended for many other plants. Such fields as paint and plastics manufacturing might be expected to have pumping problems similar to those of the varnish industry wherever volatile, flammable solvents are used. The YALE pump has an important extra value in its ability to move these liquids without vaporizing them. No matter what the field, a Tri-Rotor Pump means dependability, economy, and an extra measure of safety.

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