



# KRAISSL QUARTERLY

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INCORPORATED  
PUMPS-SEPARATORS-ENGINEERING EQUIPMENT  
HACKENSACK, NEW JERSEY



Volume 3

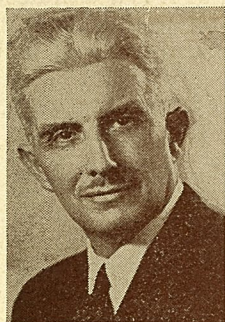
JANUARY 1960

Number 1

## THE VANISHING ARTISAN IN INDUSTRY

FREDERICK KRAISSL, Jr., P.E.

If we really believe that competence, devotion to high standards of perfection, and personal pride in workmanship are important characteristics, we



will be concerned about what is happening in American industry.

In the mad scramble to buy happiness which cannot be bought but must be earned, the purchasing capacity of the individual has become a standard for evaluation. I did not state that it is the only standard, because I am not that pessimistic, although this is true in many areas. True worth should be judged on a basis of superior character, and character is the sum of our past experiences. Consequently what a person does, and how he does it both reflects his character and moulds it. This is equally true whether the individual is occupied with intellectual considerations or prefers to devote himself to the production of things requiring great manual dexterity.

The relationship between art and science has always fascinated me, as it has developed through the ages. Without oversimplification I think it can be stated that almost every technique useful to man started out as an art, and then as we learned more about it our findings were classified, and as we all know, science is classified knowledge.

Consequently the artisan is the pioneer, the frontiersman if you will, in our mechanical progress, and as long as there are new frontiers who will say we do not need frontiersmen? The Space Age will need the artisan as much as past challenges to man's ingenuity so it is important to consider how his kind can be perpetuated.

Toward this end it might be pertinent to consider how he was developed. He started out as an apprentice. As a learner his wages were so low that Industry could afford to give him

training without expense to the taxpayer. He wasted material, but this could also be afforded. He required the time of the artisan to whom he was apprenticed or by whom supervised, but this was considered justified, and it worked.

In the commendable motive to insure that production workers are paid a living wage, a system has been set up that precludes a general apprentice procedure in Industry. At current wages Industry must make efficient use of the man hours it buys or suffer the consequences. The fact that technical and clerical personnel must educate themselves at their own expense before being able to sell their services is usually ignored by social planners. Under an apprentice system the trainee had no expense and in most cases received some compensation.

Apprentices were usually best trained at wages where child labor laws now make employment difficult. It is considered preferable to permit juveniles to be idle, congregate in gangs with the possibility of becoming delinquents. The latest hours observed in Industry rarely approach the hours now threatened by curfew to control delinquency.

Young men who have served in the Armed Forces can obtain educational subsidies. Why must subsidized training be related to pushing a pen? If the question of whether the pen is mightier than the sword is debatable, why is not a more modern question of whether the pen is mightier than the milling machine or micrometer, even more pertinent?

A matter of social significance must also be resolved. Why should artisan fathers believe that their offspring is being bettered by sitting in front of a desk making marks on paper, as related to the fashioning of delicate tools or devices for production requirements? The man making the drawings is helpless to accomplish his objective unless he has available the services of artisans who can convert the designs into usable materials.

Public schooling should stress that aptitudes relating to manual dexterity should be as much encouraged as proficiency in other fields, but that this should not excuse the neglect of cultural subjects which are necessary for

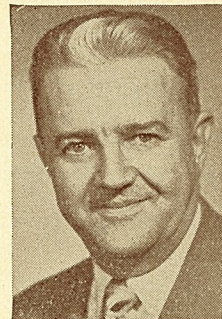
the full development of first class citizens.

Industry has available the diversified machines and some remaining artisans who could train sincere apprentices. We need a system that will make this possible.

## THE SECRET INGREDIENT OF SALESMANSHIP

LELAND E. MILLS, Vice President

Salesmanship means many things to many people. Perhaps in its purest or most abstract form it becomes an extension of the complete complex personality of a whole company or corporation. This is true whether a man represents a great giant of industry, or a still struggling enterprise, or one of the thousand upon thousands of small successful companies which are the



backbone of American Industry.

It is possible that in fields such as ours, a man represents his company rather than acts as a salesman. A salesman according to my dictionary "Sells goods" and while we in the engineering field certainly aspire to eventually "Sell the goods", our primary concern is that the product we have, answers the need of the prospect or can be modified to do so. The end point of this theory, of course, is that a satisfied customer remains a customer.

It does not take too long for anyone engaged in a selling effort to develop either consciously or unconsciously, a personal philosophy. This philosophy must, of necessity, be colored to a great degree by his co-workers in the field, but more importantly, it will be colored by the quality and soundness of the basic engineering and sales philosophy of the company he represents.

A company unalterably committed to manufacturing the same thing in the same way, "As long as the public will buy it" will completely stifle pride in workmanship at all levels. At the other extreme is the company that bewilders everyone connected with it by its com-



plete lack of stability and direction with a grasshopper-like approach to its problems.

Somewhere in the middle is the so called Moderate Conservative. This is the wide awake company that is always seeking opportunity to improve the product by new methods or by inclusion of new industrial developments to benefit present as well as future users. This is the company that is a constant source of inspiration to all of its employees.

Everyone in an organization, and this is probably especially true of sales personnel, likes to feel that they work for a company whose reputation is based on progress which is established fact and not merely advertising fancy. It gives them a psychological "Shot in the arm" that actually make them want to do a better job. As a result, everyone benefits — the company, the personnel, the customer. In my opinion, the secret ingredient in any product which makes it superior to others is "Pride in Workmanship" and this includes everyone connected with in from the Chairman of the Board of Directors to the Shipping Clerk who is the last one to see it as it leaves the plant.

## EDITORIAL OPINIONS

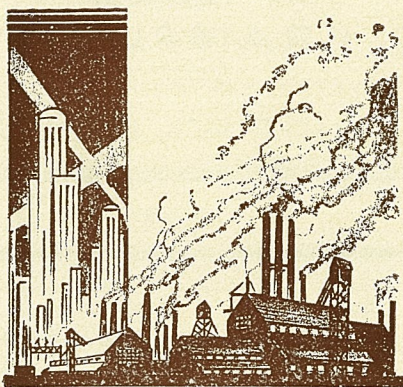
Our editors are the senior officers of the company and this is the opportunity for each of us to express thoughts which we believe can be stated to advantage. It must be emphasized that the opinions expressed are those of the author and not necessarily endorsed by the rest, or the Board of Directors of this Company.

Frederick Kraissl, Jr., P.E.	Editor
<i>President</i>	
L. E. Mills	Associate Editor
<i>Vice-President</i>	
A. J. Walter, Jr.	Associate Editor
<i>Vice-President</i>	
Robert C. Michel, P.E.	Associate Editor
<i>Vice-President and Secretary</i>	
Alice L. Kraissl	Associate Editor
<i>Treasurer</i>	

## PERSONALS

Frederick Kraissl, Jr., P.E. was recently elected a Director of the American Boat and Yacht Council, Inc. This organization has accepted the assignment in the Boating Industry of recommending standards for best practices with emphasis on Safety. Projects are assigned to technical sub-committees that are composed of men with considerable experience in this field who serve on a voluntary basis without compensation as a public service.

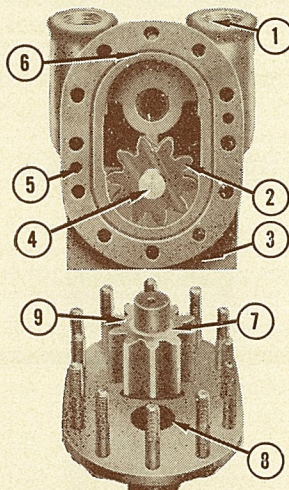
## INDUSTRIAL FIELD



### OIL BURNING INDUSTRY

#### CLASS 66 SERIES PUMPS PROVIDE NEEDED FEATURES

Originally designed for supplying oil to mechanical atomizing oil burners, these pumps are not limited to this application. In actual tests at our plant a Class 66 Pump outlasted four other pumps on the same application for which we had used a competitive design before the 66 Series was available.



#### Important design features . . .

1. Ports in end plate provide easy access to pump interior and parts replacement without piping disassembly.
2. Pyramid tooth form provides maximum gear strength.
3. Flange mounting on end plates permits use of foot or direct mounting into machine or drive.
4. Integrated Rotor and shaft provides strong assembly with no weakening due to internal keys or pins.
5. Dowel pin alignment facilitates accurate assembly with proper working clearances.
6. Grooves vented to pump suction eliminate gaskets and insure face and end plate sealing.

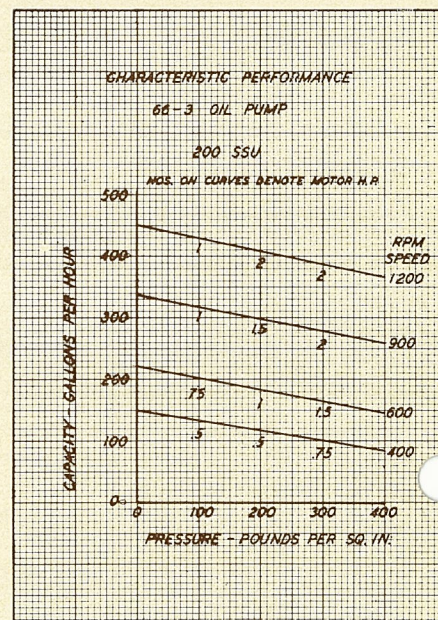
7. Bearings are assembled close to load to minimize shaft deflection. Provision is made for renewal of lubricant.
8. Shaft seals isolate main shaft bearings from abrasive liquids.
9. Hardened idler increases pump life.
10. Interchangeable return seal (not shown) vents stuffing box to pump suction to minimize chance of shaft leakage while also providing simple change of rotation in the field.

These pumps are being offered for pressures up to 300 PSIG for fuel oil applications and higher for applications where the oil has greater lubricating value. The basic limitation is the life of the bearings, as it is a well accepted principle with all rotary positive displacement pumps, that when the bearings go, the pump is finished. This is one reason for running pumps at slow speeds with liquids of limited lubricating value as this considerably increases bearing life. Other than this, the limitation on speed is the viscosity of the oil being handled. The attached charts show the capacities of the first three sizes of these pumps under different operating speeds consistent with the viscosity indicated. Write for full size easy to read data sheets of which cuts are small prototypes.

## CHARACTERISTIC CURVES

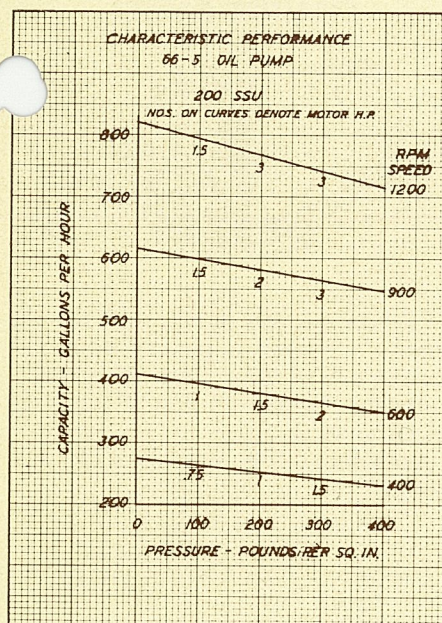
DATA BASED ON APPROXIMATE OIL VISCOSITY OF 200 SSU. SUGGESTED HORSEPOWER WILL VARY WITH VISCOSITY OF OIL.

SIZE 66-3

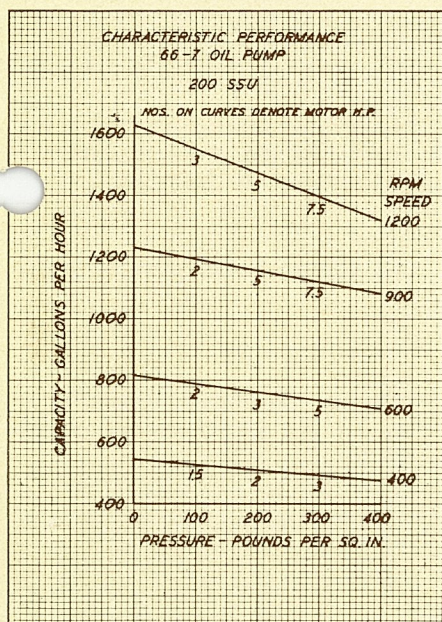




## SIZE 66-5

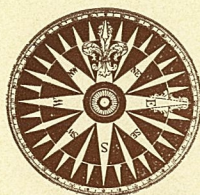


## SIZE 66-7



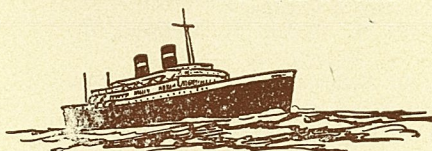
## NOMENCLATURE

Class 66 Series Pumps are being reclassified under our additive code. These pumps are finished with flange mounting which carries the designation "A". The foot for foot mounting accommodates this flange so a pump head complete with foot is designated AE. Thus the Class 66-3 Pump head with foot is designated 66-3AE. The Reduction Drive Units are designated by the letters RD. The 66-3 Reduction Drive Unit without motor is covered by the Code 66-3AERD. Likewise the 66-3 furnished with coupling and base plate for direct motor drive is designated 66-3AEMD.

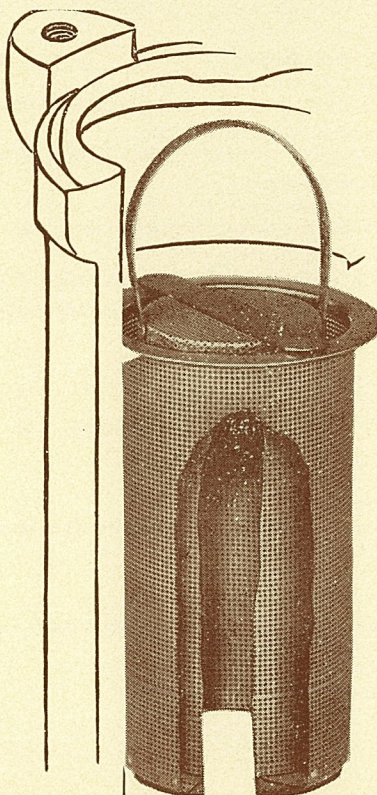


## MARINE FIELD

### SHIPBUILDING INDUSTRY



### INCREASED STRAINING AREA FOR SINGLE AND DUPLEX SEPARATORS WITH INTERCHANGEABLE DOUBLE ELEMENT BASKETS

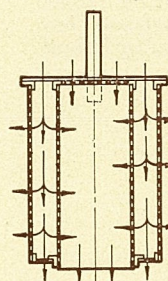


We have invited the attention of those interested, to the availability of our new patented Multi-Element Baskets which are being used in the Fuel Oil Burning Field where greater straining area for a given size strainer is sometimes desirable.

However, the application is by no means limited to this Industry and the need for **greater straining area** together with **compact design**, is often of great importance in the Marine Field.

Dual Element Baskets are interchangeable with Single Element Baskets in Kraissl Class 72 Series Strainers and greatly increase straining area at negligible cost. If you need greater straining area investigate what is available with Double Element Baskets and we are furnishing the following table

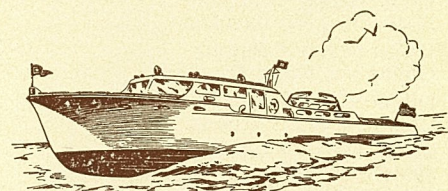
showing sizes up to 4" inclusive for comparative purposes. We can furnish Multi-Element Baskets for our entire Class 72 Series.



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

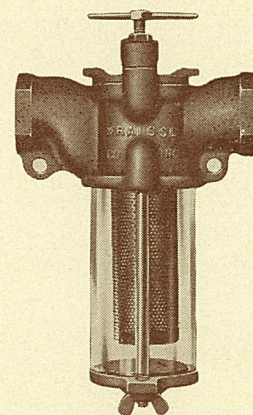
BASKET CAT. NO.	PIPE SIZES	BASKET DIMENSIONS		TOTAL SCREEN AREA SQ. IN.	APPROX. OPEN SCREEN AREA, SQ. IN.	
		O. D.	LENGTH		1/4" HOLE DIA.**	1/2" HOLE DIA.**
72-7/3	3/4" & 1"	1 1/8"	3 1/2"	38.3	15.3	10.7
72-9/7 1/2	1 1/2"	2 3/8"	3 1/2"	50.5	20.2	14.1
72-11/3	1 1/2"	2 3/8"	5	63.0	25.2	17.6
72-11/7	1 1/2"	2 3/8"	5	69.0	27.6	19.3
72-13/7	2"	3 1/2"	5 1/2"	84.9	34.0	23.8
72-15/7	2 1/2"	4 1/2"	6 1/2"	121	48.4	33.9
72-17/11	3"	4 3/4"	6 1/2"	141	55.4	39.5
72-21/11	4"	4 3/4"	10 1/2"	220	88.0	61.6

## BOATING INDUSTRY



### SPECIAL SALES REPRESENTATIVE STOCKING KRAISSL PRODUCTS IN NORTH FLORIDA

Diesel Electric Service, Inc., of 1120 East Adams St., Jacksonville, Florida is carrying both our Class 73 Series Sea-View and 72-70 Series Fuel Filters in stock. Mr. Elmer F. Novak told us he would be glad to take care of the requirements of shipyards that can make use of his facilities.



CLASS 73 SEAVIEW  
STRAINERS

FULLY DESCRIBED IN  
BULLETIN A1735



## 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.  
272 Centre Street, Newton, Mass.  
John S. Stone  
P. O. Box 127, Holcomb, N. Y.

### Eastern Region

Engineering Associates, Div. Trymac, Inc.  
16 West 5th St., Erie, Pa.  
Valley Equipment Company  
404 Frick Building, Pittsburgh 19, Pa.  
Shanklin Company  
330 East 25th St., Baltimore, Md.  
W. H. Titus  
401 North Broad St., Philadelphia, Pa.

### Southeast Region

L. M. Lee, Jr.  
Richmond Federal Bldg., 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  
504 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.  
Roselawn Center Bldg., Cincinnati, Ohio  
T. A. Heidenreich Co., Inc.  
2036 East 46th St., Indianapolis, Ind.  
Lowden & Company  
3404 N. Harlem St., Chicago, Ill.  
A. K. Howell Co.  
1001 Bellevue Ave., St. Louis, Mo.

### South Central Region

Creole Engineering Co.  
2617 Banks Street, New Orleans, La.  
3786 Scenic Highway, Baton Rouge, 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, Inc.  
122 First Ave., S. W., Portland, Oregon  
Bruce P. Rutherford, Inc.  
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.—Power Plant  
2466 So. Delaware  
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

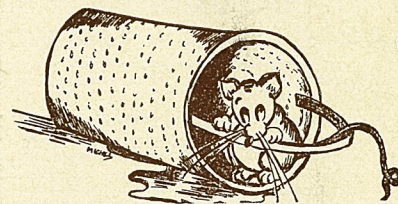
### Canada—Ontario and Quebec Provinces

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



"To do this job right", said the art editor, "we need a picture of a girl wearing one of those religious gowns".

Artist, "What do you mean—religious gown?"

Art editor, "Oh, you know, lo and behold."

1 1 1

Reporter: "Boss I've got the perfect news story".

City Editor: "Don't tell me there is another case of man bites dog".

Reporter: "Better than that, a Bull threw a Congressman".

1 1 1

"Haven't I seen you before?" asked the Judge.

"Maybe your Honor" said the tailor, "So many people owe me money I can't remember all their faces".

1 1 1

"Did you go to the doctors yesterday?"

"Yes".

"Did he find out what you had?"

"Almost"

"What do you mean, almost?"

"Well, I had \$5.50 and he charged me \$5.00".

**THE KRAISSL COMPANY**

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