



# KRAISSL QUARTERLY

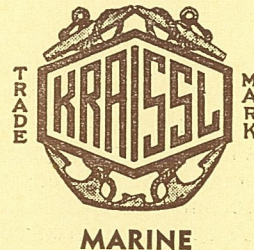
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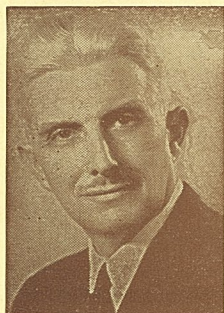
## THE AGE OF IRREVERENCE

FREDERICK KRAISSL, JR., P. E.

President

THE KRAISSL COMPANY, INC.

If we were to classify this era with any particular characteristic, it seems that irreverence would be a most appropriate designation and if we are interested in the future of our country this cannot be ignored.



Consulting Engineer  
Kraissl Associates

Let us start with religion. We have just passed the Christmas season and what has it meant? Has it been a season of hectic pursuit of fun and pleasure or has it been a rededication to the principles laid down by the One whose birthday was supposedly honored.

What is reverence? Do we understand the meaning of the word or has it lost its significance? Do we accept the fact that there are moral issues more important than personal satisfaction and do we honor those who have espoused their beliefs even to loss of life rather than forsake their principles?

We are admonished at an early age by Biblical principles theoretically supported by both Jews and Christians to "Honor thy father and thy mother: that thy days may be long upon the land which the Lord thy God giveth thee." Do we do it, or are our fathers shouldered out of productive activity to make way for the ambitions of younger men?

Do we reverence what is fine in art or music or do we permit the perversion of so-called modern art and the bongo, bongo of the jungle to dominate this field?

Do we teach reverence for gracious attire and behavior, courtly manners and thoughtful courtesy or are we overrun by a younger group clothed as juvenile delinquents with uncouth appearance and equally unacceptable actions?

Do we ever admit that the home is the source of all basic social responsibility and that if we believe in a self-

governing state by our elected representatives, this is where all moral training starts? Does the father assume the function of setting up disciplinary guide lines to be supported by the mother who sees that they are carried out?

The fall of previous powerful civilizations has been caused by moral decay. Are we heading for this future? Reverence can be defined as holding something in very high esteem; it can even be carried to the point of worship. No ordinary man is worthy of this latter eulogy but our coins carry the caption "In God we trust". Do we, or is this lip service?

Somehow we suffer from the hallucination that education is the answer. I would rather confront an uneducated crook than an educated one, wouldn't you? Education does not produce high moral character, it just gives us tools to work with.

Character is the sum of our past experiences. Fine experiences including uplifting activities produce superior character. Degrading and degenerating experiences produce poor or at best weak characters. High characterized individuals can give us good leadership. Do we reverence this when we find it? Do we look for this in our leaders and insist on it in our elected representatives?

Somehow, somewhere and sometime our so-called senior citizens should band together in a project to reverse the trend of irreverence and insist on a behavior code that uplifts rather than degrades.

Insist, you say, is an empty word when you do not have the power of enforcement. First let us be sure that we need it. I have never had this problem in my family who listen to me with the attention that should be accorded to the senior member of the clan and I am sure that many, many other heads of families the country over will report the same situation.

However, if enforcement is needed senior citizens may have the enforcement authority. The only thing irreverent individuals respect is money. In many cases the control of money is in the hands of senior citizens or those shortly to arrive at this distinction. Let us not be as concerned about the avoidance of second generation estate taxes as we are about the worthiness

of the individuals to inherit.

Let us see to it that the principles on which this country was founded are revered and perpetuated. Let us not abdicate our prerogatives and responsibility to so use the financial capacity at our disposal to preclude this hard earned capital being used for unworthy causes or falling into unworthy hands.

Let us get all senior citizens to realize that the greatest service they can perform is to make it clear that they regard themselves as the fathers and mothers of our country and insist that they be listened to with the reverence that will permit a reappraisal of our religious, moral and social values and give guidance to succeeding generations.

## THOUGHTS FOR THE NEW YEAR

The year 1966 has passed into the timelessness from which it came, and with the advent of 1967 it is our sincere wish that all our friends and customers will experience a happy and prosperous year.



ALICE L. KRAISSL  
Vice President

Time, when you stop and think about it, is strange. It is a measure — but of what? Of each one's lifetime expressed in annual units, or of each one's accomplishments expressed in terms of opportunities not waste but turned to a good cause, or of desires fulfilled?

Time as we live it is a matter of units adjusted to human convenience, in which the latitude for change is very small — just one hour that we play "put and take" with in the name of "daylight saving". Yet so delicate is the human adjustment to our time units that the change of this one little hour can require several days of acclimation.

Actually our time — with units adjusted to human convenience — is a tyrant! Or maybe civilization is the tyrant in imposing schedules to be met — a time to wake, to eat, to work, to play, to sleep — in other words a primary regimentation in a world fast be-



coming too regimented for comfort or stimulus of the intellect.

In terms of the geologic history of the earth as expressed in our time units, time that has passed in relation to our own earth's being is so vast as to be beyond true comprehension. By the same token we must acknowledge that time as we know it, stretches on into the future without end. So what does it mean to us?

To each of us is granted, at best, all too little time for what we might hope to accomplish. Each has his desires, ambitions, dreams, and the thought sometimes comes as a rude awakening that time may be running out for us — but it is not time running out because time goes on forever. It's just that each of us at sometime must run down, like an unwound clock, and then for us time stands still.

This is not macabre and destructive thinking, but rather a realization that the time allotted is precious — so very precious — and each of us should spend it wisely in ways to bring the greatest benefit to those for whom we are responsible, and also to ourselves. Each of us has a niche to fill in the timeless plan of the universe with an opportunity to leave behind a remembrance and appreciation of a job well done.

So in wishing you health, happiness, and prosperity in 1967, I also wish for each of you the satisfaction of finding YOUR spot in our timeless universe and creating there an impression that will last forever.

## OUR SILENT REPRESENTATIVE

This is the tenth year of Kraissl Quarterly and our forty-first calendar year of business activity. We hope you like our publication and its policies.

We have occasionally been disturbed by visits that have been too frequent or too aggressive in presenting the product or service of the visitor. This has led us to place more reliance on our Silent Representative to preclude the possibility of having the same effect on the people we visit. Kraissl Quarterly speaks to you when wanted and can be set aside for future reference when urgent matters demand immediate attention.

It is our belief there is no substitute for personal contact in permitting people to know each other and we hope, like each other. It is our intent that our visits be for this purpose and never so frequent that we wear out our welcome.

In the meantime, we have listed our regional sales representatives and the area covered by personnel from our home office. It is our desire to be of assistance to you when you want us

and we hope you will invite us to call should such occasions arise between our regular visits.

## CURRENT DELIVERIES

Until delivery problems have been dealt with so that we consider we are meeting customers' requirements to their complete satisfaction, this will continue to be a department of our publication where we can explain the progress that has been made. We do not feel that it is sufficient to provide better service than competition, we are geared to meeting the requirements of our customers.

In accordance with the program outlined in the last issue, we have provided multiple pattern equipment and with the constant drive of our entire organization we can report at this writing all integral Class 72 series duplex separators are in stock with exception of the 72-39 and 72-41 and the assurance is given this will be accomplished by next week before Kraissl Quarterly goes to press. This will indicate considerable progress which will continue until all stock authorizations have been met. On non-stock items the delivery estimates are still controlled by the capacity of foundries to supply castings, and continue to be:

Cast iron	4 to 6 weeks
Bronze	12 to 14 weeks
Steel	12 to 16 weeks

Our manufacturing facilities continue to function on the basis of two to three weeks completion after receipt of castings and this assumes no rejections or further processing. We believe you will agree that this is good under present operating conditions.

Where special modifications of our standard designs are required additional time is needed all along the line from review of specifications to fabricating on special orders. It will, therefore, be clear that not only money is saved but also time if our standard designs can be utilized.

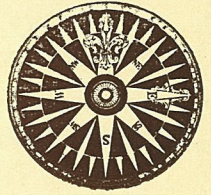
## EDITORIALS

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 of 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.



## INDUSTRIAL AND MARINE FIELD

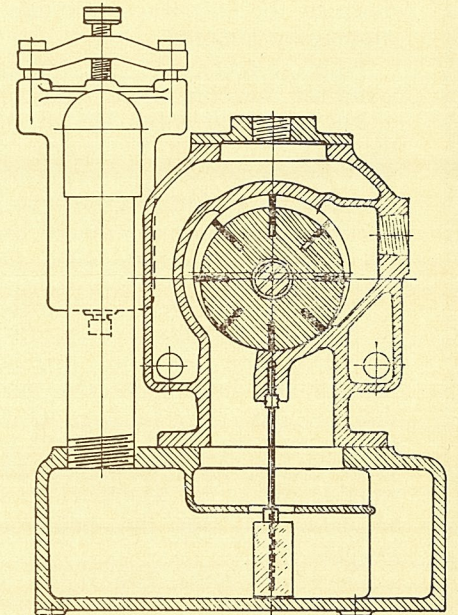


## KRAISSL AIR PUMPS FOR INDUSTRIAL OIL BURNER SERVICE

United States Patent Numbers  
D-199,101 - 2,890,763 - 3,149,575  
Others Pending

For many years Kraissl oil pumps and separators have served the industrial fuel oil burner field and continue to be an integral part of rotary cup oil burner installations, steam atomizing oil burners and mechanical high pressure burners in increasing numbers so that we are proud to number our customers among the Who's Who of the industrial oil burner industry.

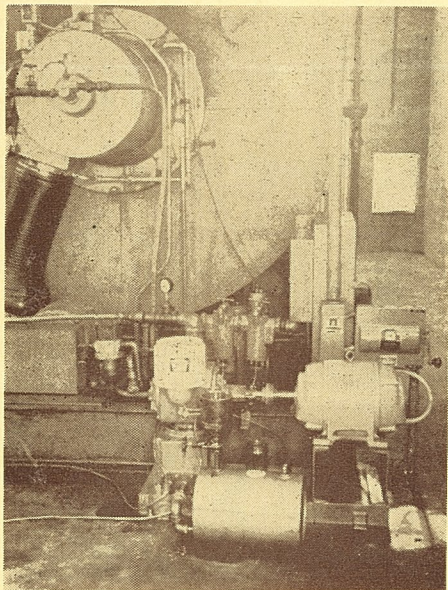
It, therefore, seemed fitting that when the need developed for air pumps to supply air under pressure for a new approach to the air atomizing burner that it was suggested we meet the requirements.



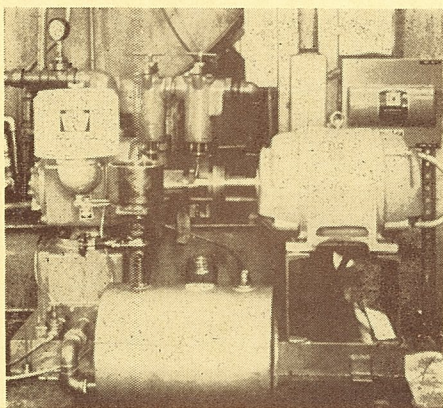
Since our air pumps are designed for continuous service which is made feasible by our patented system of force feed lubrication and sealing, we had a foundation that could be utilized. It was clear that this procedure could take two courses. Cooling of compressors is an engineering fundamental and if reliance is placed on air cooling an immediate and critical limitation is



placed on the pressure and speed of operation. We, therefore, chose water cooling and direct motor speed operation which appeared to offer several advantages. Slow speed air compressors need a tank to minimize pulsations and since size is usually inversely proportionate to speed, the usual slow speed compressor is much larger and heavier than the direct motor driven unit of the same capacity. This also follows the modern trend to build units of smaller size to do the same job which emphasizes compactness with greater space saving which is constantly becoming a more vital consideration.

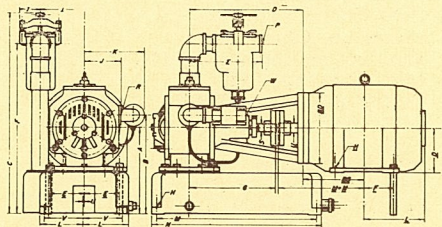


OIL BURNER BEING OPERATED BY COMPRESSOR ASSEMBLY



AIR COMPRESSOR WITH ACCESSORIES

The early unit illustrated shows the air pump mounted on a base plate with accompanying accessories. We have found it possible to improve on this by use of our newly developed and patented AMD series which supply an even more compact installation as illustrated in drawing No. B3580B.



As a result of operation over a period of two years we can report the following observations:

1. Water cooling uses such a small amount of water that this can be considered negligible in an industrial plant and could probably be salvaged by returning to make up water supply.

2. Sufficient oil can be salvaged from the oil vapor in the discharge air so that oil consumption is comparable with the oil normally required by an automobile engine running the same number of hours at sixty miles an hour, such as highway driving. This salvaged oil is automatically returned to the lubricating oil system and is not wasted.

3. The basic requirement has been set up that the oil reservoir have sufficient capacity to carry the operation over a weekend without adding oil under normal conditions. This has caused us to furnish larger oil reservoirs to accommodate and of course, this is a variable factor as larger size boilers should not need to be operated under the same continuous load conditions and after satisfying the demand load, both boiler and oil burner installation including air pumps will have idle periods. This greatly reduces oil consumption by the air pumps as cooling will continue under these conditions and the amount of unsalvageable oil in the vapor phase is a function of temperature.

We, therefore, believe we are quite ready to work with any manufacturers of industrial air atomizing oil burners who are interested and while we cannot make recommendations as there are too many factors beyond our control, we believe we have sufficient information to supply units for test installations.

### PUBLICITY FOR CUSTOMERS PRODUCTS

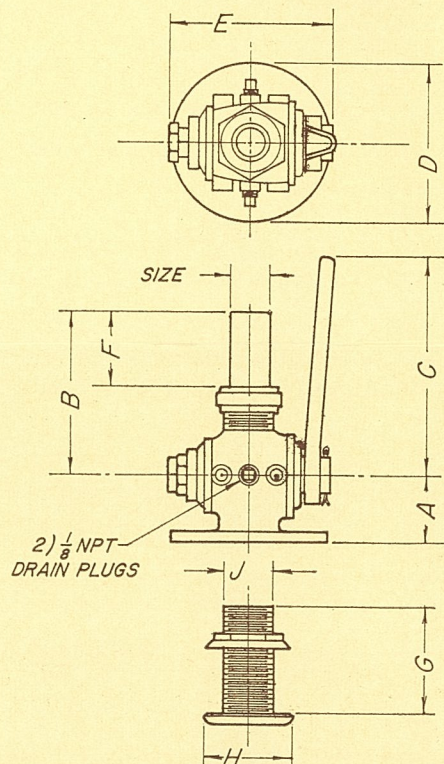
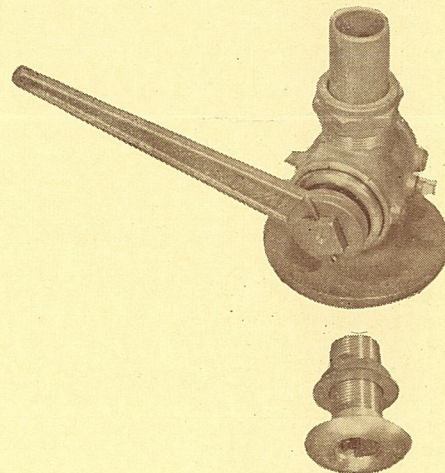
We have long had a policy of showing pictures of machines, devices and installations, with short write ups where our products are used as components. This has varied from ships on which our separators have been used to pump and heater sets assembled by our customers. We are sure other customers will be glad to avail themselves of this publicity but we need time to use any material supplied.

### WHO NEEDS SEACOCKS?

When a standardizing agency interested in the requirements of the boat building industry decided that sea-cocks should be used on through hull connections, we decided to make them available.

However, we do not find that the majority of boat builders have standardized on this device and are consequently overstocked permitting us to offer a bargain to those interested.

How many and what size do you need?



MODEL	SIZE	A	B	C	D	E	F	G	H	J
56-6	3/4	1 1/8	3 1/2	5 1/8	3 1/8	3 3/4	1 5/8	1 1/8	2 1/8	1
56-8	1	1 1/8	4 1/8	5 1/8	4	4 1/8	1 5/8	2 5/8	2 1/4	1 1/4
56-10	1 1/4	1 5/8	4	8 3/8	4 1/2	4 5/8	1 1/8	3	3 1/8	1 1/8
56-12	1 1/2	2 1/8	4 1/8	8 1/8	5	5 1/8	1 1/8	3	3 1/8	1 1/8



## SALES REPRESENTATION

### HOME OFFICE

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.

### Northeast Region

Filtration Unlimited  
373 Hertel Avenue  
Buffalo, New York 14207  
Williams Bros., Inc., 70 Commercial St.,  
Portland, Me. 04181

### Eastern Region

Boston-Cooper Company  
95 Holland Street  
Somerville, Mass. 02143  
Valley Equipment Company  
404 Frick Bldg.,  
Pittsburgh, Pa. 15219  
J. W. Pearson Co., Box 282  
Hatboro, Penn. 19040  
Jobe & Co., Inc., 2857 Greenmount Ave.  
Baltimore, Md. 21218

### Southeast Region

Power Equipment Co.  
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  
1628 Island Home Ave.  
Knoxville, Tenn. 37920  
Applied Engineering Co., Inc.  
P.O. Box 506, Orangeburg, S. C. 29115  
Spotswood Parker & Co.  
313 Techwood Drive, Atlanta, Ga. 30313  
Florida Filters, Inc.  
5570 N.E. 4th Ave., Miami, Fla. 33137

### North Central Region

Charles R. Davis  
2970 W. Grand Boulevard  
Detroit, Mich. 48202  
Hetler Equipment Co.  
P.O. Box 1904  
Grand Rapids, Mich. 49501

### Central Region

W. G. Taylor Co.  
1900 Euclid Building  
Cleveland, Ohio 44115  
The Jordan Engineering Co.  
7401 Shewango Way  
Cincinnati, Ohio 45243  
T. A. Heidenreich Co., Inc.  
5250 Keystone Court  
Indianapolis, Ind. 46220  
Tobra Engineering Co.  
6422 S. Marshfield Ave.  
Chicago, Illinois 60636  
A. K. Howell Co.  
1001 Bellevue Ave., St. Louis, Mo. 63117

### South Central Region

Ace Engrg. Sales Inc.  
246 E. 15th Street  
Tulsa, Okla. 74119  
Creole Engineering Co.  
2627 Banks Street  
New Orleans, La. 70119  
Albert Sterling & Assoc., Inc.  
2611 Crocker St.  
Houston, Texas 77006  
I. P. Newby & Assoc.  
P.O. Box 35846  
Dallas, Texas 75235

### Northwest Region

Baxter-Rutherford, Inc.  
1932 First Avenue S.  
Seattle, Washington 98134

### Western Region

A. C. Cope Co.  
435 Bryant St., San Francisco, Cal. 94107  
Power Engineering Co.  
1806 South State Street  
Salt Lake City, Utah 84115  
Vernon Hines  
1400 So. Lipan Street  
Denver, Colorado 80209

### Southwest Region

Wagner Hydraulic Equip. Co.  
10814 Santa Monica Blvd.  
Los Angeles, California 90025

### Canada—Ontario and Quebec Provinces

Kirk Equipment Ltd.  
375 Victoria Ave.  
Montreal, Quebec, Canada

### Canada—British Columbia Province

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

### Hawaii

Foster Equipment Co.  
719 Ahua St.  
Honolulu, Hawaii 96803



While the function of an executive may be to organize, deputize and supervise, a true leader will roll up his sleeves and work with the crew when a job bogs down.

F. K. Jr.

JANUARY 13, 1967



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

**THE KRAISSL COMPANY**

INCORPORATED

HACKENSACK, NEW JERSEY

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