

# DISTRIBUTOR News

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## Inside this Issue

- 1 New Accessories
- 1 Applications Update
- 2 Distributor Focus
- 2 Customers of the Month

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## New Accessories

As many of you have found, some customers have 55 gallon drums in which the opening is too far from the edge of the drum to permit easy use of GoatThroat Pumps.

To respond to this need we will now be offering 2" steel threaded stand-offs in 4" and 6" lengths and 1½" PVC threaded stand-offs in a 2" length for these containers.

These stand-offs will help customers who have the drum opening in the middle or well inside the edge of a drum.

Part number are SO6 for the 6", SO4 for the 4" and SO2 for the 2".



## Applications Update

**CEMENT DELIVERY COMPANIES:** use the pump to decant the acids to clean the truck

**CLEANING CONTRACTORS:** use the pump to dispense fluids or, with the optional spray wand, to apply deodorizers, cleansers, and degreasers. ZEP's A1, which dissolves steel, can be used safely with GoatThroat Pumps

**GOLF COURSES:** use the pump to decant pesticides, insecticides, and herbicides

**LABORATORIES:** Exxon Mobil (New Jersey), Dupont (Maryland), The Gillette Company (Boston), 3M (Minnesota), Rhone-Poulenc Rorer Pharmaceuticals (Australia), Signature Pharmaceuticals (New York), Hoffman LaRoche (New Jersey), Cytec (Connecticut, formerly Allied Chemical), use the pump to decant chemicals in their laboratories

**SWIMMING POOL MAINTENANCE:** dispense chemicals quickly and easily

# Distributor Focus

By Sara Surrey

Jim Mayer of MAYER & ASSOCIATES in University Heights, Ohio, has found that product demos have greatly affected his sales. His main market is the Plating Industry, which is now using GoatThroat to help in the making of Chemical Baths. As Jim explained, "Plating Companies typically have rectangular tanks that range in holding capacity less than a hundred gallons up to several thousand gallons. Plating baths are maintained by adding various chemicals."

Companies often make up or make adds to baths manually. They carry open containers from pails or 55-gallon drums across the room to the larger tanks and then pour the chemicals into the tank. GoatThroat allows them to transfer chemicals directly into portable containers making the job safer. With

the remote tap, they can place the drum at the side of the process tank and transfer the fluid safely.

When asked about his most interesting sale, Jim said, "Nitric acid seems to be a hot button. One company has had three safety violations on the handling of nitric acid. They feel that using GoatThroat with a remote tap is a way of resolving this issue." He went on to say that Phosphoric acid is also of interest to his customers. While Jim has dealt on the whole with plating and metal finishing companies, he said that he is starting to look into Greenhouses and is excited about the prospects there.

## CUSTOMERS OF THE MONTH

Peter Sobey, of AENTA PLATING - a company which specializes in Electro Plating, uses two GoatThroat pumps to transfer acids, chromites and chemical solutions from 5 to 55 gallon drums to one container in order to create chemical baths for metal treatments. The chemical baths require different measurements of various chemicals and the pumps allow Aetna Plating to meter them out both safely and efficiently. Aetna Plating is also using the effective Quick Connect Hose, a unique GoatThroat accessory, in the transference of these fluids. Prior to using our pumps, Aetna Plating used electric drum pumps for their chemical baths, but found it hard to control flow rates of the fluids. They also resorted to tipping barrels - which was both messy and dangerous. Mr. Sobey claims that GoatThroat, "...is a lot less mess and much safer!"

SULTZER PUMPS, a pumps manufacturing company, uses GoatThroat pumps in his plant. Steve Dickson, of Sultzer Pumps, says GoatThroat is currently being used to pump Zep, a commercial soap, though Mr. Dickson expects that it will be used for a coolant mixed with H<sub>2</sub>O. This coolant is used to keep tools cool while making metal. The Zep and other commercial soaps are being pumped from 55-gallon drums using both Nitrile and Viton seals. Prior to GoatThroat Sultzer Pumps used a "regular metal hand pump", but the soap ate the inside of the metal pump. Mr. Dickson went on to say that they, "...have had our first GoatThroat for 5 months and it has not deteriorated...it's one of the better pumps we've purchased".

## Upcoming Topics

June 2002  
*Santoprene Seals*

July 2002  
*Compatibility Guide Changes*

August 2002  
*Benefits of Fluorosealing*

September 2002  
*Product Improvements*

October 2002  
*New Chemicals*

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