

DISTRIBUTOR News

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www.GoatThroat.com

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Distribution
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BUTTRESS ADAPTERS



2.5" Adapter



2.25" Adapter

Some of your customers have containers which have a coarse thread – such as you see above. The GoatThroat[™] Drum seals are not pliable enough to work with these large threads. One of our new distributors, BASCO, has introduced us to buttress adapters for these special opening : 2.25" for most Asian manufactured drums, 2.5" for most domestic drums, and 2.75" for most European drums. Please be sure to ask your customers if they have a coarse thread. We offer them with a large oring to assist with the seal on the container.

GoatThroat[™] used with Trichloroethylene

MAC TEC is a leader in the engineering, environmental and remedial construction industries and provides a wide variety of services including site development, planning and engineering design, construction phase services, environmental services and facilities operations and maintenance services. Their laboratories use a number of chemicals for analysis including trichloroethylene, a dangerous chlorinated solvent. Worker safety around trichloroethylene is always a huge consideration – as you know the vapors are even more dangerous than the fluid itself. At the Phoenix lab, the manager had tried numerous pumps over the last 10 years. The inexpensive plastic pumps broke down and need to be thrown away; Other pumps leaked around their seals, which exposed the workers to vapors and the chemical. The siphon pumps take a long time to fill a container. The manager finally got the mechanics of using a rotary pump down to a fine art. Training workers on the rotary pump, however, was a time consuming job, and there were frequent failures and spills which were dangerous. Plus, even these metal pumps would break down and have to be replaced. And then there was the issue of disposal of the hazardous waste. He has found that by using the new transfer pump, the training was reduced to about 10 minutes, there are no leaks around the seals and no vapors are released, his workers have control over the volume dispensed, and there is no more hazardous waste.



Customer Focus

SAFE CHEMICAL HANDLING and COST SAVINGS at TRIPLE D Dry Cleaners

Triple D Uniform Company is a large dry and wet cleaning plant in Texas which handles thousands of garments a day. In order to meet the demands of their job, they use large quantities of an array of cleaning solutions which come in 55 gallon drums and include 10% chlorine and various phosphate solutions. The chemicals are hazardous and the workers have to be very careful when transferring the liquids so as not to get splashed. Typically, Triple D purchased a \$40 pump which lasted about 3 months and then has to be thrown away and replaced. If there is not a replacement pump waiting when the pump breaks down, two men must then pick up and tip a 55 gallon container on its side to pour out the chemicals into the 5 gallon pail which is not only hard on the workers (a full 55 gallon container can weigh over 500 lbs) but very messy as it is hard to control the volume and the direction of liquid coming out of the hole in the top of the drum. Their chemical room was always a mess. The cost of replacing a \$40 pump is not just the \$40 – it also is the \$100 or so it costs to generate the purchase order and pay for the new pump, the actual clean up of the chemicals on the floor – translate that into worker time to mop up, absorption materials to mop up with, lost chemicals which cannot be used for cleaning purposes, throwing away of the materials and spilled chemicals

which have to be disposed of properly, to say nothing of the pump which is discarded into the landfill. Actual cost of replacing a \$40 pump to this cleaning company is about \$200. If you replace one of these pumps 4 times a year, that is \$800 per barrel, and if you have 10 barrels of chemicals, that is \$8000 per year. I cannot put a price on the cost to the environment of discarding the \$40 pump and the cleanup nor can I put a price on the unsafe conditions for the workers. After years of frustration, the maintenance manager tried the new \$200 pump with the shop air adapter accessory which allows the pump to deliver 4.5 gallons per minute with only 2PSI. His workers can control the fluid flow with the remote tap set up and there is no splashing and no mess to clean up. Because the pump is made of chemical grade polypropylene with only 3 moving parts, it will last for years. Initial investment for 10 setups was \$3500. Cost savings the first year is \$4500, and \$8000 every year thereafter.



Upcoming Topics

July 2004

New Chemicals

Trade Show report

