



GoatThroat Pumps provide a unique fluid delivery system which is unlike any other fluid delivery system in the world.

We are pleased to have you as a distributor for our products, and we hope this brief introduction will assist you in helping your customers determine which pump they want and which accessories they need to go with it.

Why is GoatThroat Different?



Siphon Pump



Suction Pumps



Rotary Pump



Lever Pumps



Piston Pump

Why is GoatThroat different?

Let's review the other hand pumps which exist.

With all other pumps, a constant action is required to keep the fluid flowing. The other pumps break down and the customer cannot repair them. Customers must throw them away and buy new pumps.

Lets review the actions required for the other pumps.

SIPHON PUMP Make sure there is a height difference between the level of the fluid in the main container and the receiving container. Squeeze the bulb until the fluid flows. Transfer rate: between 1 – 5 gallons per minute.

SUCTION PUMPS As customer pulls up on the piston, the fluid is sucked up to the outflow tube. Transfer rate: 5 -20 ounces per stroke. When it fails, fluids shoot out of the tope of the piston on to the customer.

ROTARY PUMPS Customer has to start cranking the handle and does not know when the fluid will come out because s the fluid in the tube is at the height of the fluid in the container. When the customer is ready to stop the fluid, he has no control unless he times it perfectly. Transfer rate: is 5 -20 gallons per minute

LEVER ACTION PUMPS These are dual action pumps. Customer moves lever back and forth to deliver fluid. Customer has to start moving the handle and does not know when the fluid will come out because the fluid in the tube is at the height of the fluid in the container. When the customer is ready to stop the fluid, he has no control. Also, for such items as coolant (for cars) these pumps introduce a lot of air into the fluids and mechanics have to wait for several minutes before the coolant can be used. Transfer rates: 8 ounces to 1 gallon per stroke depending on the model.

PISTON PUMP – like a soap-dispenser, customer pushes down and fluid comes out, transfer rates: up to 8 ounces at a time.

How GoatThroat Works



HOW IT WORKS

Essentially, GoatThroat is a beer tap for chemicals. After the pump is set up properly, when customer screws the drum seal expander clockwise, the drum seal is compressed between the bottom lip of the pump and the retaining ring. This produces a “donut” which pushes against the wall of your container for an air tight fit. Air leaks at any point in the system will reduce the pump’s effectiveness. Pressure is added using the piston on top of the pump. Several pumps of the piston will be plenty to get the fluid flowing. Opening the tap lets the fluid flow. Closing the tap stops the fluid. Similar to a coffee urn tap, the fluid flows in a smooth stream.

As the fluid in the containers goes down, the air pressure goes down as well because the air expands to fill the space available. Therefore, customers will have to add air. If they are only looking to dispense a gallon or so, they might not have to add more air.

Repairs Are Simple



REPAIRS ARE SIMPLE





Customers can repair the pump themselves.

If the correct pump has been sold to the customer, the most typical failure is the main piston o-ring. This will occur at 2-3 years after the customer begins using the pump. It can occur sooner if the customer is going through massive amounts of drums per week.

This friction based o-ring which pushed air into the container wears out. There are 4 screws on top of the pump which are removed by customer and a new o-ring is installed. The process takes about 5 minutes.

Rubber does have a life expectancy of 5-8 years. Therefore, we do not recommend that you sell customers new o-rings at the time of the purchase, as it is always best to get fresh stock.

Why Is GoatThroat Different?

	GT 100 Pump with Nitrile drum seal for petroleum-based products (fuels, glycerine, oils, chloride, etc.)
	GT 200 Pump with EPDM drum seal for general-purpose liquids (acetates, phosphates, alcohols, acids, etc.)
	GT 200S Pump with Santoprene seal for acetone, thinners and other special purpose chemicals
	GT 300 Pump with Viton® drum seal for aggressive chemicals (solvents, pesticides, etc.)

WHY IS GOATTHROAT DIFFERENT?

GoatThroat Pumps are made from polypropylene, one of the most chemically resistant plastics.

There are 4 models to chose from, depending on the chemical being pumped. Please review the chemical resistance guide (6 pages) to compare the various chemicals against the pumps we offer.

Each pump type has a variety of o-rings and other rubber parts which are made from the same rubber. The range of GoatThroat pumps gives it the widest range of chemical compatibility on the market.

The GT100 has nitrile seals and parts

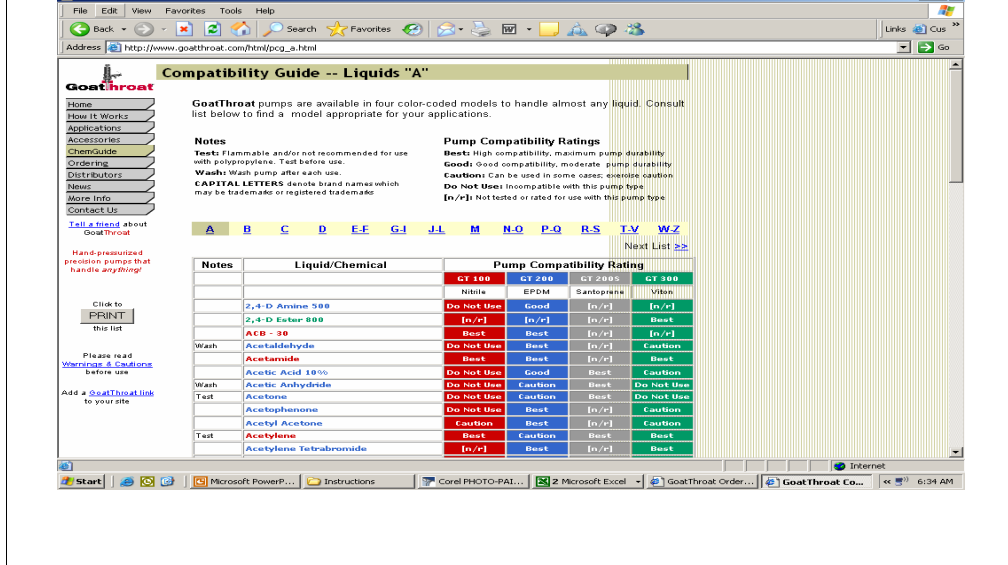
The GT200 has EPDM seals and parts

The GT200S has Santoprene seals and parts. Santoprene is a polypropylene and EPDM combination. It is typically used for acetones and thinner.

The GT300 has Viton seals and parts.

Some customers will say, sell me the Viton pump, because it is the most expensive, it must be the best. But that is wrong. Sometimes Viton will breakdown if it is used with the wrong chemical. So, it is very important to recommend the correct pump for the job.

The Chemical Guide



We have provided a Chemical guide to your management. This useful tool is color coded and matches the pump colors. The GoatThroat Chemical Guide is also on our website and is set up in alphabetical order.

You will see various ratings.

Pump Compatibility Ratings

Best: High compatibility, maximum pump durability

Good: Good compatibility, moderate pump durability

Caution: Can be used in some cases; exercise caution

Do Not Use: Incompatible with this pump type

[n/r]: Not tested or rated for use with this pump type

We have also provided a copy of the Johnson Compatibility Guide to your management. This is a 67 page guide from a very fine Swedish pump company which has more information than ours.

Why is GoatThroat Different?

- Can be used with over 700 chemical
- Has controlled flow of liquid
- Has internal pressure relief at 8-10 psi
- Fits containers from 2 – 55 gallons and up to 275 gallon totes
- Simple to switch between containers
- Delivers up to 4.5 gallons per minute depending on viscosity
- Offers useful accessories

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BillyGoat Shop Air Adapter



The **BillyGoat** adapter features two external pressure safety valves. The new compressor setup delivers fluids at up to 4.5 gallons per minute with a working pressure of just 2PSI.

This revolutionary development will make it even easier to:

- Transfer fluids from several containers
- Deliver fluids to locations from 5' - 60' away, with a vertical lift of over 20' (at 6 PSI)
- Empty a 55 gallon barrel completely
- Use our sprayer wand to apply disinfectant and cleaning agents
- Decant and apply cleaners and degreasing agents

Remote Tap Discharge Nozzle



Optional Remote Discharge Taps and Extension Hoses

A remote discharge tap can greatly extend the versatility of **GoatThroat** pumps. Ideal for transfer of liquids and chemicals from large drums, the remote nozzle allows precise, one-hand flow control, leaving the other hand free for work.

The thumb-operated tap dispenses liquids as easily as using a faucet. Pressurized liquids can be easily transferred to levels up to 20 feet higher than the container, which is impossible with traditional gravity-fed liquid transfer methods. And our patented drip-proof design helps keep work areas clean and prevent potentially hazardous spills.

Remote discharge taps are available singly, or with several hose options. RT100W/H5 (shown above left) comes fitted with a 5-foot hose for permanent connection to the pump body. RT100W/H10 includes a 10-foot hose. All hoses are PVC. RT 100/200/300 and body barb fitting (shown above left) are made of polypropylene.

Sprayer Accessory



Optional Sprayer

Sprayers are ideal for applying rust inhibitors, deodorizers or degreasing agents in manufacturing plants, and for the application of fertilizers, hormones and pesticides to plants in greenhouses, fruit groves and fields. Use with BillyGoat Adapter if applying more than 5 feet away from the drum.

Standoffs



Pump Standoffs

Standoffs raise the pump level to compensate for drums with a high lip, allowing small containers to be placed beneath the tap. Pump standoffs are available in 3, 4, 6 or 12" inch heights to fit plastic containers, and in 4, 6 or 12-inch heights for galvanized steel drums

12" Standoff



The new 12-inch standoff allows you to place the receiving container on the drum for easier transfer.

Always match plastic standoffs to plastic drums, and steel standoffs to steel drums. If you don't, the steel will strip the plastic. Also, for the time being, consult the Johnson guide to ensure that the chemicals are compatible with PVC standoffs if the drums are plastic. We are looking into polypropylene standoffs.

Buttress Adapters



Buttress Adapters

These adapters compensate for containers with a coarse thread that cannot easily accommodate standard **GoatThroat** drum seals. The drums seals are not pliable enough to work with these thick threads. Made of PVC plastic, each adapter includes a large O-ring to provide an airtight seal. Adapters are available for the most common drum aperture diameters of 2.25" (Asia), 2.5" (U.S.) and 2.75"

Your management has been given a faxable buttress adapter chart to help you work with customers to figure out what they need.

Rieke™ 5-gallon Adapter



Specialty Adapters

The 5G-RPS-GT adapter allows **GoatThroat** pumps to be used with containers which have the Rieke™ 5-gallon pour spout, for a safer, tidier way to dispense fluids from small containers.

GoatThroat prevents back injuries and spills.

Typically how customers use the Rieke pour spout is as follows:

Receiving container is put on the floor. Funnel is placed in the receiving container. Customer lifts up the 40 pound container (weight when full) and pours into funnel. There is almost always a mess because customer cannot see when receiving container is full.

Single siphon tube



Seamless 40-inch tube

This seamless 40-inch tube is recommended for oily or very viscous fluids. Standard tubing can allow viscous fluids to leak, or admit air into fluid at joined sections. The seamless tube assures a smooth, uncontaminated flow.

GoatThroat Kit Components

Check to make sure you have all the parts listed below:



1 GoatThroat Pump



3 drum seals



4 siphon tubes
3 connectors
1 foot piece



Instruction Manual



Compatibility Guide

GOATTHROAT KIT COMPONENTS

Each GoatThroat kit comes with

- 1 GoatThroat Pump,
- 3 different sized drum seal, 1.8", 2.0" and 2.25",
- 4 siphon tubes, 3 connectors and 1 foot piece
- 1 Instruction Manual
- Compatibility guide for the pump in the box
- 1 quick assembly instruction

Questions to Ask Customers


GoatThroat
Small portable positive pressure fluid transfer pumps

QUESTIONS TO ASK BEFORE SELLING GOATTHROAT PUMP

Today's Date _____

Customer Name _____ Company Name _____

Customer Address _____

City _____ State _____ Zip Code _____

Fluid being pumped _____ (CHECK COMPATIBILITY GUIDE)

- If fluid not on list, get name of fluid, manufacturers, and a telephone number and send to: call us.
- If we cannot determine compatibility, we will send the customer a test kit to determine compatibility. The cost is \$10.

Size of container _____ liter or liter _____ Is the container a gal with a soft top or a drum type configuration?

Describe the application _____

- Size of opening _____ (the standard pump must be between 1 1/2" and 2 1/2" and have a inside diameter of at least 1/2" or a custom adapter may be necessary.)
- Does it have a 2" low suction thread (NPT) or a 1 1/2" coarse thread (NPT) in the long hole?
- If an internal bottom thread, the customer must purchase a bottom adapter so the pump won't work.
- If the customer has a 2" NPT opening, we will recommend that you recommend a standard kit for all the years the 2" standard. Ask what size the receiving customer is.
- If a flake port open, recommend the appropriate adapter.

Does the customer want a micron top with his pump? (This allows point of use delivery of the fluid)

Does the customer want a drip or adapter? _____

Is the fluid viscous or oily? _____ If yes, recommend a single side.



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QUESTIONS TO ASK CUSTOMERS

By asking the attached questions each time you have a customer for GoatThroat Pumps, you will have a pretty good chance of identifying what he needs.

Other Documents of Interest

- Frequently Asked Questions
- Simplified Assembly Guide
- Other assembly instructions
- Technical notes
- Pump and tap components exploded diagram