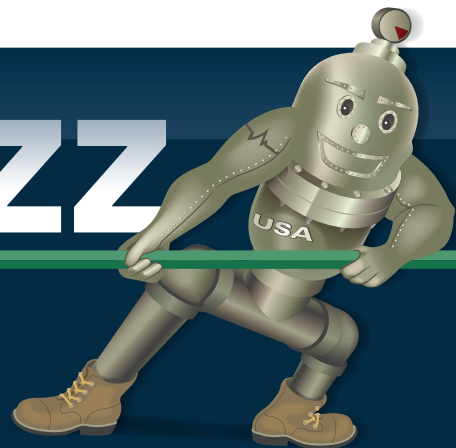


BLACOH BUZZ

WINTER 2013 // VOLUME 4



Let's Talk

By Andrew Yeghnazar, President

In business as in life, communication is vital – though not always successful. People often listen, but do not hear. Others hear and don't understand.

Then there are those who hear and understand, yet nothing changes. Finally, there are the few who listen, hear, understand, and either change or affect change in others. With conscience effort and commitment, we can be part of this latter group to have a much greater impact on the world around us.

At BLACOH, one of our primary objectives when communicating with our constituents is to have a positive and lasting impact on their business. We embrace every opportunity to connect with customers and business partners at every level to provide efficient solutions, excellent support and expedient fulfillment. Our product innovations continue to be driven by customer interaction and feedback. Our Customer Focus Team members exist to meet and exceed the individual needs of each and every constituent. Our sales and business development managers travel the globe to meet one-on-one with customers. Finally, our marketing efforts, our website, and our tradeshow and media presence are all geared towards adding value for our partners by promoting the brand, generating market demand and influencing decision makers.

As we were considering new ways to improve communications, we knew we needed to increase our interaction with those we serve. We were also keen to share with our customers (and the marketplace) our enthusiasm for the future and how much pride we take in our products, our people and our partners. The only question was how. After much thought, the idea of BLACOH TV was born. We began with a few simple goals: educate customers and end-users about fluid processing problems and solutions; inspire and motivate viewers in an industrial space that is somewhat old-school; and entertain our audience instead of merely informing them. The result was a series of all new, high impact video productions designed to INSPIRE, INFORM and ENTERTAIN.

BLACOH TV is yet another exclusive and innovative tool for your sales men and women to use so that they can better serve your customers. We will be releasing new BLACOH TV productions on a regular basis in the coming months, including informative videos

on common pumping system problems like vibration and water hammer, and how pulsation dampeners are used to solve those problems. We'll also be adding what we call infotainment videos for a light-hearted look at our industry. You can watch it all on our website at www.blacoh.com, or simply scan the QR code to go directly to our BLACOH TV page.

BLACOH TV



FOR SMARTPHONES



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Pulsation Dampeners*

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In the Spotlight

Be inspired. Be informed. Be entertained.

We know the most effective way to tell the story of BLACOH products is to show them in action. We know the best way to share our knowledge and expertise is to engage people. And, we know that if we provide you, our partners, with the right tools and resources there's no limit to what we can accomplish together.

For years we've used video to demonstrate how BLACOH products provide efficient and affordable solutions to common pumping system problems. Those videos have served us well, but we knew we could do more. With BLACOH TV we're taking the power of video and going viral.

What is BLACOH TV? It's bigger. It's better. It's like nothing we've ever done before. It's a series of high impact, high definition video productions designed to educate, motivate and entertain.

It's brand new product demonstrations, live training sessions, company promotions, and sometimes — pure entertainment.

To watch BLACOH TV, go to our website at www.blacoh.com and click the BLACOH TV box, or scan the QR code on the front page to go directly to our BLACOH TV web page. We'll be adding new videos soon, so keep checking back with us. We promise you'll like what you see on BLACOH TV.



What's the Buzz?

Time is Money. Build it Faster with eConfigurator.

Now it's faster and easier to build the right dampener with our exclusive online eConfigurator at www.blacoh.com. When it's an AODD pump application and you already know what you want, click the **Skip** button at the beginning of eConfigurator to go directly to selections for dampener size, materials, inlet type and fastener. Click the **Start** button to use the full feature eConfigurator. (Be sure to Sign In to your web account first to see both options.)

Got a Hose Pump Application?

According to industry sources, pumping systems range from 25-50% of the energy usage in certain industrial plant operations, and over 80% of pump life cycle costs go towards energy and maintenance. Volatile energy costs coupled with the global need to reduce energy consumption drive customers to seek out new

ways to maximize pump system performance. To assist in that effort, we undertook a study of peristaltic hose pumps to determine the potential energy savings that could be obtained by using a BLACOH pulsation dampener. Our test results showed that energy consumption was reduced anywhere from 5% up to 19% when a BLACOH pulsation dampener was added to the system.

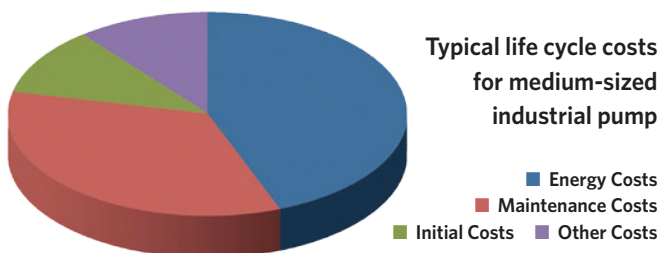
Europe Calling.

Steve Soroko, European Business

Development Manager. Steve has over 15 years industrial pump distribution experience having served as Regional Manager for Dover's Wilden Pump/PSG, and more recently as Regional Director for RathGibson, now part of PCC. Steve is based in Vienna, Austria and under his leadership we're committed to developing new business opportunities across Europe.



Determined to devote more resources in the German market, our current European Sales Manager, Wieland Stapf, will now focus exclusively on developing business in Germany, Switzerland and Austria. Those of you who know Wieland know this is his area of expertise, and we are looking forward to seeing these markets continue to expand with the added focus. Contact Steve Soroko by phone at +43 (1) 320 0702 (mobile +43 664 421 2031) or email steve@blacoh.com.



Live problem solving
product demonstrations



Hands-on training by
CEO Gary Cornell



Fun and informative
feature films

Featured Application

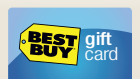
SENTRY XP High Pressure 316L Stainless Steel Pulsation Dampeners

Corrosion resistant 316L stainless steel solid shell casings and positive seal threaded caps make our SENTRY XP dampeners the right choice for extreme pumping applications. Ideally suited for metering and dosing applications typical in the oil & gas industry, SENTRY XP dampeners are available with pressure ratings up to 11,500 psi (793 bar) and temperature ranges from -60°F to +225°F (-51°C to +107°C). Available in sizes up to 24 cubic inch, models come with Viton, Buna and EPDM bladders, or choose our patented PTFE bellows design. With excellent chemical and thermal resistance, PTFE bellows have an excellent flex life, are compatible with virtually all chemicals and solvents, and can withstand temperatures up to 220°F (104°C). Maximum pressure ratings vary based on model size and bladder/bellows material. ATEX specific models available in stock. Canadian CRN application pending. For more information, visit us at www.blacoh.com or email Sales@blacoh.com.

**SENTRY XPA model with
threaded cap and patented
PTFE bellows**



Have an application story to share? Submit your story for publication — and receive a \$100 gift card with our thanks. Submit application stories and photos to Sales@blacoh.com or, go to the Applications page on our website and click on the Submit a story link to download a story submission form.



SENTRY Air Control Options Explained

Pulsation Dampeners at Pump Discharge

Maximum pressure 150 psi (10.3 bar)

Adjustable Air Control The adjustable air control assembly is mounted on a single port with a self-relieving regulator to set dampener pressure and includes a gauge and one-way brass check valve. A compressed air line must be permanently attached to the regulator. The regulator allows for an easy, convenient method to adjust dampener pressure with system pressure changes. Simply charge the dampener to 80% of system operating pressure and then adjust dampener pressure to minimal pulse level.

Automatic Air Control The automatic air control has a gauge mounted on a side port and an automatic valve assembly on the center port, with a one-way brass check valve connected to an internal poppet valve assembly. The poppet valve located in the non-wetted portion of the dampener allows for an increase in compressed air pressure to balance an increase in system pressure. As system pressure increases, the bladder is pushed further up into the dampener until it makes contact with the internal valve, which then opens to allow compressed air to enter the dampener. The dampener automatically self-adjusts as system pressure increases or decreases, and resets to be ready to start dampening again when the system restarts.

Pulsation Dampeners, Surge Suppressors, Accumulators & Thermal Expansion Chambers

Maximum pressure 10,000 psi (689.47 bar)

Chargeable Air Control The standard chargeable model has a gauge and Schrader-type charging valve on separate ports to pressurize and hold dampener pressure. The V Model assembly has a machined stainless steel charging valve and seal for rugged leak-



proof operation in corrosive environments. No permanent source of compressed gas is required. The gas fill valve allows the dampener to be manually bled or charged to the required pressure setting. Chargeable models are used to dampen pulsations in metering, piston and peristaltic/hose pump systems. They can also be used as Surge Suppressors, Accumulators and Thermal Expansion Chambers in various applications.

Inlet Stabilizers at Pump Inlet for Suction Lift or Flooded Suction

Inlet Vacuum/Pressure 30 inHg-0-30 psi

J Model Air Control The patented J Model air control allows for pressure or vacuum settings and is adjustable for suction lift or positive inlet conditions. The J Model air control consists of a compound pressure gauge, a pressure/vacuum tight ball valve and a venturi valve. Compressed air passes through the venturi valve at high speed resulting in a low pressure area that evacuates air from the stabilizer creating an internal vacuum. Conversely, when the air flow through the venturi valve is diverted into the stabilizer, a pressure charge results.

For more details and drawings, scan the QR code at right to download the complete *SENTRY Air Control Options* article.

