



# LIQUID LINE

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Published by:

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## A Most Challenging Year: 2020 In Review

**2020** proved to be a very challenging year! It's an understatement to classify 2020 as a more demanding year than any of us could have initially imagined. Because of COVID-19, Liquid Handling Equipment, like other companies, was forced to find new ways of doing business.

As such, Liquid Handling employees cultivated new business practices and learned how to more thoughtfully live everyday lives during the pandemic. We were introduced to **zoom** and Teams and virtual meetings, as well as discovering other video conferencing software. The new methodologies enabled us to stay connected to each other and remain in constant contact with our business partners.

We successfully met all the pandemic-related challenges because of our good fortune in having strong relationships with both customers and suppliers. Together, we helped each other get through 2020.

## RED SEAL MEASUREMENT

On a very positive note, Liquid Handling Equipment secured a new business relationship with Red Seal Measurement in the 2nd Quarter of 2020. Red Seal Measurement is the home of Neptune Flowmeters. The new partnership will enable us to better support our customers and supply a proven product for refined fuels and industrial metering applications.



In September, the company sponsored the 9th Annual John Connor Charity Golf Outing. The event was tricky (to say the least) due to COVID-19 concerns. Surprisingly, turnout exceeded our expectations. Thanks to social distancing, the tournament was a safe way to support the charity, visit with longtime business partners, and enjoy the great outdoors. We are currently in process of planning the 2021 event, scheduled for September 20 of this year.

If you would like to be included on the invitation list, please email your request to [lhe@liquidhandlingequip.com](mailto:lhe@liquidhandlingequip.com).

As we move forward in the new year, we want to thank all our customers and business partners for making 2020 a success. With your loyal support, we were able to get through a very tough year. Now Liquid Handling Equipment is focused on meeting your expectations in 2021.



## Liquid Handling Equipment's After-Hours Emergency Phone Number

*We have a new emergency after-hours phone number to be used for emergency service outside of normal hours. If you have an emergency after-hours need or service, please call*

**980-402-8079.**



### Technical Spotlight on: 2020 Skid Designs

By John Hickner



**John Hickner**  
Mechanical  
Engineer

In reviewing Liquid Handling Equipment's 2020 shop projects, we are proud to report that we provided customers with custom skid systems that proved very successful in ensuring more compact, efficient process operations. With our expanded shop and capabilities, we engineered and fabricated multiple unique skids that ranged from bottling to dosing skids.

The following are examples of custom skids designed and fabricated in 2020 with the help of Liquid Handling Equipment's design team and fabrication shop:



**Filtration Skid**

An early 2020 filtration skid project provided Liquid Handling Equipment the opportunity to utilize both filters and AODD pumps that we distribute. We incorporated a bag filter from our supplier Strainrite to filter system wastewater. We also employed AODD Yamada pumps to perform the filtration skid's pumping requirements. Regarding the actual function of the skid, we utilized electrically-actuated valves that were tied into a Flowline (another one of our suppliers) left switch on the tank. When the tank hit a high-level situation, the pumps turned on via air solenoids and the valves actuated to allow for a steady, even flow. The system was thoughtfully designed with a back-up pump to be used for either filter-maintenance purposes or redundancy.



**Gallon-bottling Skid**

A gallon-bottling skid is an example of a unique type of skid the Liquid Handling fabrication shop had never designed or constructed before last year. In considering the particular process requirements, and for quality purposes, we employed a Yamada AODD pump and damper and an XLPE (high-density cross-linked Polyethylene) tank from PolyProcessing. The system was controlled by Yamada's Batch Controller, which allowed for three preset batches to permit the customer an easy, convenient transition between bottle sizes. Even though the gallon-bottling skid represented a new challenge, both the customer and Liquid Handling were extremely satisfied with the final design, as well as the results.

**Contact your Liquid Handling representative or call us directly to explore convenient, efficient skid solutions to your process needs in 2021.**



## Spotlight on: Yamada America, Inc.

A leading producer of industrial equipment since 1905, Yamada has over 65 years of experience in fluid handling products. An impressive history of product design and engineered solutions has established Yamada as forerunner in industrial pump technology.



Yamada America, Inc., a wholly owned subsidiary of the Yamada Corporation, was established in 1986 to provide service and support for Yamada Air Operated Double Diaphragm (AODD) pumps to the North, Central, and South American markets through a highly trained network of distributors. Liquid Handling Equipment has proudly been a part of the Yamada network for the past 35 years.

Yamada America maintains an impressive inventory of built and tested pumps in its 40,000 square foot state-of-the-art facility, expeditiously supplying Yamada® Pumps and Yamada® Genuine Parts to accommodate customer requests. Liquid Handling Equipment stocks over \$150K in pumps and parts in Charlotte, NC, to support our customers.

The NDP Series of pumps are the backbone of the industrial line of Yamada AODD pumps. A unique, patented air-valve design ensures stall-free operation throughout product life. Bolted construction and common component replaceable parts maximize uptime and increase profitability. The air motor from this series of pumps has been in service for over 20 years, highlighting the reliability of the Yamada air-valve design.

Yamada also offers a full line of specialty pumps, including powder pumps, 2:1 high-pressure pumps, FDA-Compliant and UL-Listed pumps. It also offers accessories, including pulsation dampeners, filter/regulators, speed control mufflers, and many more to help solve the toughest AODD-pump applications.

The Yamada slogan, *The Proof's in the Pump*®, underscores its solid reputation for innovation and reliability, a reputation supported by every Yamada pump.



***Please call your local area Liquid Handling Equipment representative to discover how Yamada can secure your industrial pumping needs.***



### A Liquid Handling Equipment Success Story

by Scott Phillips



**Scott Phillips**  
Outside Sales

Service is what sets Liquid Handling Equipment apart from its competition. We maintain extensive inventory in our 12,000-square-foot warehouse that enables us to immediately ship replacement parts and equipment, preventing costly downtime.

Because of the amount of inventory in stock, we always ship same day when possible. Liquid Handling understands when a pump goes down, systems go down, and customers lose money.

An example that supports our immediacy bragging rights is the catastrophic Friday-night failure of a customer's mag-drive pump. The pump was an integral part of the plant's application process. Without it, manufacturing came to a full stop, the entire plant was shut down by Saturday morning, and NO product was being produced.

Unfortunately, the customer was without a spare pump. Even worst, it was the weekend! What to do? It was Saturday morning and even though we were closed, the customer called Liquid Handling in distress.

After fielding the call and discussing the situation with the customer, it was necessary to access the warehouse. Immediate action was required! Because of the need to provide entrance to the warehouse, Liquid Handling's president personally visited the warehouse within the next 30 minutes, checking inventory to confirm the necessary parts were available to build the mag-drive pump.

All of the required materials were in stock because of our commitment to maintain multiple parts for just such emergency situations. Within the hour, the Liquid Handling Shop Manager was on site, pulling the needed items out of inventory. He trimmed and balanced the impeller, assembled and shipped the pump Same Day. FedEx Custom Critical picked up the pump Saturday afternoon and delivered it to the plant that same evening. Overnight the pump was installed and in operation by the next morning.

**Because SERVICE is our core value,  
Liquid Handling Equipment has adopted an emergency line  
for similar emergency situations.**

**Don't hesitate to call 980-402-8079 in an emergency.**



**We are here to serve you!**



### Meeting Your Process Needs

Liquid Handling Equipment carries a full line of products to meet all of your process needs.

#### Tanks & Heat Exchangers

Allen Industries, LLC  
Bendel Tank & Heat Exchanger  
Modern Welding  
Poly Processing Company  
Sharpsville Container

#### Pumps

Crane Pumps - Barnes / Burks / Crown / Deming / Weinman  
DESMI / Rotan  
Ebara  
Flux Pumps  
HMD Kontro / Sundyne  
Iwaki-America  
LC Thomsen  
Price  
Roper  
Walchem  
Watson-Marlow / MasoSine Pump  
Watson-Marlow Sanitary Process Pumps  
Yamada America  
Zoeller Pump Company

#### Agitators

MixMor Corporation

#### Filtration

Eaton / Hayward MFG  
Harmsco  
Pentair  
Strainrite

#### Flow & Liquid Level Management

FLOWLINE  
ICON Process Controls, Ltd.  
Red Seal Measurement

#### Accessory Equipment

Blacoh Fluid Products  
Dixon  
Garlock Sealing Technologies  
Novaflex  
OPW / Civacon Corp.