

New Sales Reps and Distributors



Fred DeCicco - New Hampshire

Sharpe Mixers is always looking for new sales representatives and distributors. The mixer market is so diverse with opportunities arising in all industries. We market our products and services to many industries ranging from high-grade pharmaceuticals to municipal water & waste treatment.

Sharpe Mixers is pleased to have a new sales office that is focused on the life sciences, pharmaceutical and bio-tech:



Holland Applied Technologies is based in Burr Ridge, IL with offices in Indianapolis, IN and San Juan, PR. Holland is one of the largest fabricators and distributors of sanitary flow components, modular process systems and custom fabricated components in North America. Our chief engineer, Jeremy Higginson, and Holland's Indianapolis office manager, Troy Hobick, struck a relationship while participating in ASME BPE committee meetings a couple of years ago. ASME BPE writes the specifications for Bio Processing Equipment. Jeremy is on the task group for agitators.

Troy began soliciting Sharpe Mixers for competitive bids to the commonly specified brand "L". Seeing a better product with better prices and better service, Troy started buying Sharpe Mixers for his projects. Word got to the Burr Ridge corporate office about what a good job we were doing and, as they say, the rest is history. Our "official" relationship with Holland Applied Technologies was negotiated just this past summer. The best is yet to come.

Mixer School: Stuffing Glands

Jeremy Higginson - Seattle

The majority of mixers operate in an "open" tank, or a vessel which is vented to the atmosphere. However, a great deal of mixers must operate in a "closed" tank, which requires a seal to contain the contents of the vessel. This may be required for various reasons such as a pressure differential within the tank, product toxicity, flammability, environmental reasons, or in the case of side-entering or bottom-entering mixers, simply to stop the product from leaking out of the tank. The following describes the most common devices used to accomplish the seal requirements for low & medium pressure applications where some leakage is tolerated.

A stuffing gland, or stuffing box, is the oldest shaft seal design known to man. Although many refinements have been made over the years to improve the performance, the basic seal is not much different from when the first man packed rags around a shaft to minimize leakage on the water wheel.

A modern stuffing gland utilizes ropes of specialized "packing", square in cross section, which wrap around the shaft and are compressed with a "follower" ring. The rings are split for ease of installation,

and the splits must be staggered for proper sealing. The number of packing rings varies from two to nine, depending on the application. Glands with two or three rings are generally known as low pressure glands, those with more rings are referred to as high pressure glands.

The compression of the packing creates friction against the shaft and will generate heat, so the packing must be self-lubricating or be lubricated from an external source to reduce the friction. The source may be through a grease fitting in the gland, steam purging, or may even be the product in the tank on a side entry unit (high-pressure glands only). Even with lubrication, over-tightening a stuffing gland will increase the friction and the heat generated, and can cause burning of the packing and damage to the shaft if neglected.

All stuffing glands leak a small amount during operation. This is often not noticed on top entry units since the product seeping through the packing is usually vapor. Side entry units are more noticeable, usually leaking a few drops per minute out the end of the gland. If the product in the tank is toxic, or is otherwise environmentally undesirable, a mechanical seal may be a better choice.

Sharpe & Ethanol: The perfect mix

Steve Drury - Seattle
(with excerpts courtesy of Pacific Ethanol)

Pacific Ethanol, Inc., the largest West Coast-based marketer and producer of ethanol, had the grand opening of their 40 Million Gallon/Year Production Facility in Boardman, OR on October 5.

Agitators for this project were supplied by Sharpe Mixers through Delta-T Corp. out of Williamsburg, VA, who were responsible for the technology license, basic design, equipment, operator training, and start-up.



Some of the mixer drives supplied to Delta-T

Ford, Bacon, & Davis consulted on the project. Bibb Ragland of FB&D reported that this project started up 20 days after mechanical completion, a very impressive timeline.

Neil Koehler, CEO and President of Pacific Ethanol, observed, "We've had a very successful start up and now are running at levels above design capacity."

Pacific Ethanol's new production facility in Boardman provides ethanol to meet the current City of Portland's Renewable Fuels Standard (RFS) and will help supply fuel for the implementation of Oregon's upcoming RFS slated to begin January 1, 2008. In addition to supplying the Northwest fuel markets, the plant produces 350,000 tons of wet distillers grains, an important feed ingredient to Northwest dairy and beef producers.

The main reason Sharpe Mixers got this order was due to quality issues and late deliveries from Delta T's previous mixer supplier and good experience with Sharpe Mixers on other projects by the Delta T project engineer. Along with the 13 mixers on this order, Sharpe Mixers supplied 42 more units on identical projects for Stockton and Calipatria, CA and Burley, ID. 🌐

