GRANNY

St. Louis - General Offices

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GRB/RD/NTJ/SS
F. T. Nemits - LOS ANGELES
G. Hicks - SANTA CLARA

Granny Goose Company -
THERMINOL Potential

D. R. Pogue - LOS ANGELES

Don, I want to offer my congratulations on your letter to Bob Lukaris of Granny Goose Company spelling out the heating requirements for cooking french fries to which we committed ourselves when visiting with this company on November 8. I was particularly pleased to see that at least one of our field people is not afraid to venture out and make a comparative estimate of this sort in an attempt to sell THERMINOL.

As a matter of curiosity, I roughed out numbers for the cost comparison based on the data supplied by Lukaris; and, basing my numbers on 2,000 pounds per hour of french fries out of the process with an initial water content requiring removal of 34%, and, with heat losses calculated on partially cooking the product, and, including those heat losses to ambient temperatures, I arrived at a system of 70% efficiency requiring 2.8 million BTU per hour. So, we are very close in total heat requirement.

I turned to my Vapor Corporation catalog which conveniently lists both liquid phase and steam generating systems, along with their respective costs, and find that a Vapor heater burning natural gas with FIA controls and a 150 gallon per minute pump rated at 20 HP will cost $11,000. A comparable steam system rated at 75 boiler HP with a 200 p.s.i. pressure rating to achieve sufficient Delta T to maintain cooking oil temperature and burning natural gas with FIA controls and including a feed and water pump kit costs $8,750.

I get somewhat less of a spread in comparative costs of the two systems than you included in your letter; but the important thing to consider, and you certainly did an excellent job, is spelling out the many benefits derived both in the cooking process and in operating costs by utilizing a THERMINOL system over the steam system.

Again, I am quite proud of your effort, and you have my warm congratulations. I wonder how we might get the other field salesmen to undertake this sort of effort with their THERMINOL contacts? Best personal regards,

Don Roush

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