

## Must-transfer pump boosts productivity, cuts maintenance costs.

Founded in 1900, Beaulieu Vineyards (BV) in Napa CA has 1,100 acres of vineyards in production. In 2000, they won the coveted “Winery of the Year” award from a prestigious wine magazine.

Beaulieu Vineyards owns most of its acreage, giving the winery direct control of its crops. During a recent harvest, the winery processed 5,000 tons of white grapes and 3,500 tons of red grapes. Throughout crush, they typically operate two shifts a day, seven days a week.

### **The starting situation**

In years past, BV had been experiencing high maintenance costs and sluggish throughput capacity with the rotary-lobe pumps it was using to transfer white and red grape must from receiving hoppers through crusher-destemmers to one of the winery’s four heavy presses.

The problem was twofold:

1. Material other than grapes (MOG) would, on occasion, cause major damage to a pump (dry grapes would create airlocks, blocking product flow through the pumps), and
2. the units could not transfer must fast enough to keep pace with BV’s crushers, causing delays to trucks coming in from the vineyards, which had to wait extra time at the winery before unloading their grapes.



**Beaulieu’s BT 130-6L open  
hopper must pump sits  
beneath the destemmer, ready  
for another harvest season**

### The solution

Vineyard management turned to R.F. MacDonald Company, a regional fluids handling firm based in Hayward, CA, which supplied the vintner with a BT 130-6L seepex open hopper progressive cavity pump. With a rated capacity of 300 gpm (75 tons per hour), the unit has a (300) stainless steel housing and rotor, and a resilient stator.

The cleaning of the pumps after every charge is important for a hygienic application. For this purpose the pumps are equipped with a CIP-connection. This system (Cleaning in Place) allows the entire cleaning of the pump without the need to disassemble it.

### The benefit

The new must-transfer operation at BV now proceeds smoothly and efficiently. There have been no major maintenance problems since the seepex pump was installed. The new pump has also sped up throughput. The rotary-lobe pumps had been slowing down production because each unit could transfer only 40 to 42 tons per hour, less than a crusher's 50 ton per hour capacity, which the pc pump handles with ease. This translates, according to BV personnel, into a gain of 2-3 hours per day per truck driver; the driver's last load is typically at 4 p.m. rather than 7 p.m.

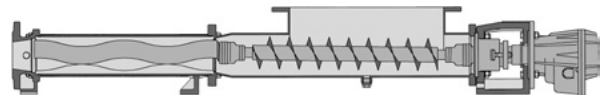
Beaulieu Vineyards reports that the practically "failsafe" seepex pump paid for itself in its first 24 months of operation because of increased productivity, more efficient use of manpower and fewer equipment repairs.

### Key Facts

- No manpower downtime
- Faster must throughput
- Few repairs

### Significant Cost Savings

- Less than 24 month capital payback
- Production capacity increased



### Installed Pump Type

- Range BT

And what can we get flowing for you? Your nearest contact:

Or visit [www.seepex.com](http://www.seepex.com)