

UPDATE



NORTH AMERICAN SAFETY VALVE

Summer 2019

From the
President's Desk



Allen Tanis
President

“To sell the kind of safety valves that are used in a process, you need to ask as many questions as possible.”

Safety Valve 102

Earlier this year, I shared a little product education on safety valves that can make you look really smart to customers, which usually means more orders for everything you sell.

Well, class is back in session and here comes the judge. I guess I am showing my age.

Adding a bellows to a valve

We talked last time about direct acting safety valves. The plain-Jane type. Today I'm going to talk about what happens when you add a bellows to the valve.

These are the kind of valves used by refineries, petrochemical plants, natural gas plants and the like where there is a process. To sell to these folks, you need to ask as many questions as possible.

- Is the outlet piped away or vented to the atmosphere?
- If it's piped away, is it a straight run or is it going up to a tank?
- Ask for a spec sheet with the makeup of the fluid, relieving temperature, viscosity, set pressure, required flow rate, and if there is any back pressure.
- Is the back-pressure constant or variable?
- If the back pressure is constant, how much do you have?

A safety valve is two pieces of metal pushed together by a force. Normally this force is the spring pushing down on the disc but if there is constant back pressure, that pressure also comes back on the disc from the outlet process. If the valve is to be set at 100 psig and constant back pressure is 15 psig, then we set the valve at 85 psig and indicate on the nameplate that there is 15 psig of back pressure.

Know how the piping is arranged

Knowing how the piping is arranged is important because there may be variable back pressure. For example, if the safety valve is protecting a pump and the outlet piping goes up 25 feet to a tank, when the relief valve goes off most of the fluid will dump into the tank. However, not all of it will make it and will come back on the safety valve.

In this case, the back pressure might be 10 psig most of the time but it is possible that it will vary up to 25 psig or 50 psig. The variation is created because of the varying level of product in the tank. If the tank is low, most of the fluid will be captured in the tank. But if the tank is three-quarters full, a lot more of the product coming back on the safety valve with more force than usual.

How to deal with back pressure

To deal with variable back pressure, a bellows is put inside of the valve. It works so



Installing bellows isolates the spring chamber from any back pressure.

Continued next page

well there is no compensation when you set the valve. So, if the valve is set at 200 and you have 50 psig of variable back pressure, you set the valve at 200 because the bellows negates the back pressure. If you didn't put a bellows in and you set it at 200, then it would go off at different pressures because of the variable back pressure.

The bellows also isolates the top part of the valve from the bottom part. If the product is corrosive, only stainless steel can come into contact with it. By putting a bellows in the valve, your customer can buy a half stainless valve and save some money because the bellows will prevent the product from getting up into the spring housing.

Know what is going through a safety valve

It is important to always find out what is going through a safety valve. If it is a light gas, such as hydrogen or helium, then an O-ring disc is required to

prevent leaks. Anhydrous ammonia in gas form is another problem child that needs a soft seat. If the process is a slurry, an O-ring will help avoid extra problems.

One more thing: It is good to know if



Bellows come in various sizes for each valve's needs.

the safety valve is mounted on top of a rupture disc. A rupture disc will cut down on the flow rate of the safety valve. Knowing there is a rupture disc will help size the proper valve. A rupture disc holds tighter than a safety valve but if it goes off, there is no protection until they can shut down to replace the disc. That is why many times a safety valve is put on top of the

rupture disc.

Well, class, that's enough for today. There won't be any pop quizzes on this material. Just more orders and money in your pocket because customers like buying from smart people.

We know you have a choice where you buy your safety valves. You might leave us for a while, but we are pretty damn good at what we do, and we'll be happy to see you when you come back. I might curse at you under my breath for listening to someone else and being lured to the dark side, but we will always welcome you home.

Stay healthy and happy, and please come by to see our new facilities. They are second to none, and you can even look at our beautiful new Consolidated 2700 series, 1700 series for high pressure boilers and P1 trim valves for economizers.

Allen Tamis

NASVI Welcomes New Sales Team Member



**Contact our sales team at
(800) 800-8882 or
sales@nasvi.com**

and give us a chance to go on the hunt for the valves you need.

Christina Sloss, one of North American Safety Valve's new application engineers, is also new to Kansas City. She and her boyfriend took a leap of faith and moved across the country from Houston, Texas, for a promotion he accepted with his company. She's grateful to have found North American Safety Valve just a month after moving to town. "There is never a dull moment here, whether it is sizing valves for rush orders or someone singing down the hall," she says. "It's just another day in paradise."

No stranger to new cities, Christina received her B.S. degree in Agricultural Science from the University of Hawaii. Leaving Hawaii

after six years in paradise was a tough decision, but she is glad she was able to spend priceless time with her big extended family in Houston. In fact, it was working in the family trade that she gained six years of experience selling instrumentation valves and fittings, leading her to a rewarding career.

When Christina isn't at work, you can find her digging in her vegetable garden, learning about native plants or pruning fruit trees. She is an avid gardener and environmental advocate. She said, "I am thoroughly enjoying getting to know Kansas City and laying down new roots."

The next time they ask for a new safety valve fast, call NASVI!

Not a week goes by that at least one caller asks, "Do you know where I can get new safety valves?" We always answer yes. Then we ask them the kind of valve they need, its set pressure and where they want it shipped. The response is always the same. "I didn't know NASVI had new safety valves."

Yes, NASVI has new safety valves. In fact, we have the largest inventory and selection of safety and relief valves in the country. And most can be set and shipped the same day from our centrally located warehouse and repair facility.

We do our best to have the right valves in stock and available for immediate shipment. Most companies base their inventory on the principle of having some every day, regular items and making the customer wait for anything out of the ordinary.

Our view? Selling from an empty wagon is an empty promise. So on our shelves you'll find safety valves from 1/4" up to 12" in brass/bronze, carbon steel, stainless steel, and even some hard-to-find metals like Hastelloy and Monel.

In addition to our large inventory of new valves, we also offer remanufactured valves. These are available at a substantial discount, which makes them a high quality and higher profit option. Most of our remanufactured inventory is carbon or stainless steel flanged valves.

And there's still another option - our reliable on-site repair facility. All in all, you're able to give your customers maximum choice when you call on us.

The next time your customer asks if you can get a new safety valve fast, give us a call. You'll impress him with a good price and you can promise that fast delivery he wanted.



Offer The Remanufactured Alternative & Look Like A Genius!

In the past few years, many companies have found that it makes sense to rely on remanufactured safety valves. For most industrial uses, remanufactured valves offer excellent availability and are extremely cost effective without compromising quality or safety.

Now you can be part of this growing trend by offering remanufactured steel flanged safety valves. We have the facilities and extensive experience in all areas of safety valve repair and remanufacturing.

During the remanufacturing process, all valves receive

the utmost attention to ensure they meet original specifications. Our quality control program allows our personnel to carefully monitor all steps of the remanufacturing process to assure the highest quality. And all remanufactured valves are guaranteed for two full years on both parts and workmanship.

As with our new valves, computer-aided ordering and parts inventory ensure a fast, reliable turnaround for remanufactured valves.

The only differences between remanufactured valves and new OEM valves is the cost - about one-half - and the warranty - two years.

To learn more about remanufactured valves and how they can work in your customer's applications, call a NASVI application engineer today.





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If we mailed this to someone that is no longer at this address, please email us at:
sales@NASVI.com
Include the name and company for removal.
Thanks for your help!

We're here to help you *profit* from selling safety valves.

Recently we got a call from a distributor's salesman. He was in a customer's office and he got a safety valve question he couldn't answer. The customer wanted to know why some new valves come with two nameplates and the words "repaired by" on one.

He gave NASVI a call. His application engineer had the answer. One is the original manufacturer's nameplate. The second "repaired by" plate will be stamped with the VR symbol of the National Board. The National Board considers anything done to a valve "new or used" that will affect the pressure setting, function or capacity of a repair. This also includes replacing any integral part (such as changing a spring). Therefore, a VR symbol



nameplate is applied to any coded new valve that is reset by someone who does not hold assemblers stamps for that valve. This is a confusing and misleading system. However, this is done to ensure the code integrity of the valve.

Our valuable advice is always free and as close as your phone. Simply call **1-800-800-8882** or visit us on the web at www.nasvi.com.



North American Safety Valve Industries, Inc.

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- New Safety Valves
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