FUTURE APPLES

This year Mother Nature will provide us with an abundant apple crop as our orchards are heavy with fruit; however, we will pay more money for apples than we did for last year’s. Why? There are fewer farmers/distributors and processors, which is less competition for apples, meaning higher apple prices. Now, the applesauce man will do very well, he will make more money, but these extra profits will not be passed on to the consumer, and the consumer will wonder why the apples this year are not less expensive as the understanding of historical supply/demand curves have been understood in the past.

The point of this discussion is simple. The mechanical fabric of today's complex economy often does not follow conventional thinking. Benefits and/or disadvantages to consumers have to be understood to navigate the future. There are many articles being written suggesting the plastics industry, chemical industry, power industry, and even pulp and paper industry may be flourishing from the availability of inexpensive shale gas being produced in the US. Yes, benefits will come in the coming years but they will not come immediately because of the apple discussion mentioned above. For example, the polyethylene industry (the raw material for plastics) should boom. It will not, however, because poly is controlled by two major companies, both of whom have not passed on cost savings of this raw material to the customer base.

What makes this discussion even more complex is the Federal government has mandated and put in so many regulations in certain industrial sectors including the

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plastics, chemical and power industries that only a few companies will participate moving forward.

We know that the economy will grow only due to consumer spending, but to spend one must increase salaries, and although in some industries it looks good now, it may take a long time to come. What economies need is more players in every sector without government intervention. This will come in time and we hope the new shale gas plays will be a wonderful example of future growth if all works well over the next 5-7 years. Whenever our industrial growth comes Flow Safe is ready now to support our industries.

Kind regards,

Kevin P. Martin

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**FLOW SAFE F84L SERIES RELIEF VALVES**

**MEETING API 614 LUBE OIL SKID REQUIREMENTS**

Paragraph 1.4.15 from API 614th-4th Edition details the requirements for relief valve application as follows.

Oil pressure limiting valves (relief valves) shall be pressure-modulating devices as opposed to snap-acting or pop type safety relief valves, with pressure increase proportional to flow above the valve cracking pressure that pressure which the valve begins to open. The minimum pressure limiting valve cracking pressure shall be 10% or 1.7 Bar, higher than the highest required operating pressure, whichever is greater. Pressure limiting valves (relief valves) should not be used for continuous pressure regulation.

The F84L Liquid Relief Valve is not considered to be a snap-acting or a pop type safety relief valve, unlike the Flow Safe F84/F85 Series gas valves and/or a pilot operated valve selection with snap-action pilot. The F84L Series valve initially opens in proportion to flow after the valve cracks (modulates) open, a point roughly corresponding to nameplate set pressure. This results in smooth modulation up to the gush point about 107.5% of nameplate set pressure, at which time the spindle rapidly opens to full lift, resembling a mode of operation described as pop.

The following is the description of set pressure in discussing the F84L Series liquid valve, as it truly meets the requirements set forth in API 614.

**F84L SERIES (Liquid Service)**

For the F84L Series, set point is defined as 93% of the pop (or gush) point. During the relieving cycle of a spring-operated, liquid service valve, the valve initially cracks, then begins to flow continuously up to the gush point. Because the pressure when continuous flow starts can vary, Flow Safe uses the gush point as a more specific reference pressure from which the set point is determined. Theoretically, this 93% of “gush” point and the first continuous flow pressure are nearly, if not exactly, the same. Other manufacturers typically define set pressure as "first steady stream." First crack is not used as it typically is not continuous and of not a very significant amount.

Full open is then within 110% of the set point, or about 2% above the pop (or gush) point. NB Red Book definition of set pressure: "93% of pop."
Did you know that Flow Safe provides more information on their name plates than ASME Sec "UG-129" requires? This fact is important to Flow Safe because we care about our customers knowing as much information as possible when visually looking at our valves in the field. Furthermore, the extra information on our name plates will allow the user faster retrieval of detailed manufacturing, testing, and application (sizing) history. Flow Safe builds cost effective repairable valves intended for long-term installed value.

**Mandatory Marking to ASME UG-129**

- Manufacturer's Name (Flow Safe, Inc.)
- Valve Type (F7350)
- Size (4 X 6)
- Set Pressure (1200 psig)
- Capacity (230316 SCFM Air) at 60F
- Year Built (2003)
- ASME Stamp (UV)

**Additional Markings by Flow Safe**

- Part Number (F7350120406FSS) Complete
- Serial Number (F20031643)
- Service (Gas, Liquid)
- Trim (Viton, Kalrez, etc.)

Many of us experience depression when told we lost a bid on price. By understanding the performance Flow Safe brings to the application, and now knowing we provide very useful information on our name plates, maybe this will be enough to secure that bid. Spread the word, now go to it!

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**VINCE LOMBARDI QUOTES**

(As they relate to Flow Safe Valves)

1) “It’s not whether you get knocked down, it’s whether you get up”
2) “Perfection is not attainable. But if we chase perfection, we can catch excellence”
3) “The harder you work, the harder it is to surrender”
4) “If you aren’t fired with enthusiasm, you’ll be fired with enthusiasm”
5) “Winning is not a sometime thing, it is an all the time thing - you don’t do things right once in a while, you do them right all the time”
Deciding Who Gets The Business

My first real job after college was with UCC-Linde, now called Praxair in Tonawanda, NY, as a purchasing agent. Evaluating proposals to determine who got orders in a fair manner was the main focus. Flow Safe sales people should understand the following comparative topics to increase their order percentages:

Delivery: The dynamics of manufacturing can make your head spin. Valve lead times depend on material sourcing, machining, inspection, shop load, assembly, labor and final testing. Efficiencies in all of these areas and others result in dependable standard lead times. Make your customers aware of standard deliveries and to buy earlier in the project schedule. For common/repetitive valves, negotiate a stocking program through Flow Safe Supply. Clients’ project schedules should be one of the very first questions to ask during your sales calls!!

Price: We all know if you buy a plane ticket to Australia one day before departure the price will be significantly greater than buying four months prior. The value that Flow Safe provides is the summation of all four comparative topics. Specific to Flow Safe when evaluating price is valve performance to the application. Both technical topics must involve the specifying engineer for honest comparison to others.

Quality: Flow Safe has resisted the low cost temptation of sourcing outside America because we consider quality to be extremely important. Assure the customer that Flow Safe valves comply with all codes, NDE’s, latest hydro requirements and full inspection prior to shipment.

Design and Performance: The Flow Safe valve design provides application solutions that most others cannot handle or come close to. When deciding on which valve manufacturer to choose, it’s essential to recognize that operating close to set point, extreme high pressure, cryo temperatures, adjustable blowdown, zero seat leakage, capacity and repeatability are just a few performance benefits that Flow Safe provides. Flow Safe is the experienced high performance leader.

Much time, effort and cost go into quotations and ensuring that your customers are aware of the four topics above in advance will help the decision process concerning:

"Who Got the Business"

Enjoy the Fall!!

Gary S. Beckett

www.flowsafe.com