

“Heads Up”

A quarterly newsletter from R.M. Headlee for the purpose of customer and principal communications, sharing best application methods, product features and benefits and doing what it takes to achieve complete customer satisfaction.

RMH NEWS

Welcome to our first newsletter. We hope to share much about R.M. Headlee, our Principals & updating our customers on our capabilities. In 2019 we will continue focus on our core business and adding a few more markets making for a well-rounded model allowing us growth while meeting customer expectations. R.M.Headlee is a Sales, Service and Value Add supplier much more than a typical valve automation center (VAC). Our goal is that clients remember and contact us when they have an application, tough question or RFQ. The entire R.M.Headlee team has the experience and training to get you answers that are accurate. Allow us to earn your business. Please visit our web site to view our quality product lines: www.rmheadlee.com

APPLICATION GUIDELINES

In my mind, application might be the most important aspect of a salesman’s job. Asking for and understanding the “ Need To Know “ information to properly and safely select valves, actuators, controls, etc.... is extremely important. My goodness: Temperature-Pressure-Flow-Speed of response-compatibility of materials to the process-Code compliance-Certifications- Indoor / Outdoor installation concerns-Cyber Security-Info Terms-Spare parts, allow systems to run efficiently with long trouble free life. Solid application also keeps our Legal friends away as well. Good application will also help us win your trust and business. So, know in advance, when you contact R.M.Headlee our many questions are to achieve the objective of proper application of our products to your specification.

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**Application
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**Technically
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TECHNICALLY SPEAKING

Over the years I have known many seasoned Ball Valve salesman who have confused “ Double Block & Bleed (DB&B) “ with “Single Piston Effect (SPE) & Double Piston Effect (DPE) Seats “. These two features are important to understand when evaluating API-6D Trunnion Ball Valves. DB&B means the body cavity can be vented or blown down when the ball position is either full open or full closed. The upper and lower trunnions connected to the ball prevent movement thus trapping pressure in the cavity. Using a body bleed port venting can be accomplished and a nice way to check seat tightness or leave open when working downstream of the valve assuring no media gets past the valve. As there are two seats in a trunnion ball valve this is where “ Double Block “ comes from. “ B “ for bleed is for the body cavity. So, “ DB&B “ has nothing to do with seat style. SPE seats are often called burping seats. When differential pressure inside the body cavity reaches say 150-200 psig the seat mechanism moves allowing pressure to vent or burp to the lower pressure side of the ball, either the upstream or downstream side. DPE seats do not vent or burp the body cavity. DPE seat design is gaining more and more traction with pipeline users and Utilities as the non-burping benefit is safer especially in hydrocarbon media’s. Zero leakage downstream is particularly critical when people are working downstream.

DID YOU KNOW

- Specialty gases are transported via trucks in a cryo-liquid state due to the fact of the fluid having a 800:1 expansion ratio when going from -320F to 70F.
- Only Full port ball valves should be used under safety relief valves
- When sizing actuators always ask the valve manufacturer for into the & out of the seat torque, what safety factor used for dry or liquid media’s, cold or hot outdoor installations and finally maximum allowable stem torque (MAST). Actuators having a torque above MAST can snap or twist the valve stem and or crack the valve body.
- A man got hit in the head with a can of 7-up. He’s alright though, it was a soft drink.

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FINAL COMMENTS

My son Patrick called me Christmas morning in panic mode stating his basement was flooded due to a sump pump issue. Being his good old Dad and living just 7 miles from the young lad I said “ Let me ponder the situation and call you back in 10 min’s “ During those 600 seconds it occurred to me that I had two sump pumps in my basement and after 2 hr’s of father / son man to man time, problem averted and he was able to make his in-laws dinner then mine later that afternoon. Many times the best time to buy spares or suggested parts for a valve or actuator is up front at time of the original order. Plant outages due to a leaking or destroyed valve seat or actuator o-ring could pay huge dividends if you have back-up parts to maintain your equipment.

Us Buffalonians are a hardy bunch. Last week we had negative temperatures and 2 ft. of snow. We then had 60mph wind gusts making driving to make sales calls so much fun. We always encourage our customers to visit us, tour of facility and enjoy our large conference room for training or reviewing specifications. Here’s hoping all who read the newsletter good health, profitable stable business and warm weather soon.

The Best from the: “ R.M.Headlee Team “



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