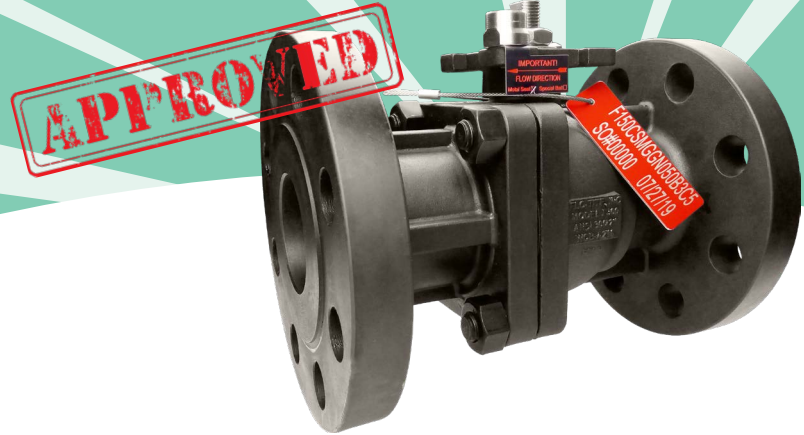




Customized Metal Seat Project



Process Conditions

Industry	Oil Refining
Application	Coker Unit
Size	2"-3"
Pressure	120 PSI
Valve Model	Metal Seated F 150 and F 300 series
Media	Hydrocarbon
Value of the Project	\$150,000
Quantity	33 3" and 36 2"
Problem	A prominent metal seated valve company quoted the end user a quick lead time. When the end user went to put a PO in, the competitor said they couldn't meet the lead time, and the end user could not find anyone who had the capability of fulfilling their customized, metal seat order, until they contacted Flo-Tite.
Flo-Tite's Solution	The first partial shipment was due in four weeks; a quantity of 33 3" and 12 2". With this partial shipment, we used balls and seats we had in stock which improved our lead time significantly. <i>Flo-Tite was two weeks early with delivery.</i> With the second part of the shipment, which consisted of 24 2" metal seated valves, we had to order material, machine seats, and lap balls to send out for plating. We lost a week and a half because UPS lost the seat material. When the material finally arrived, The Flo-Tite Team worked hard and was still able to ship <i>three days ahead of schedule.</i>



Flo-tite offers a consistent metal seated product, excellent lead times, and economical pricing.