



VORTEX IRIS VALVE HANDLING POWDERED GLASS

Customer: Company policy dictates name cannot be used

Material: Powdered glass

Application: Convey abrasive powder beneath tote system

Challenge: Convince customer that not all iris valves are manufactured similarly.

Valve: Vortex Iris Valve
Model UB12IP-UR

Results:



A company who had never done business with Vortex called to inquire about the new iris valve they saw advertised. They had used iris valves from two different manufacturers and had not been comfortable with either company's pricing or valve mechanics.

The application for the valve is an installation beneath a tote handling powdered glass. The customer had experimented with different sleeve materials and found that a urethane-coated sleeve gave them longer wear with their abrasive powder. They also liked the infinite position design, since the flow rate of powder was frequently changed as it was discharged from the bin.

As the company was not acquainted with Vortex, the sales engineer handling the inquiry suggested they purchase a single UB12IP-UR with extended 60 day billing terms. This would give the company an opportunity to become more familiar with the valve before ordering additional valves for their application.

They liked the valve so well that 14 more were immediately ordered. They have standardized on the Vortex valve design for future purchases.