



Stainless Steel Ball Valves

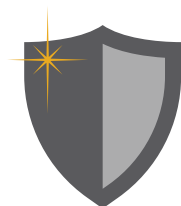
WHAT ARE BALL VALVES?

Ball valves use a handle to turn a ball in the valve, with a hole or port through it. The ball is used to allow or prevent flow through the valve depending on its position.

If the hole is aligned with the pipe, flow continues through the valve; if the hole is perpendicular to the pipe, flow will stop at the valve.



STAINLESS STEEL BENEFITS



Corrosion Resistant

As corrosion resistant as brass with considerably more benefits. 304 grade stainless steel is excellent for highly acidic and variable water conditions.



Less Turbulence = Less Friction Loss

Our elbows have a sweep which reduces both friction loss and turbulence found in most other 90° elbows.



Superior Strength

A stronger fitting means better water hammer resistance and less chance of fitting failure. Our grade 300 fittings can withstand 240lbs of force. No zinc; no dezincification.

CUSTOMER OBJECTIONS



“Stainless steel is more expensive than brass”

Explain the benefits of stainless steel and how its actually not that much more (if it even is) than brass. Stainless steel is much tougher which results in longevity.

“Stainless Steel leaks”

That is why pipe compound and tape used together for SS threads is recommended. This is also good practice when sealing no lead brass fittings.

“I’ve been using brass for years and have never had an issue.”

Compared to Stainless Steel Brass does not have the same strength or longevity. You will probably find yourself replacing your Brass much sooner than you would Stainless Steel. This will also cost you more money in the long run.

304 VS 316

304

Grade 304 is the most common “General Purpose” Austenitic” stainless steel.

It is commonly used in plumbing residential, commercial water well and potable water plumbing installations.



316

Grade 316 is more corrosion resistant than 304 due to it’s higher nickel and lower chromium content.

It is commonly used is marine, food processing, chemical & pharmaceutical equipment and other non-potable water applications. Also ideal for all potable water systems.



UPSELL OPPORTUNITIES

Upsell Them to 100% Stainless Steel

Stainless steel has many benefits, so move your customer from a Brass or PVC to Stainless Steel or from a 304 to 316 depending on the application.

From 304 to 316

316 Heavy stainless steel has a variety of benefits over 304. If a customer is buying 304 try upselling to a 316 depending on their application.

Stainless Steel PTFE Thread Seal Tape & Gray Magic Pipe Thread Compound

If they are buying SS threaded fittings from you, they will need proper ss PTFE tape and gray magic pipe compound to ensure a secure seal.