

BOLA-TEK

STAINLESS STEEL & CARBON STEEL

- **BALL VALVES**
- **VALVES (GATE/ GLOBE/ CHECK)**
- **OEM ITEMS (BALLS/ STEMS)**
- **FITTINGS & FLANGES**

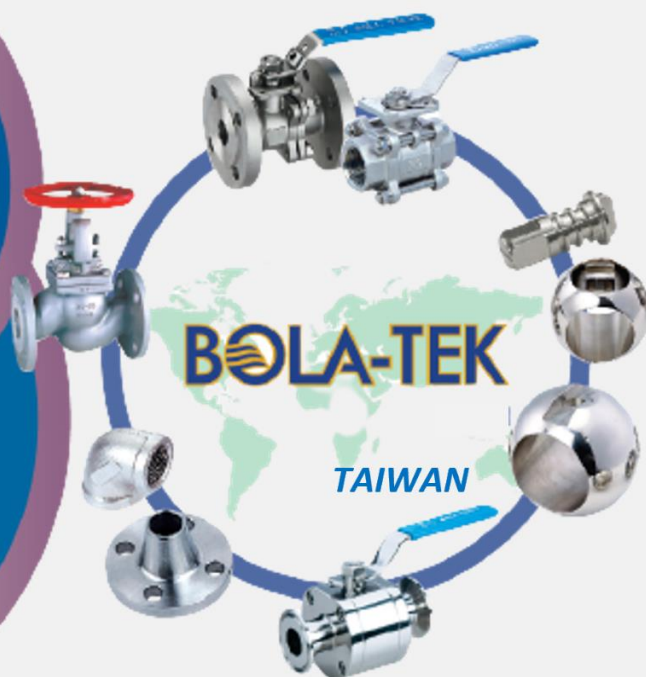
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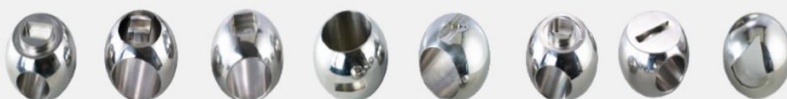
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BOLA-TEK MFG. CO., LTD.

Selecting the Right Valve for the Right Application

Valves play an important role in many industrial and commercial operations, but not all valves are the same. Not only do they serve many diverse purposes and fit myriad different types of applications, but valves are also manufactured in different countries, made with various types of materials and produced with different quality standards. This FAQ will explore some of the key elements you'll want to consider when procuring or specifying valves.



1

How

does an engineer know that it's time to replace a valve?

There are some clear signs when valve replacement is necessary, but some of those signals may be also subtle. Things to watch out for include leakage, seat erosion, modulation, and reduced operation working life (i.e., the valve is no longer operating like it should). If a valve is corroded to the point that a leak has formed, for example, this usually indicates that the product has reached the end of its useful life and is in need of replacement. Other key points to factor in include just how many hours per day the valve is in use; the chemicals or other substances that it's exposed to; and its actual age (an older valve will require more preventative maintenance and inspection than a newer product).



2

How

can procurement best compare valve costs?

The two best comparison points are price and quality. Where some suppliers will offer extremely low prices to attract customers, the quality of their products may be questionable. As with anything, procurement should focus on striking a balance between these two important points. As a rule, Bola-Tek insists on product quality as a priority and offers reasonable prices that protect customers' rights.



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What

new innovations or opportunities are we seeing from the valve manufacturing space right now?



One of the latest trends involves customized solutions that meet a specific customer's needs. At Bola-Tek, we maintain a high level of interaction with our customers and are prepared to provide solutions in response to design changes. In addition to the valve design, our technical department also makes proper recommendations on how to use parts. For example, one recent customer needed a V-port ball design, with the roughness of the V-shaped machining surface needing to be reduced to a very fine level. Aside from the difficulty of processing, the cost associated with this request was also extremely high. In response, we moved to using a cast design after discussing the actual application and requirements with the customer. We not only helped the buyer cut costs, but we also shortened the production process while maintaining the same high quality. This customer—among others that we've worked with in a similar manner—was very pleased with our proactive approach to asking questions, understanding problems, and providing good customer support through the process.

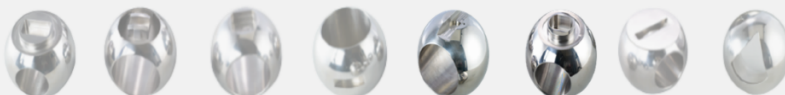
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How

does customization help procurement and engineering get the right valve for the right application?



In the case of some OEM customers, and along with manufacturing according to customer specifications, our design department will communicate with customers promptly to discuss any problems or better designs—and with the hope of improving product quality. We recently had a customer in France ask us to design a new product. The request was for an elevation design with a 20mm height nut that is too thick and difficult to produce. That's because if we open a mold, we incur additional costs that directly impact the unit cost and make it too high. After communicating with the customer, we suggested using 10mm /2piece welding instead of 20mm. This was the customer's original design, but our changes saved money and time while also keeping the unit price low. The customer was very satisfied with the outcome.



5

What

other key points should someone keep in mind when procuring and /or specifying industrial valves?

The two other points that they'll want to consider when shopping around are product stability and service life. You want to make sure the valves you're buying and installing will support your operation as long as possible, and without sacrificing quality or productivity.



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What

differentiates Bola-Tek's products from anything else currently available on the market?



We stand out in a few different ways. For starters, we've been in the business for more than 20 years and we own a foundry. That means the majority of our products are original equipment manufacturer (OEM). Because we have our own casting factory, we can also provide customized castings or finished products to meet our customers' specific needs, as described above. Being one of the main manufacturers of valves in Taiwan, Bola-Tek produces all types of stainless steel valves (e.g., gate, globe, check, and Y-strainer) and ball valves. All of the products are guaranteed via ISO9001 and Pressure Equipment Director (PED), and designed for use in all industrial applications.

