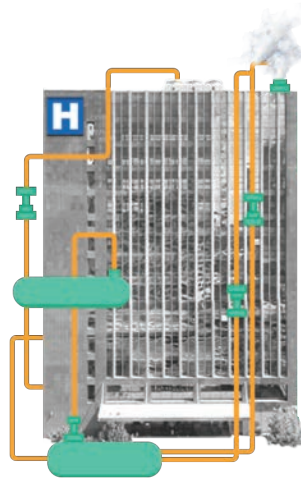


For Steam, Condenser & Chilled Water Isolation Applications, Consider Your Reliability Needs Solved.

A Major NYC Hospital Selects the Vanessa Valve as Its Standard for All Isolation Applications for Both Water and Steam

As with every major city hospital, this one serves a lot of people and has an old and demanding HVAC infrastructure, frequently in need of repair. Traditionally, Control Associates has been its go-to supplier for pumps, valves, and related equipment. By delivering quality products and services over the years, our relationship has grown to that of a trusted advisor.



The chief engineer approached us with the challenge of isolating their critical condenser water pumps, so they could be removed and repaired—without the need to drain the entire system. Their current process consumed a lot of time and resources.

Proven Results

75%
Savings
in Repair Cost

12-Hour
Process
Eliminated


Safety/Reliability

Vanessa has become this customer's isolation standard for all water and steam isolation applications. By upgrading to Vanessa from traditional butterfly and rising stem gate valves, this hospital has eliminated an unnecessary 12-hour process of having to drain their entire system for each repair—saving them 75% of their pump repair costs moving forward, while also increasing safety and reliability at their site.

Total Cost of Ownership: A Good, Better, Best Conversation

We always like to present options. The customer could have replaced their valves in-kind but knowing the criticality of the application and high cost of repairs, we offered the following options:

A GOOD SOLUTION

Keystone™ 222 Resilient Seated Butterfly Valves

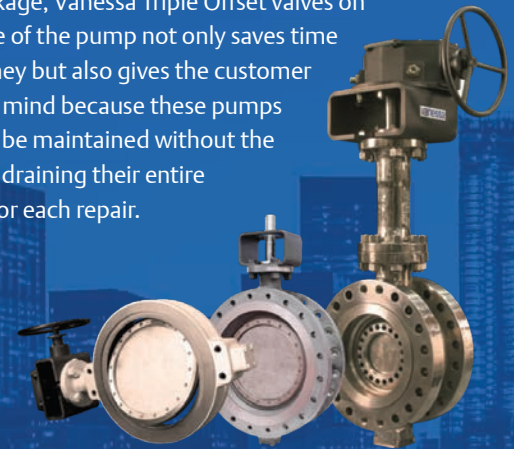
A BETTER SOLUTION

Keystone™ K-LOK High Performance Butterfly Valves

THE BEST SOLUTION

Vanessa™ Series 30,000 Triple Offset Valves

After discussing the features and benefits of each, the decision was clear: Installing zero-leakage, Vanessa Triple Offset valves on each side of the pump not only saves time and money but also gives the customer peace of mind because these pumps can now be maintained without the worry of draining their entire system for each repair.



Vanessa Series 30,000 Triple Offset Valves are individually tested for zero leakage. These robust stellite-seated valves are offered in lug or gate face-to-face patterns.