

UPDATE

NORTH AMERICAN SAFETY VALVE

Summer 2020

From the
President's Desk



Allen Tanis
President

*Here's the truth:
They cannot
expect low
prices, fast
service and
slow pay.*

The Truth Will Set You Free

Five years ago, I wrote that the bean counters were trying to push you around with their slow pay strategies. Because of the virus, the excuses asking for another 30 days to pay are rolling in.

Here's the truth: They cannot expect low prices, fast service and slow pay.

For those of you who may need a little help, please don't turn down the potential for a large sale because you don't want to hassle with the slow pay stuff. We can bill your customer and pay you your profit when we get paid. We will mark our computer that they are your customer. If they try to go behind your back, you are covered. Obviously, the customer will have to pass a credit check, you can still make a sale.

Here's some more truth: 80% of our sales are new factory-fresh safety valves. We sell remanufactured valves that look new. And we sell surplus valves, which are technically new but we have to call them "new surplus" even though they look like they just came from the factory.

A customer called today looking for a little help on a large quote. I told him I could really get his contractor over the hump with some new surplus valves. He informed me that new surplus was not allowed at the University. The truth is NASA buys used valves to launch men and women into space.

We are so sure our remanufactured valves will look and perform like new that we offer an unconditional guarantee. If your customer doesn't like the valve for any reason within five days of receipt, they can send the valve back for full credit and we will pay the freight both ways.

I have heard that the end users don't like remanufactured valves because they aren't sure what impurities are in the castings. We take the valves apart and cook them in our acid hot tank. If that doesn't take care of the problem, nothing will.

For steel flanged valves, we also offer an exchange program. They buy a remanufactured valve, take the old valve off and put ours on. Then they send in the old valve for repair.

We also can repair valves in our shop or come to the plant to test only and/or repair valves. There are no "laws" saying how often a safety valve needs to be checked, but every three years is a good guide.

It was tough in 1983 when there was an oil shortage; 9/11/01 wasn't good and the economic crisis in 2008 was not pleasant. And now here we are again with the COVID-19 MESS. There are always winners in a crisis but this was a major mess. Hopefully, we will learn from this and go on and be better for it.

Stay healthy and safe. We really appreciate all of the business. The truth will set you free.

*Allen
Tanis*

Summer Repair Season Can Add Profits in Your Pocket

Offer NASVI's quick turnaround on repair and testing services.

At NASVI, our repair services are designed to keep:

- 1 **Your customer's safety and relief valves at peak operating efficiency, and**
- 2 **Put extra profits in your pocket.**



Over the years, our Service Center has proven popular with maintenance managers. It allows your customer's plant to have their valves repaired, serviced and set quickly, which minimizes downtime. They also like the service because it saves them money. You're already calling on the maintenance people; why not offer an additional service. NASVI handles all the logistics and you increase your sales.

NASVI's Service Center is equipped to handle any safety valve repair. Our factory-trained service personnel spot potential problems and recommend the most economical ways to solve them.

We maintain specifications on nearly

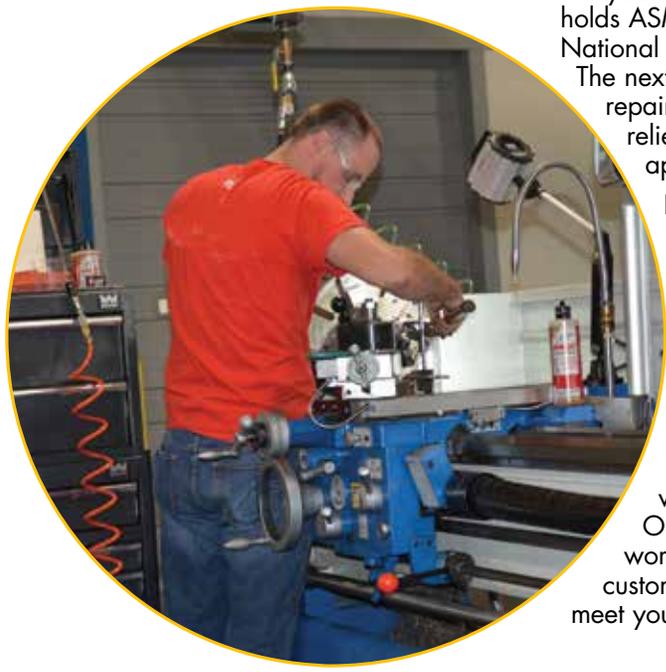
every safety valve ever made—allowing technicians to make repairs to exact specifications. The center has eight lathes on site, so technicians can restore tolerances on existing parts in quick order. If a part cannot be restored, it can generally be replaced from our extensive parts inventory. Once repairs are complete, valves are tested and then set at one of nine, fully equipped test stations. The boilers are on every day for testing steam valves. It's always ready, allowing us to set and ship your valves fast.

Our repair service also includes updating the valve to the latest design standard when necessary. All valves serviced in our repair facility carry a one-year standard warranty. NASVI holds ASME's V and UV stamps and National Board's NB and VR stamps.

The next time you get questions about repairing or upgrading safety or relief valves, give one of our application engineers a call.

It has always been a point of pride for the staff in the Service Center to get valves set, tested and out the door ahead of the requested ship date. With NASVI's Service Center, you can maximize your customer's uptime while saving them both time and money. One call to NASVI will provide quick solutions.

Our application engineers will work directly with you and your customer to customize a program to meet your customer's needs.



Wanted: Unemployed Valves

With thousands of safety valves in stock, you might not think NASVI would be looking for more valves. But we are. We'd like to put your customers' unused valves back to work.

On your next sales calls, keep an eye out for any valves that might be just sitting around.



Ask if they want them repaired. If they don't, ask if they would want to sell them.

We will buy any new safety valves, and used steel or stainless-steel flanged valves. If you find valves we'd be interested in, give us a call and we'll take it from there. If we buy the valves, your customers will end up with money in their pockets ... and so will you.

Drip Pan Elbows Can Add Extra Profit!



Add extra profit to your next steam application sale by recommending drip pan elbows. Most safety valve manufacturers recommend installing drip pan elbows on the discharge side of all steam safety valves.

North American Safety Valve stocks cast-iron drip pan elbows from 3/4 inch to 8 inch.

More Companies are Looking for Options that Save Dollars and Time.

Offer remanufactured safety valves and watch sales grow.

More companies today have found that it makes sense to rely on remanufactured safety valves. For most industrial uses, remanufactured valves offer excellent availability and are extremely cost effective without compromising quality or safety.

Now you can be part of this growing trend by offering remanufactured steel flanged safety valves with full confidence. We have the facilities and extensive experience in all areas of safety valve repair and remanufacturing.

When we remanufacture a safety valve, we:

- 1 Completely disassemble the valve, clean and inspect it.
- 2 Check every working part for signs of wear to ensure each part meets the manufacturer's tolerances.
- 3 Every valve gets a chemical bath in our hot tank to take out any impurities in the castings.
- 4 Sand blast castings and check for possible defects.
- 5 Face all flanges to a new finish.
- 6 Replace all gaskets, bolts and nuts.
- 7 Each safety valve is then reassembled and painted.
- 8 Subject the remanufactured safety valve to a series of tests ensuring it meets or exceeds new valve criteria.

Only then does it receive our full two-year warranty.

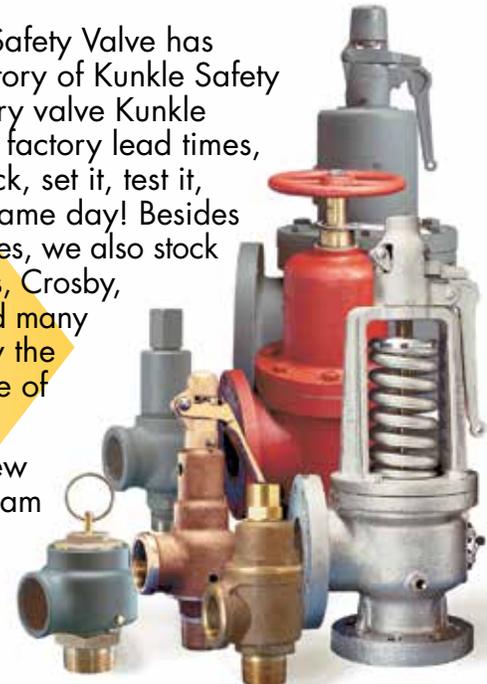


Our Large Inventory Allows Us to Offer Next Day Shipment from Stock on Every Valve Kunkle Makes.

For over 30 years, North American Safety Valve has maintained the nation's largest inventory of Kunkle Safety Valves. We stock big numbers of every valve Kunkle makes. At NASVI, we don't talk long factory lead times, we simply pull the valve from our stock, set it, test it, then send it on its way—usually the same day! Besides our large inventory of new Kunkle valves, we also stock new safety and relief valves from Farris, Crosby, Conbraco, Consolidated, Aquatrol and many others. And be assured it's backed by the quality service that has earned us one of the finest reputations in the business.

Next time you need Kunkle or any new safety or relief valve, call our sales team toll-free at **1-800-800-8882**.

We promise immediate information on prices, availability and delivery.





1600 Warren Street
North Kansas City, MO 64116



PRSRRT STD
U.S. POSTAGE
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EUDORA, KS

RETURN SERVICE REQUESTED

If we mailed this to someone that is no longer at this address, please email us at:
sales@NASVI.com
Include the name and company for removal.
Thanks for your help!

Customer Got a Tight Turnaround? Suggest a NASVI Valve Exchange Program.

If your customer has several safety valves in need of repair but can't afford to shut down for lengthy repairs, there's an easy solution:

A Valve Exchange Program.

Before a maintenance shutdown, we ship the needed safety valves to the customer in advance. The old valves are then shipped to us for repair. After servicing, the valves are set and shipped back to the customer for use during their next scheduled maintenance shutdown.

As with our new valves, computer-aided ordering and parts inventory ensure a fast, reliable turnaround for your customer's safety valves.

Check with your Application Engineer for details on how a Valve Exchange Program can work for you and your customers.



North American Safety Valve Industries, Inc.

Your total source for all lines of:

- New Safety Valves
- Remanufactured Safety Valves
- Repair Services
- Replacement Parts
- Reset Services
- On-site Repairs

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