

UPDATE

NORTH AMERICAN SAFETY VALVE

Spring, 2018

From the
President's Desk



Allen Tanis
President

“With emails being so popular we don't get to talk to you as much. This is not a good thing in my opinion, and we miss you. Give us a call every now and then, okay?”

Home Sweet Home

The Taj is looking good, and we're still making a few adjustments to make it even better.

We got a surprise in the mail from the city. They want \$1,600 for the hookup to their water main for our fire sprinkler system. What a joke. It was a city requirement that we have a sprinkler system and now we have to pay every year for the right to have water in case we have a fire. We were told that if we had a fire that the water would be free. Let's hope we don't have to find out if that is true or not.

That would be like us charging per inquiry just in case you get an order.

I drove 2,200 miles down to our house in Ixtapa, Mexico, and I had the F150 serviced before we left: Four new tires put on, brakes checked, new battery, oil change, etc. The next morning, my right front tire was flat. I filled it up with air and bubble tested all the tires. The pin was not replaced and it leaked. All the tires were under inflated.

On the trip back, we started out in rush hour traffic in a city eight hours from the border. I hit the brakes and my red brake warning light came on. Just what I needed before crossing two mountain ranges to get to the USA. I haven't had a chance to take it in yet to hear their excuse about the brakes.

You won't hear any excuses from us.

When we repair safety valves, we take them completely apart and all the parts are measured and tested. If there is a problem, it usually is not us or the valve. A safety valve is a very delicate instrument, and it can hold for 500 pops or it can leak after one if a bunch of debris gets up into the valve. We warranty the workmanship and parts, not the debris.

Taking on our line is easy. You don't have to worry that we'll dump you due to an ownership change, poor sales, etc. There was a recent ownership change at Crosby, Anderson Greenwood, Kunkle, Yarway, and Varec. The new ownership went with their reps for most of the product line and reps who had the line for 65 years were dumped. OUCH. We can compete with the big boys. Don't be afraid to go to the larger accounts for business. It keeps everyone on their toes.

Some things change over time. Some for the better. No more telex machine, and the fax is slowly going bye-bye. With emails being so popular we don't get to talk to you as much. This is not a good thing in my opinion, and we miss you. Give us a call every now and then, okay?

Thank you for your friendship and loyalty all these years. We hope we have earned it and that we will continue to make your lives easier. Please stay happy and healthy.

One last thing: My heart goes out to a good customer in Detroit who is in ICU. Best wishes to him. I've said it before: if you have your health, you have everything.

*Allen
Tanis*

If They're Talking Tight Budgets, You Talk the Remanufactured Alternative.

Today, many companies are finding when maintenance budgets need to be stretched; a safe way to save is 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. During the remanufacturing process, all valves receive the utmost attention to ensure they meet original specifications. Our quality control program allows our personnel to carefully monitor all steps of the remanufacturing process to assure the highest quality. And all remanufactured valves are guaranteed for two full years on both parts and workmanship.

The only difference between remanufactured valves and new OEM valves is the cost—about one-half—and the warranty—two years.

As with our new valves, computer-aided ordering and parts inventory ensure a fast, reliable turnaround for remanufactured valves.

The biggest difference between remanufactured valves and new OEM valves is 1) the cost—about one-half the price—and 2) the warranty, which is

twice as long—a full two years.

To learn more about remanufactured valves and how they can work in your customer's applications, call an application

engineer today.

By offering remanufactured valves, you will increase sales!

When your customer mentions budgets are tight, suggest the solid alternative. A remanufactured valve from North American.

Your customer will be back in production faster ... for fewer dollars ... with full confidence. Think of the times you've missed a valve sale because of price, availability or delivery. Now you can offer that customer a choice—a solid, safe and sensible choice. The remanufactured alternative.



NASVI's Field Service Unit Delivers Valve Testing and Repair to Your Customer's Location.

If you have prospects or customers that bought their replacement valves elsewhere because you haven't been able to provide on-site service, you will want to get with them and talk about how you now can supply this service. NASVI's Field Service Unit is state of the art. From the equipment on the trailers to the people on the repair team, you can feel confident you are supplying your customers with the best.

If you have questions on how our Field Service Unit can put money in your pocket, give us a call at

1-800-800-8882.



Summer Repair Season is Fast Approaching

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 boiler is on everyday 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. Make our Service Center your service center. One call to NASVI will provide quick solutions to all your repair needs. An application engineer will work directly with you to customize a program to meet your customer's needs.

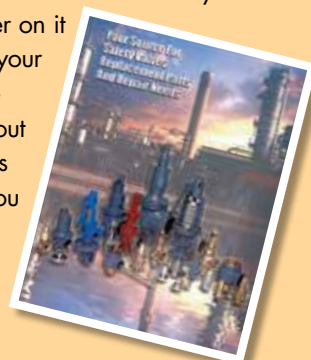


NASVI Makes Selling Safety Valves Easy!

Call us for assistance. We are here to help. Our goal is to make it easy for you to profit from the sales of safety and relief valves. Our expertise comes from taking care of our customers for over 43 years. And our large inventory allows us to offer same day shipment from stock on every valve Kunkle makes.

We are focused.

The sole responsibility of our dedicated application engineers is to take care of your requirements. We will help you with sales planning, product selection and after-sale service when needed. We will even provide you with catalogs that have no reference to NASVI. Place your company's sticker on it and you'll have your own safety valve catalog to pass out to your customers ... and it costs you nothing. Our commitment is to you. If you need a part or require maintenance assistance, we know better than anyone how to help.



Our valuable advice is free and as close as your phone. So the next time your customer calls and needs a safety or relief valve, call a NASVI Application Engineer. They'll have a quick answer on price, availability and shipment. After all, we've built our business on relationships and we do everything we can to make doing business with us easy.

When it comes to selling safety valves, you don't have to stock anything. Simply call **1-800-800-8882** or visit us on the web at www.nasvi.com. We'll make it easy for you!



1600 Warren Street
North Kansas City, MO 64116



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!

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RETURN SERVICE REQUESTED

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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