

# UPDATE

## NORTH AMERICAN SAFETY VALVE

Fall, 2012

From the  
President's Desk



**Allen Tanis**  
President

*We can tailor  
any program  
to your  
customer's  
needs.*

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## It's against the LAW, it's against the law.

*Wasn't there a song with that line in it?*

There is a misconception in our business that there is a LAW requiring safety valves be repaired or re-certified every year, or every two years, or every three years, etc. It would be nice for us if that was true. But the maintenance of safety valves is either mandated by a company policy or insurance policy, or just recommended by the state inspectors.

Many companies have their own policies that require the boiler valves be re-certified every year and the other valves every three to five years. One end user has its own shop, and every time a safety valve pops, the company policy requires that the valve be taken off line and bench tested. The state inspectors are under the eyes of the National Board of Boiler and Pressure Vessel Inspectors. It's the board's *recommendation* that all safety valves be tested every three years. But it is not a LAW.

Here are North American's *recommendations*:

- Boiler valves should be tested every year.
- All other valves should be tested every three years; more frequently if they are in a corrosive atmosphere or service.

When you make your sales call you might find out how your customer is handling the repair of their safety valves and make some *recommendations* of your own. We can tailor any program to their needs and work can be done at their site or at our shop.

Here's an example: An ethanol plant has two sets of valves, and they change out the valves every two years. We store the second set at NASVI and test them just before they need them

and date stamp the valves. This helps them because their inspector won't let them keep anything on with a date over two years even though it might have been on for a week. Talk with your customers about a second set of valves. If the valves are steel and flanged, we can quote a less expensive remanufactured set so it won't kill their pocketbook.

We do have a few LAWS at NASVI. One is that we don't sell to end users. We'll be happy to handle technical discussions with your customer and let you cover the pricing without having to worry about us calling on your customer. Just think of NASVI as the safety valve department standing behind your sales force.

The second LAW here is that we will have more safety valves in stock than anyone else. Regardless of brand, NASVI can help you meet your customer's needs. The next time you see a valve on site, give us a call. We will help you grab the sale.

The final LAW at North American is that we will get back to you faster than anyone else. We have seven (soon to be eight!) inside sales people, ensuring that your request isn't put at the bottom of the stack. Most requests can be answered right on the phone.

LET US BE YOUR FIRST CHOICE, NOT YOUR LAST RESORT, YOU WILL BE GLAD YOU DID.

We appreciate your loyalty and all of your business. We promise to continually strive to make safety valve requests as easy as possible.

*Allen Tanis*

# Remanufactured Valves Offer a Green Alternative.

**America is shifting to a "green culture" and now you can be part of this growing trend by offering remanufactured steel flanged safety valves. We have the facilities and extensive experience in all areas of safety valve repair and remanufacturing to help you to "go green."**

In the past, companies have chosen remanufactured safety valves when maintenance budgets needed to be stretched or turn-arounds were tight. For most industrial uses, remanufactured valves offer excellent availability and are extremely cost effective without compromising quality or safety. But today, more are choosing remanufactured safety valves as a way to **"GO GREEN"** and **"SAVE GREEN."**



When a safety valve is remanufactured, it is completely disassembled, cleaned and inspected. Then every working part is checked for signs of wear. Everything must meet the manufacturer's tolerances to qualify for remanufacture. The castings are sand blasted and examined for defects and the flanges are refaced to a new finish.

Next comes the assembly and testing. All gaskets, bolts and nuts are replaced before the safety valve is reassembled and painted. Finally, the remanufactured safety valve is subjected to a series of tests ensuring it meets or exceeds new valve criteria.

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.

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

To learn more about remanufactured valves, the "GREEN" alternative and how they can work in your customer's applications, call a NASVI application engineer today.



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



# NASVI Celebrates 37th year with Open House.

Customers and vendors gathered at North American Safety Valve's headquarters in April to celebrate NASVI's 37th year in business. Everyone attending got a tour of the warehouse containing over 18,000 valves, the repair and test facility and the field service unit. All the guests were treated to a lunch of famous Kansas City BBQ with all the trimmings.

"Many of these folks have been doing business over the phone for a lot of years," commented Al Tanis, President of NASVI. "It was nice to put a face to the voice at the other end of the phone."



## 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 37 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 applications 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 applications 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](http://www.nasvi.com). We'll make it easy for you!

Couldn't attend the Open House?



Take a video tour.

We invite you to take a few minutes and take a video tour of our facilities. View our inventory, meet our staff and learn how North American Safety Valve can meet all your safety valve needs. Just go to [www.nasvi.com](http://www.nasvi.com) and click the arrow on the valves.





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RETURN SERVICE REQUESTED

## Jackson Montgomery Tanis

### NASVI Greeter and Mascot

*Sept. 2003 – July 13, 2012*



Everyone has a favorite co-worker. Everyone at NASVI had the same one: Jackson, a black mixed breed dog that was our friend and mascot for eight years.

Jackson came to NASVI as a small black, mangy puppy. He'd been found on a nearby street corner in April 2004. After the team banded together to nurse him to good health and teach him to stop going potty in the filing room, Big Al agreed that Jackson could live with him on his farm and work part time at NASVI three days a week.

With no formal training, Jackson became an integral part of our team. He was the best-behaved dog you ever met. He greeted visitors with his patented helicopter tail wag and played gently with children. Jackson had a special bond with all of us here at NASVI, brightening our moods when we were stressed, and more importantly, taking Al for walks when he was stressing everyone else.

On July 13, Jackson had either a stroke or an aneurism and passed unexpectedly. He is sorely missed, but his legacy of warmth and friendliness lives on.



**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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