

# UPDATE

NORTH AMERICAN SAFETY VALVE

Fall, 2014

From the  
President's Desk



**Allen Tanis**  
President

*I went on a buying spree and bought a slug of brand new valves on the surplus market.*

**They say a picture is worth a thousand words.**



The picture above is worth a heckuva lot because it shows the brand-new valves I just got on the surplus market. Most of them came from a huge project in Canada that never got off the ground.

They're worth a lot to you, too, because now we've got a larger inventory that's available to your customers at a significant cost savings.

These new surplus valves come with the same two-year warranty that our remanufactured valves come with. If your application calls for the ASME certification, it will come with a VR stamp as well as the original manufacturers nameplate.

Some of the other new surplus valves we have on hand are not as pretty as this load. So they may require a day or so to bring them back to their original beauty, but they're worth the trouble for the dollars saved. So be sure to talk to your customers about them using new surplus valves.

*From the President's Desk continued*

In fact, when you're in your customers' plants, see if they have any surplus valves for sale. We can have you broker the sale or cut you in on the purchase. All we need is a list and the condition of the materials.

We can use your help in another area, too. We're really good, but we're not perfect, and we make mistakes every now and then. Most of the orders you place request an acknowledgement. We not only email or fax our quotes every time, we also send out an acknowledgement for every order. Please check those acknowledgments carefully to be sure the shipping instructions are correct. We don't like to eat freight and we know you don't either. Taking an extra minute to double check to be sure it's all accurate will ensure neither one of us has freight for dinner.

After 40 years, we're still striving to serve you as best we can and as quickly as possible. We don't go around you and sell to end users. We sell to wholesalers only and at a price that you can make a profit on and keep your customers happy.

If you get a chance, give us a call once in a while instead of sending an email. We can talk about the Royals or the Chiefs or barbecue or the weather. It's always interesting. You'll find out that Kansas City is not a suburb of St. Louis (for one thing, the barbecue is MUCH better here).

And who knows what the future will hold? We may even move to Kansas City, Kansas. You have bought so much from us, we keep expanding our inventory to keep you happy, which is forcing us out of our current building. You people are like my wife — you have endless needs. But I'm with you for the long run, just like I am with my wife.

We thank you for your loyalty and friendship, and hope the new year brings many blessings to you and lots of orders to us.

*Allen Tarnia*



## Keep your customer's safety and relief valves at peak operating efficiency with North American's Service Center



In addition to an experienced, skilled staff, North American's Service Center is equipped to handle any safety valve repair. NASVI has the specifications for nearly every safety valve ever made—allowing technicians to make repairs to exact specifications. The center has six 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 six, 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. North American holds ASME's V and UV stamps and National Board's NB and VR stamps. The next time your customer has questions about repairing or upgrading their safety or relief valves, give one of our application engineers a call.

With North American's Service Center, you can maximize your customer's uptime while saving both time and money. Make our Service Center your service center. Just one call 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.

A popular alternative for customers looking to save money and cut downtime.

# Remanufactured Safety Valves

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.

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 the cost — about one-half — and the warranty — two years.

Take an Inside Look at North American

Tour our facility on-line at [NASVI.com](http://NASVI.com)

We invite you to take three minutes and grab a video tour of our facilities. View our inventory, inspect our repair facility and meet our staff. Learn how North American Safety Valve is built around the best customer service the industry has to offer while meeting all your safety valve needs. Just go to [www.NASVI.com](http://www.NASVI.com) and click the arrow on the valves.



## Kunkle Price Increase Coming

On Jan. 1st all Kunkle valves will increase 2%. Call your Kunkle customers today. Offer them the savings to take delivery before January 1, 2015.



1500 Iron 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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## Count on North American Safety Valve for all your safety and relief valve needs.

Our large inventory allows us to offer same day shipment from stock on every valve Kunkle makes.

For over 25 years, North American Safety Valve has stocked the largest inventory of Kunkle Safety Valves in the nation. In fact, over 80% of NASVI's business involves supplying new valves. Besides our large inventory of Kunkle valves, we also stock new safety and relief valves from Farris, Crosby, Conbraco, Consolidated, Aqualtrol, Hydroseal and many others.

Our 50,000 square foot warehouse and on-site repair and set facility give us the capability to ship even the largest orders right away. You won't get a three to four week delay. At NASVI, we don't quote you unbelievable factory lead times, we simply pull the valve from our stock, set and test it, then ship it to you – usually the same day it was ordered!

And when you order from NASVI, be assured that it's backed by the quality service that has earned us our sterling reputation within the industry.

So the next time your customer calls and needs a new safety or relief valve in a hurry, call a NASVI Applications Engineer at **1-800-800-8882**.

You can be confident you'll get 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.



**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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