

UPDATE

NORTH AMERICAN SAFETY VALVE

Fall, 2016

From the
President's Desk



Allen Tanis
President

“We will never overcharge you, even though we might be a little high on a given product...”

Four Things You're Not Supposed to Discuss *RELIGION, POLITICS, SEX AND HOW MUCH SOMETHING COSTS.*

I will stay away from the religion and sex today, but I'm going to say a few things about the other two.

I got a call the other day from a young man who asked me if I was using one of the two major trash pickup services in town. When I said “yes,” he told me they were **overcharging me**. I'm a little bit like Donald Trump, so I read him the riot act. How the hell does he know they are overcharging me? Does he have 500 trash trucks, thousands of acres of land to put the stuff in, earthmovers to cover it up and 1,000 people on the payroll?

What he should have asked was are you happy with your current trash pickup company? If I said yes, then he should have asked me to keep his company in mind if we wanted to make a change.

We're in the process of building a new headquarters. We'll have one of the largest inventories in the country, a 1,500 psig steam test boiler, a 7,000 psig compressor for a new high-pressure air stand, two new lathes, five new accumulators and a partridge in a pear tree. We're putting a lot of resources into this deal because we want you to be happy with your safety valve supplier.

We will never **overcharge you**, even though we might be a little high on a given product but the overall effect when you buy from us is that you will be happy. You will make more sales and more money in the long run because of our versatility, knowledge, quick delivery, wholesale-only policy and, more important, our commitment to do it right. You don't have to make three phone calls to get it done.

Okay, on to politics.

Our current president and the lady who is running for his office both say trickle-down economics doesn't work, and I know it does. I invited President Obama to come to NASVI and see for himself. He didn't take me up on my offer.

I am proud that we pay our people more than Ford or General Motors. They're worth it, and you have to reward that. When I worked in Chicago many years ago, my boss had no idea how to run a business. He had no clue what a living wage was. I received \$150 a week and I couldn't afford a cheap car or an apartment even with roommates. I had to live with mommy.

When you pay more, you get the very best people working for you. Our crew really cares about their jobs and NASVI. They know that when NASVI does well, the prosperity trickles down to them. In a good year, we give four bonuses, and we don't handout turkeys.

We really appreciate all the business you send our way. It is hard enough to get someone to buy from you once and harder to keep them happy for repeat business.

Unlike the candidates, I don't think there is anything wrong with this country. Yes, we need to tweak a few things but overall we have it made. I hope all of you have a prosperous and healthy New Year, and please keep buying safety valves regardless of the outcome of the election.

Allen Tanis

Your customer gains from using remanufactured safety valves!

Value.

Savings of 50% aren't unusual.

Assurance.

Every remanufactured valve is guaranteed for two years to be free of defects in material and workmanship.

Faster delivery

Same-day shipping is the rule – not the exception.

Offer remanufactured safety valves and watch sales increase!

Add it up. A remanufactured valve from North American means your customer is 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.

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 Sand blast castings and check for possible defects.
- 4 Face all flanges to a new finish.
- 5 Replace all gaskets, bolts and nuts.
- 6 Each safety valve is then reassembled and painted.
- 7 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.



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

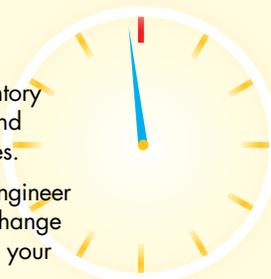
If your customer has several safety valves in need of repair but can't afford to shut down for lengthy repairs, there's an easy solution: A Valve Exchange Program. Before a maintenance shutdown, we ship the needed safety valves to the customer

in advance. The old valves are then shipped to us for repair or remanufacture. 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 Applications Engineer for details on how a Valve Exchange Program can work for you and your customers.



Increase Sales & Profits – Offer Safety & Relief Valve Repair Services

At NASVI, our repair services are designed for two things:

1 Keep your customer's safety and relief valves at peak operating efficiency, and

2 Put extra profits in your pocket.

Today, maintenance managers are seeking cost effective ways to have safety valves repaired, serviced and set quickly with minimum downtime. They are also looking to save money. You're already calling on the maintenance people; why not offer an additional service – Safety & Relief Valve Repair Services. 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. 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. In addition two boilers are on everyday for testing steam valves. They're 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.

With NASVI's Service Center, you can maximize your customer's uptime while saving both time and money. Make our Service Center your service center. One call to NASVI will provide quick solutions to all of your customer's repair needs.



NASVI Makes Selling Safety Valves Easy!

You don't have to be an expert in the field of safety and relief valves to sell them. 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 42 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.

If you need a part or require maintenance assistance, we know better than anyone how to help.

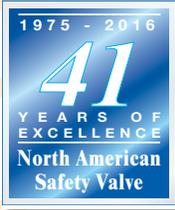
Our valuable advice is free and as close as your phone. So the next time your customer calls and needs a safety or relief valve, call a NASVI Applications Engineer. They'll have a quick answer on price, availability and shipment. After all, we've built our business on relationships and we do everything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





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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

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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