

UPDATE



NORTH AMERICAN SAFETY VALVE

Fall, 2017

From the
President's Desk



Allen Tanis
President

*“Finally after
42 years I have
a window.”*

A View from the Corner Office.

We have reached Shangri-La!!!!!!!!!!!!!! The Taj Mahal has been built.

Finally after 42 years I have a window. Everyone has a window.

We have a facility that you can bring customers to and not be embarrassed. If anything, you will impress the hell out of them and create more sales.

When I tour a facility, the thing I look for is inventory. You can't sell from an empty wagon and when I see a huge inventory, I am impressed. Ours is huge.

But there's much more to see than a lot of valves. Our setting facility is second to none and puts some of the manufacturers to shame. We have two high-pressure boilers, and we can set steam valves up to 2100 psig. We can go to 7000 psig on air and liquid.

We have all of our compressors, boilers and tanks in a separate room to keep the temperature down for the guys as well as greater accuracy on testing. It is like a library in there unless they are popping valves. Our warehouse has three Big Ass Fans (seriously, that's the brand name) going as well as other air movers. On a 100-degree day it feels like 75 in there.

It took a lot of thought to construct this masterpiece, plus the hard work and dedication from a lot of people. Kevin Brooks put our air lines in, built our test stands and anything else we needed. He worked 60-hour weeks for four months. In the middle of it, he had hernia surgery and kept on trucking.

Bruce McDermid has worked here for 38 years. Without his knowledge, we would have been in deep doo-doo in building our new boiler room. Bruce had a heart attack in the middle of the project and came back as good as new in less than four weeks.

A View from the Corner Office continued next page

North American Safety Valve's New Headquarters



We've moved just a few miles east of our old location. Our new address is 1600 Warren Street, North Kansas City, MO 64116. Please note change.

A View from the Corner Office continued from cover

Our foreman, Stan Bonner, worked as many hours as Kevin and had to put up with me yammering in his ear every day, all day long. He deserves a medal of honor. Thank you to these guys and anyone else I left out.

We purchased about \$700,000 in new and used equipment for the Taj. Only the used equipment worked properly. I bought a used lift machine for \$4,000. It took another \$2,000 for new batteries and it works like a charm. We bought another large Bullard to face off flanges for \$4,500 and it works better than new. I bought a rebuilt Bridgeport mill, and it's great. I bought a NEW 1500 PSIG BOILER with all the trimmings for \$250,000. It arrived broken. When we fired it up, it had to be rewired in order to work. As of this writing, the pump is leaking and needs to be replaced. Both the Gardner Denver and IR compressors we bought new needed work because they were defective. The starter on the IR compressor was smashed. Doesn't anyone test anything anymore?



Fortunately, we test every valve, and the test is witnessed by a second person to prevent any mistakes. When a customer has a problem with a safety valve, 99.9% of the time it isn't us. It is something the customer is doing wrong or something else is happening that affects the safety valve. We aren't perfect but we try.

After working on building the Taj for so long, I can sympathize when a customer finds out a year down the line that a safety valve isn't working properly. Because we've been in their shoes, and it isn't pleasant to see smashed sight glasses, broken starters, improperly wired boilers and high-pressure compressors that can't get above 200 psig. I feel for you when they call you ready to hit the roof because there is no one – and I mean no one – who is a bigger pain in the butt than me when something doesn't work right.

Come to Kansas City and see for yourself one of the Seven Wonders of the safety valve world. We really appreciate your business, loyalty and friendship all these years. We will continue to strive to be better than before and look forward to your visit. We will even let you ride the floor cleaning Zamboni for free. It is zero turn like my lawn mower. Stay healthy.

Allen Tanis

Welcome to Our New Headquarters

We invite you to take a few minutes and tour our new 80,000-square-foot headquarters. After 42 years of dreaming about that perfect safety valve facility, on September 1, 2017 that dream came true. Built from the ground up with one purpose in mind – a facility to better serve the needs of our customers in the fastest and most efficient way and create a work environment that attracts and keeps the best and most knowledgeable people in the business.

From our large computer inventoried warehouse that houses the nation's largest inventory of safety valves in one location to our state-of-the-art repair and set center, Allen Tanis and his 31-member team are keeping North American Safety Valve at the top of the industry. Take a minute and look around.



Make NASVI's Service Center Your First Choice.



The new setting facility is second to none. It has nine test stands with capabilities to test air and liquid to 7000 psig. The steam test stands are supported by two high-pressure boilers and can set steam valves up to 2100 psig.

Our new repair service center is designed to keep your customer's safety and relief valves at peak operating efficiency.

In addition to an experienced, skilled staff, NASVI'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 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. They're always ready, allowing us to set and ship your valves fast. Over the years, our Service Center has proven popular with maintenance managers. It allows the plant to have their valves repaired, serviced and set quickly, which minimizes downtime and saves them money.

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.

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 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.



All compressors, boilers and tanks are in a separate mechanical room to keep the temperature down for the guys as well as greater accuracy on testing.

With NASVI You Have Access to a Huge Inventory



Our new 80,000-square-foot warehouse and on-site repair and set facilities give us the capability to ship even the largest orders in record time. 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!

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

For over 27 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, Aquatrol, Hydroseal and many others.

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. How much simpler can it be?

So the next time your customer calls and needs a new safety or relief valve in a hurry, call a NASVI Application 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.

with an Incredible Selection.



To help you get a feel as to how big our inventory is, our warehouse ...

- stocks more than 35,000 valves in 3,100 varieties
- currently set and ship over 200 valves per day without breaking a sweat
- at present, we repair over 40 valves a week with plenty of capabilities to handle any emergency or rush jobs
- offers same-day shipping with our fast track capabilities to calibrate and test valves from our nine test stands
- ships safety valves to more than 2,300 customers worldwide.

Increase Your Profits



Put the New Service Center to Work

With North American's new Service Center, it's easy to maximize your customer's uptime while saving them both time and money. In addition to an experienced, factory trained staff, North American's Service Center is equipped to handle any safety valve repair. NASVI maintains a library of specifications for nearly every safety valve ever made. This allows our skilled 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.

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. 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. Increase your profits, make our new Service Center your service center.

North American maintains the largest inventory of safety and relief valve replacement parts in the nation. If your repair job needs a replacement part, there's no waiting on the factory to ship it. We've got it!



Kevin Brooks is positioning a valve body for resurfacing its flanges on one of our two large vertical lathes. During the construction of the new service center, Kevin installed all air lines and built all the new test stands.



Remanufactured Safety Valves

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

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.



These Service Center Guys Love a Challenge

What's it like to do nothing but repair and remanufacture safety valves eight hours a day, five days a week? Fascinating, according to Stan Bonner, North American's service center shop foreman. And he must be right because our 24-man shop averages 12+ years of experience at NASVI.

"We have very low turnover," Bonner says, "because the work presents something new every day. Our customers keep us on our toes with a variety of safety and relief valves for all sorts of applications."

"Our guys love it when we get a valve in for rush repairs," Bonner continues. "We shoot for a 24-hour turnaround in an emergency, but quite often, they'll complete the repairs, test and set the valve and ship it back the same day. They really like a challenge."

Our new warehouse, with its state-of-the-art repair and setting center, was designed and built specifically



to handle the challenges that safety and relief valves present. Much time and effort was put into developing a work environment that insures both the safety and comfort of everyone.

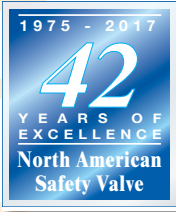
"We have found over the years that happy and healthy employees translates to better service for our customers. Everyone at NASVI is meeting the challenge of maintaining our reputation for the best customer service in the industry."



Stan Bonner, Shop Foreman, oversees the testing of a valve. Stan oversaw the building setup.



1600 Warren Street
North Kansas City, MO 64116



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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!

Leading the Industry with Unmatched Customer Service



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 42 years.

We are focused. The sole responsibility of your dedicated application engineer is to take care of your requirements. We will help you with sales planning, product selection and after-sale service when needed.

Our commitment is to you. If you need a part or require maintenance assistance, we have the experience and knowledge to solve your problem and get you up and running fast.

Our valuable advice is free and as close as your phone. Simply call **1-800-800-8882** or visit us on the web at nasvi.com.

Bruce McDermid
*Our steam expert.
An Application Engineer
with NASVI for 38 years.*



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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