

UPDATE

NORTH AMERICAN SAFETY VALVE

Spring, 2007



Allen Tanis
President

“TRUST ME,
we really
appreciate
all the
business
you send
our way.”

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From the President's Desk

TRUST only has five letters, but it is a big word. At NASVI, we go out of our way to gain and maintain your TRUST.

Being the president of a company – even a fairly small one like NASVI – isn't easy. Fortunately, I don't have to play president all the time. I handle a lot of sales calls and answer questions from customers. I use my 35 years in this business to act as kind of a consultant to you. I don't charge like my lawyer does, but then again, I'm trying to build up TRUST.

We do all sorts of other things to build your TRUST. We pay a company \$3,500 a year to keep us abreast of the latest new construction jobs throughout the country. We pass this information along to you at no charge because we TRUST you'll use it to generate business for yourself and us. If you are a rep or distributor for other companies, they make you pay a portion of the yearly charge to insure your TRUST. We don't. If you would like to get these leads (and sell our product), please let me know.

Other ways we work to build your TRUST is through capital expenditures on new equipment, shipping when promised,

handling requests in a timely manner, and handling touchy returns for credits.

We recently added another boiler and hired staff to run it, so we can make sure we get your steam valves out on time. If you call before noon for a steam valve and we have it in stock, it will go out that day – TRUST ME.

Our inventory is the largest in the country, and you will rarely hear that we are out of stock. Usually you hear we have 225 of them and you better hurry up and place your order before we run out. You can't sell from an empty wagon. TRUST ME.

If you fax or email a request and we don't get back to you the same day, TRUST ME it isn't because we aren't working on it. It may be a special like an all alloy 20 valve and we have to wait several days before the factory can price it.

TRUST ME, we really appreciate all the business you send our way. We couldn't have done it without you, and we look forward to maintaining your TRUST.

Allen Tanis

Codes & Standards...

What Applies and When

Unlike any other valve, the safety valve has to be built and perform up to certain standards.

These standards are set forth by the American Society of Mechanical Engineers (ASME). The ASME has a designee they assign to make sure the valves perform as the manufacturers say they will.

The current designee is The National Board of Boiler and Pressure Vessel Inspectors (NB). They have a chief inspector in every state to make sure the code is being followed. They have a test lab to test safety valves and rupture discs. They not only qualify the manufacturers but also companies, like NASVI, which "assemble" safety valves.

To go through the process of being "approved" is very expensive. We must submit every different valve series for testing that we want to apply the ASME code stamp. The testing cost per series is about \$4,000 every five years with other costs every three years.

The V Symbol

It is important that when your customer tells you that the valve they are looking for is on steam, that you ask them if it is on a boiler or not. If you tell us it is not on a boiler and it is, the valve nameplate will bear the wrong code symbol. When a valve is designated for boiler service above 15 PSI, it must bare the V symbol or the inspector will kick it off. The inspector might not show up for a

year and your customer might expect you to replace it at your expense.

The V symbol designates safety valves covered under Section 1 of the ASME code. Many of you want the nameplate to read "ASME Certified" or "ASME Approved," but that is what the V symbol designates.

The UV Symbol

The same valve set the same way for a non-boiler use will bear the "UV" symbol. These valves meet Section 8 of the ASME Code.

Section 4 of the code covers low-pressure steam boilers and hot water boilers. Only the manufacturers can set and test these valves and apply the "HV" symbol to the nameplate.

Not all applications call for an ASME code valve. On most liquid applications the valves do not have to be ASME approved. The testing of safety valves has to be done on the media that it is going to be placed on. So, if you order a valve on steam, air, or liquid, we have individual test stands for each application.

The testing on liquids is not as precise as steam or air. You can hear

when a valve is popping on steam or air. You can see on a gauge precisely when it pops and resets. The properties of water are different than the others. When you are testing a liquid valve, for example at 100 PSI, it may start to leak at 50 but if you keep over pressuring it, the leak will stop. This is important to know when your customer complains that his valves are leaking or are going off early on liquid service.

Most of the time the leakage comes from the valve being installed in a horizontal position but sometimes it is caused by the "water phenomenon." This is where the leakage goes away when the seating surface has been "coated" with the liquid media first.

The VR Symbol

Repaired valves have a separate code. The VR symbol that you see on some nameplates indicates a qualified shop, that has passed the necessary tests required by the NB, has repaired the valve. Most repaired valves will bear two nameplates. One with the original information showing the valve was built to ASME code specifications and the second one will show the repair information.



A new valve may have two nameplates if the company that set it isn't an "assembler" for that series. Unfortunately, the nameplate must read "valve repair" even if it is a new valve.

Coast Guard Approved?

There are no safety valves that are "Coast Guard Approved." If the valve is ASME approved, the Coast Guard will accept them. They then witness the test and low and behold, the Coast Guard inspector "approves" the valve.

UL FM listed. Valves on fire pump service need to be UL FM listed. There is no formal approval or certification necessary to test these valves.



Terry Morphis, NASVI's Shop Manager, is a 27-year employee. He oversees the remanufacture of every valve coming through our shop.

Offer Remanufactured Valves with Full Confidence

Normally, in the field, when a safety valve is repaired, only the seating surfaces are machined.

Once these valves are back on line, there's still the chance that other worn parts will fail.

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.

What does a customer gain from using remanufactured safety valves?

Three things:

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.

How can remanufactured valves increase sales?

Add it up. A remanufactured valve from North America 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.



The Results! When a valve enters our remanufacturing center: castings are sandblasted, flanges are resurfaced and machined to original tolerances, and all gaskets, bolts and nuts are replaced.

The valve is then tested under the same rigorous quality guidelines as a new valve and placed in inventory ready for shipment. **The savings ... significant!**

Increase Sales!

Offer the Remanufactured Alternative

In the past few years, many companies 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. We have the facilities and extensive experience in all areas of safety valve repair and remanufacturing.

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

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



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1500 Iron Street
North Kansas City, MO 64116
Toll-free: (800) 800-8882
Local: (816) 421-7042
FAX: (816) 421-0297

E-mail: sales@nasvi.com
www.nasvi.com



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