

# UPDATE

## NORTH AMERICAN SAFETY VALVE

Spring, 2013

From the  
President's Desk



**Allen Tanis**  
President

*Our added  
value makes  
your job  
easier.*

### INSIDE

- Spring into Spring's Repair Season...
- Remanufactured Safety Valves – A Popular Alternative...
- Take an Inside Look at NASVI...

## Added Value

### WHAT IS ADDED VALUE?

When you go to the delicatessen and they give you an extra piece of corn beef on your Reuben sandwich, that is added value.

When you go to Costco and buy a foot-long hot dog for \$1.50 and for another quarter, they throw in a soft drink, too, that is added value.

When you go to Joseph A. Bank to buy one suit at full price and they give you two more free, that is added value.

When you buy an 8 x 10 all 316 stainless remanufactured valve for \$20,000 from NASVI and your customer gets it in one week when the factory wants \$40,000 and promises delivery in 26 weeks, that is added value.

And when you sold that stainless 8 x 10 relief valve, you were also able to sell eight 8" stainless gate valves, two globe valves, two ball valves, eight check valves, 500 feet of stainless pipe, eight flanges, two nipples and a plug, that is added value.

When you call us at 4 p.m. on Friday because you need four stainless safety valves that have to be on a plane that night and we make it happen, that is added value.

When we didn't charge an extra \$75 per valve to get them out the same day, that is added value.

When we don't charge an extra \$4 per valve for test reports, that is added value.

When you call and hear a human voice answer the phone, that is added value.

When you don't have to be afraid that we will solicit your customers, that is added value.

When you're comfortable asking your sales people to push safety valves because you know NASVI will come through for you with the most knowledgeable staff and the largest inventory in the country, that is added value.

I can't tell you how much we appreciate all your business. That's why we work our tails off to be sure you get the right valves at the best price, plus all the knowledge that comes from being in this business for almost 40 years.

Call us at (800) 800-8882 and find out what added value is all about.

*Allen Tanis*

# Spring into Spring's Repair Season

**Offer NASVI fast turn-around repair and testing services.**

At NASVI, our repair services are designed to keep:

**1 Your customer's safety and relief valves at peak operating efficiency, and**

**2 Put extra profits in your pocket.**

Over the years, our Service Center has proven popular with maintenance managers. It allows your customer's plant to have their valves repaired, serviced and set quickly, which minimizes downtime. They also like the service because it saves them money. You're already calling on the maintenance people; why not offer an additional service. 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.

We maintain specifications on 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. NASVI holds ASME's V and UV stamps and National Board's NB and VR stamps. The next time you get questions about repairing or upgrading 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 NASVI's Service Center, you can maximize your customer's uptime while saving them both time and money. Make our Service Center your service center. One call to NASVI 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.



## 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-

# Remanufactured Safety Valves

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

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.

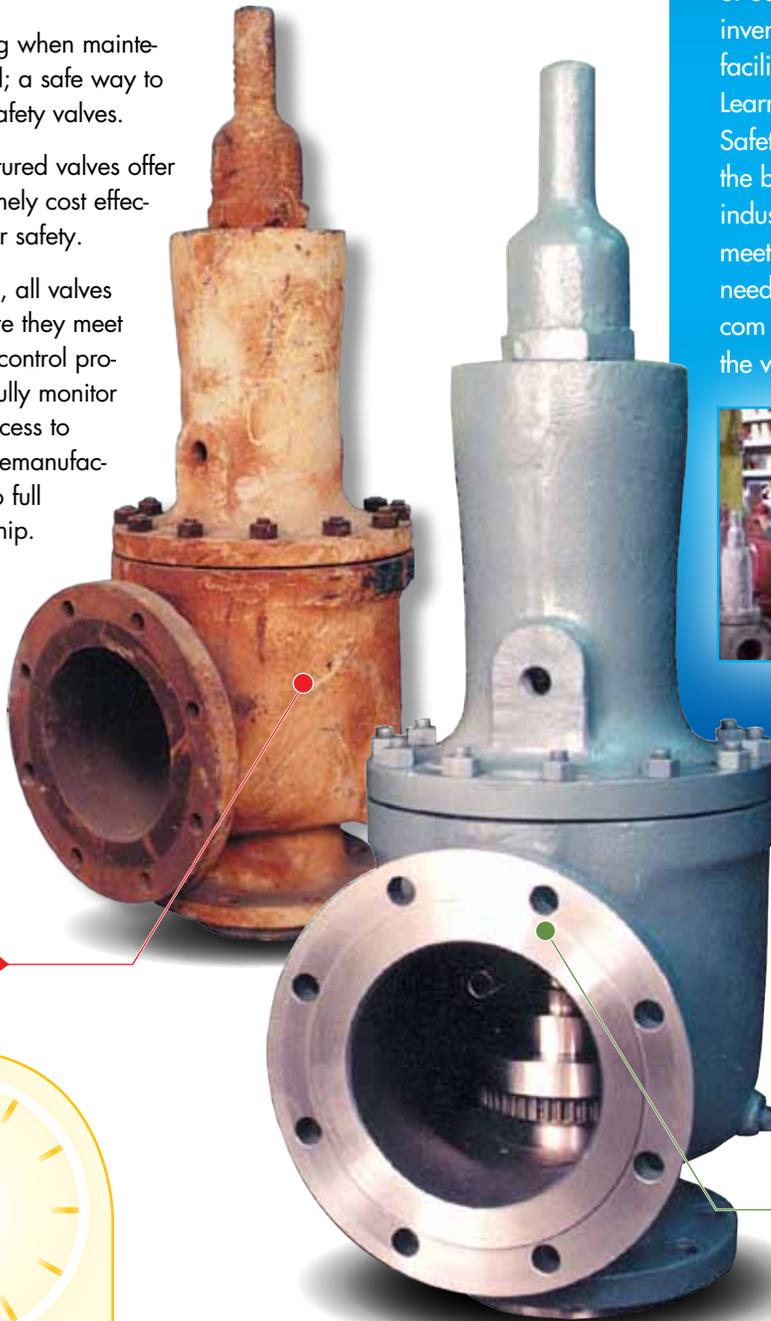
As with our new valves, computer-aided ordering and parts inventory ensure a fast, reliable turnaround for remanufactured valves.

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

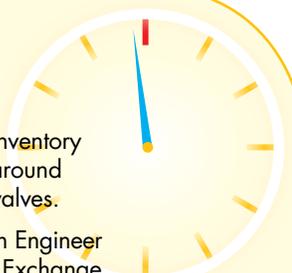
We invite you to take three minutes and grab a video tour of our facilities. View our inventory, inspect our repair facility and meet our staff. Learn how North American Safety Valve is built around the best customer service the industry has to offer while meeting all your safety valve needs. Just go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



BEFORE

AFTER

## ound? am.



aided ordering and parts inventory ensure a fast, reliable turnaround for your customer's safety valves.

Check with your Application Engineer for details on how a Valve Exchange Program can work for you and your customers.



1500 Iron Street  
North Kansas City, MO 64116



*If we mailed this to someone that is no longer at this location, please email us at:*

**sales@NASVI.com**

*Include the name and company for removal.*

*Thanks for your help!*

PRSR STD  
U.S. POSTAGE  
PAID  
PERMIT NO. 3  
EUDORA, KS

**RETURN SERVICE REQUESTED**

## NASVI Welcomes New Sales Team Member



**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

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](mailto:sales@nasvi.com)

[www.nasvi.com](http://www.nasvi.com)

**Our newest employee, Isaac Kostrow,** quickly learned something many of our customers are sure to recognize: Each NASVI employee offers a wealth of knowledge. The seven other members of our customer service team have an average of 20 years experience with safety valves.

"Everyone — from our machinists and valve setters to our shipping department — has been great about sharing their knowledge with me."

Another thing that really struck Isaac is the dedication of everyone at NASVI.

"Our whole team is truly committed to the customer," he said. "It is great to be part of a team that puts the customer first and can come through for them when they really need us."

Isaac is a Kansas City native and graduate of the University of Missouri-Kansas City. When he is not selling safety valves, you can find him at local flea markets, estate sales or auctions.

"My father has an antique store in the downtown Kansas City area, and I love going out on the hunt for art and antiques to put in the store. Every once in a while I will find something to keep for myself!"

**Call Isaac at  
(800) 800-8882**

and give him a chance to go on the hunt for the valves you need.

