

UPDATE

NORTH AMERICAN SAFETY VALVE

Spring, 2016

From the
President's Desk



Allen Tanis
President

“In times of a business downturn, we offer options that can turn into selling opportunities.”

History 101

After 44 years in this business, I've seen a lot of highs and the lows. From 1972-1975, if it was on the shelf, it was gone. You could sell Consolidated 1900 Series at 15% over list and no one cared. In 1983, with the refineries putting band-aids on their valves, things went into the toilet. We were off 60% in May 1983. It took two years to recover and things were fine until 9/11. It took two years to recover from that and then the housing fiasco hit in 2008.

I really like it when things are booming because people don't have time for mischief. But now that oil production has tanked, you can look for problems. You're going to see lower prices because some people think that's the only way to make a sale. Outside salesmen have more time to dig for business and they'll do anything to make a sale. One of our competitors told an end user we store our valves in my pond and when we need one, we go fishing.

All of this presents opportunities for you, our customers, because we handle new valves and have a huge inventory of surplus valves, both new and used.

We also have remanufactured valves. They look better than new because we know you have to feel confident in our products to offer them to your customers.

We recently handled a quote that had new valves with a long delivery time and remanufactured valves with a short delivery time. Our wholesaler only offered the new valves. Some questions came up and our wholesaler had us talk directly to the end user. We answered his questions and when the end user told us he needed fast delivery, we told him we had remanufactured valves in stock. He was overjoyed and the sale was made. But it wouldn't have if we hadn't mentioned the remanufactured valves.

We offer an exchange program so you can go after the big one. If your customer has a turnaround, sell him a set of remanufactured valves. He takes his off and puts ours on. He can send his set in for repair or a core rebate.

Always remember: We only sell quality. We don't sell new valves that we don't think work correctly. And in times of a business downturn, we have options that can turn into selling opportunities for you.

REPAIRS

I realize they aren't as flashy as the million-dollar new construction orders but we're talking meat and potatoes, not Chateaubriand.

Get your company to ask for safety valve repairs. Some of them will need to be scrapped and you can sell new valves in their place. There is no law that says how long a safety valve needs to be recertified, but it is one item that cannot be overlooked. Normal repairs take 1-2 weeks.

I hope you've paid attention to this history lesson. I'm sure we both can expect a jump in business in these slow times.

Thank you for your business. We really appreciate your loyalty.

Allen Tanis

Today, More Companies Look to Alternatives to Save Money and Cut Down Time.

Offer North American's remanufactured safety valves as an alternative and watch your sales grow.

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 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.

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 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.

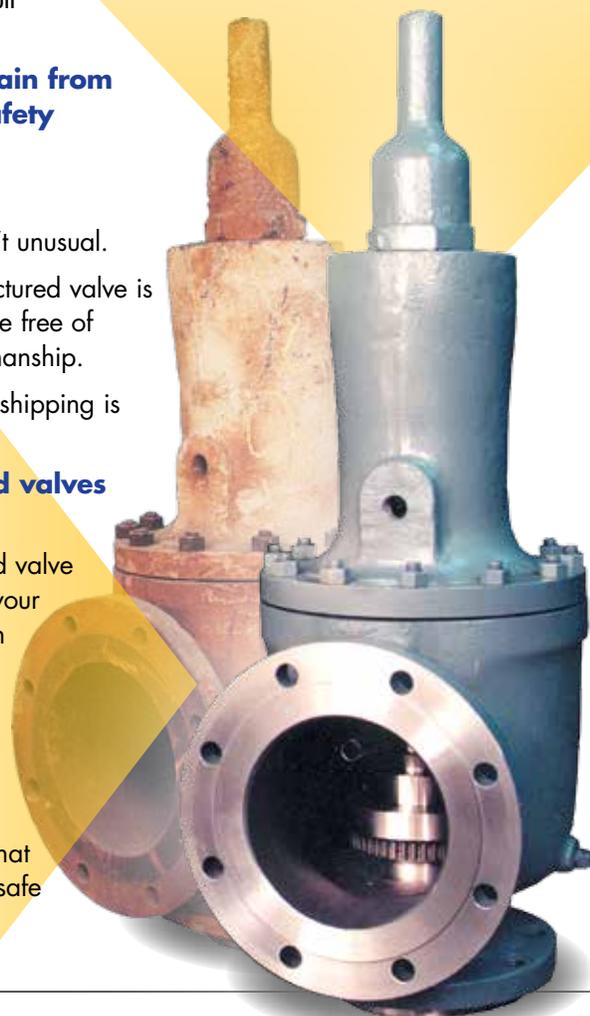


Drip Pan Elbows Can Add Extra Profit!



Add extra profit to your next steam application sale by recommending drip pan elbows. Most safety valve manufacturers recommend installing drip pan elbows on the discharge side of all steam safety valves.

North American Safety Valve stocks cast-iron drip pan elbows from 3/4" to 8".



Look to NASVI for the Watson McDaniel line of pressure regulating and reducing valves.

Almost every safety valve on a steam line is installed after a reducing station. You can offer the complete reducing station package and get it all from one source, North American Safety Valve.

With the Watson McDaniel line of pressure regulating and reducing valves combined with NASVI's comprehensive safety valve inventory, you can present a total solution to your customers.

Just one call to an applications engineer at NASVI is all it takes. You can count on their experience to help you put together the right valve at the right price.

Next time, let your customers know you are capable of offering them both the reducing valve and the relief valve as a "pressure-reducing station package." You'll be surprised at how easy it is to add more sales and profits by offering the complete package.

If you have a new customer and have been looking for a way to get his business, tell him about your new capabilities. He'll be glad you did and you'll be happy with the new business. If you've got questions or need more information, call 1-800-800-8882. We're here to help.



Increase your sales!

Offer the Apollo® 18C series bronze automatic temperature and pressure relief valves.

If your customer has commercial hot water heaters and storage tanks, make sure they know you have fast access to the complete line of 18C-500 Series Commercial ASME T & P relief valves for same day shipment.



Offer NASVI's quick turn-around on repair and testing services and watch your sales and profits grow.

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 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.

If a part is needed, 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 every day for testing steam valves.

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.

The lineup features:

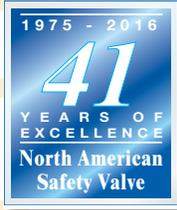
- ASME Section IV Certified Capacity
- 3/4" through 2" NPT Connections
- CSA Listed and Certified to ANSI Z21.22
- 125 and 150 psig Set Pressures @ 210F max
- Coated Element Protects Against Corrosion
- SS Elements (1-1/2" and 2")

If you have questions, call your NASVI Application Engineer for more information or visit our website at www.nasvi.com.





1500 Iron Street
North Kansas City, MO 64116



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

RETURN SERVICE REQUESTED

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!

North American Safety Valve is your single source for all your safety and relief valve needs.



North American Safety Valve Industries, Inc.

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 over 40 years.

We are focused. The sole responsibility of your dedicated applications 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.



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
www.nasvi.com