

UPDATE

NORTH AMERICAN SAFETY VALVE

Spring 2019

From the
President's Desk



Allen Tanis
President

*“We now carry
and stock
Consolidated's
2700 and 1700
Maxiflow Series
safety valves.”*



Big Inventory + Knowledgeable Staff = Good Business

When you need something, you go shopping. Choose the wrong place and you can end up wasting a lot of time. Or end up not getting what you need.

Costco has a lot of inventory. It may not be in the same place as last time you were there, but if you look hard enough, you might eventually find what you need. Just don't run over anyone with your cart in the aisles jammed up with people on the appetizer hunt.

Amazon has everything, but if you want to see what you're buying and actually speak to a human being, that's not a good idea.

The Home Depot and Lowe's also have everything, but you can't find anyone to help you and the stores are HUGE. You might want to load up on some Costco appetizers before you go, just in case you get lost and miss lunch.

At North American Safety Valve, we make your shopping experience painless. We have eight inside sales people to help you, so you never get lost in the email shuffle. When you call us, you talk to a real person, and we enjoy shooting the breeze with you. It makes the day go by quicker.

All this personal service means things just get done faster. And they get done right. We are quick to answer our emails. Actually, too quick sometimes. Some of our customers are spoiled and they get upset when they don't get an answer in 15 minutes, so be patient – there may be someone “in line” before you.

And did I mention our inventory? Ours is second to none. We are Kunkle's largest customer. We have more Kunkle valves and parts than Carter has liver pills.*

And – big news here – we've just added a new valve line.

We now carry and stock new Consolidated 2700 and 1700 Maxiflow Series safety valves.

If you are calling on customers with high-pressure boilers, you don't need to look any further. These valves can take eight months to a year to get from the factory. I guarantee you will look like a hero when you take on our “new” line.

We are stocking 1-1/2" through 4" in 600, 900 and 1500 inlet flanged valves.

We are also stocking the elusive P1 series economizer valve.

Our new 81,000 square foot building is state of the art. We have two boilers putting out steam valves every day. We can go up to 7000 psig on air. Rush jobs are the norm, just don't expect a steam valve to go out the same day if you call us after 2 p.m. We do have some limitations.

But we do everything we can to make your life a little easier and keep your blood pressure down. If you have your health, you have everything.

We really appreciate your business and your patience. Please give us a call the next time you're shopping for safety valves. We guarantee a pleasant experience.

Allen Tanis



Huge Inventory with an Incredible Selection

- More than 35,000 valves in 3,100 varieties
- Currently set and ship over 200 valves per day
- We repair over 40 valves a week with plenty of capabilities to handle any emergency or rush jobs
- Same-day shipping with fast track capabilities to calibrate and test valves from nine test stations
- Ship safety valves to more than 2,300 customers worldwide



Consolidated 2700 Series and 1700 Maxiflow Series ... Now in Stock!

Also stocking the P1 series economizer valve.

Delivery of these premium high-pressure valves from the factory can take from eight months to a year. At NASVI, we have them on hand right now, ready for your customers with high-pressure boilers.

2700 Series

- Designed for the combined cycle gas turbine (CCGT) segment and fast-growing cogeneration and waste-to-energy segments
- Includes many features that meet ASME requirements for steam compressible fluids
- Supports smooth, cost-effective operations, especially in steam service environments



1700 Maxiflow Series

- Designed to provide optimum boiler overpressure protection
- Increases plant efficiency by reducing steam losses
- Installed on the majority of power-generating stations worldwide





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Include the name and company for removal.
Thanks for your help!

Recommend Remanufactured Valves with Full Confidence.

It's a growing alternative for customers looking to save money and cut downtime.



When your customer mentions budgets are tight, suggest the solid alternative. A remanufactured valve from North American. Your customer will be 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 remanufactured alternative.

And offering remanufactured valves will increase your sales!



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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