

UPDATE

NORTH AMERICAN SAFETY VALVE

Summer, 2006



Allen Tanis
President

“don't forget to tell folks when they're doing a good job...”

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From the President's Desk

Since the last time I sat down to write you a note, I've become famous. Sort of. I got my name in the Kansas City Star.

No, I didn't get caught cooking the books or doing anything illegal. I just sent an email to one of the sports columnists and he quoted me in the paper. He's been writing three or four columns a week for at least 4 years now, but his writing stinks. Or at least it did. The purpose of my email was to tell how much he'd improved. It is easy to criticize when someone doesn't meet your expectations. But I feel it is more important to let people know when they do a good job.

Many of you have complimented us on our newsletter, our Christmas card and our company's service. We really appreciate it. We work our tails off to please you. But remember: If we don't meet your expectations, I want to know about that, too.

We have so many valves in stock that it would be difficult for us not to meet your expectations. As factory lead times continue to increase, remanufactured valves look better. I had an inquiry today for 60, 6x8 300x150 flanged safety valves all with bellows. We had them in stock in remanufactured valves. I figured we could get them beautified and delivered in

4 weeks. It would take a major manufacturer 10 months to complete that order. I will let you know next time if we got the order.

Just think of us as your factory. We have the inventory. We can take care of you – even for big orders.

Wes Byrum of Byrum Valve & Fitting passed away. I attended his funeral in Baton Rouge. Most of you probably don't know Wes because he dealt in surplus valves, both new and used. He was one of the sweetest, kindness men I ever knew. He would do things for people on trust even though he knew they might not be all that trustworthy. He was almost 65 years old when he passed away and he was never healthy in the 30 years that I knew him. He was truly a great family man and that is all he talked about. He really loved his wife, children and especially his grandchildren. Good-bye, Wes. You will be sorely missed.

Like I told you in my last newsletter, if you've got your health you've got everything. Thank you for all of your business. Stay healthy, and don't forget to tell folks when they're doing a good job.

Allen Tanis

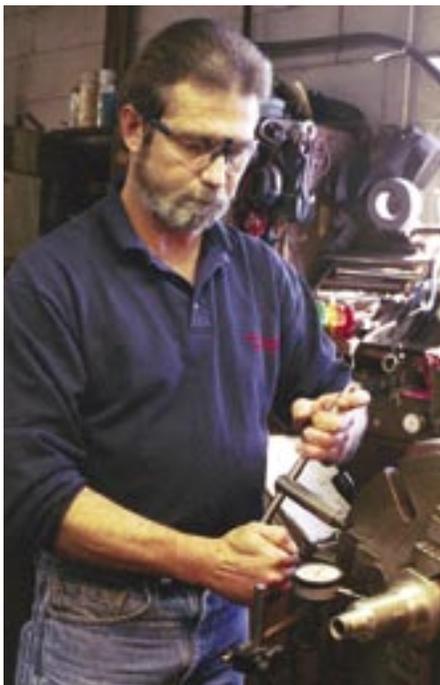
High prices and long lead times? Remanufactured valves are the answer!

The only thing that's going up faster than the cost of new valves is the lead-time manufacturers need to deliver them. Your customers are looking for ways to save money and reduce downtime at their plants. If you tell maintenance personnel you can save them around 50% on the safety valves they need with virtually no lead-time, do you think they'll listen to you?

You bet they will.

NASVI stocks a wide variety of brands and sizes of remanufactured safety valves ready for immediate shipment. Each one has gone through the same rigorous, 7-step remanufacturing process. Here's what our technicians do:

1. Completely disassemble the valve. Clean and inspect it.

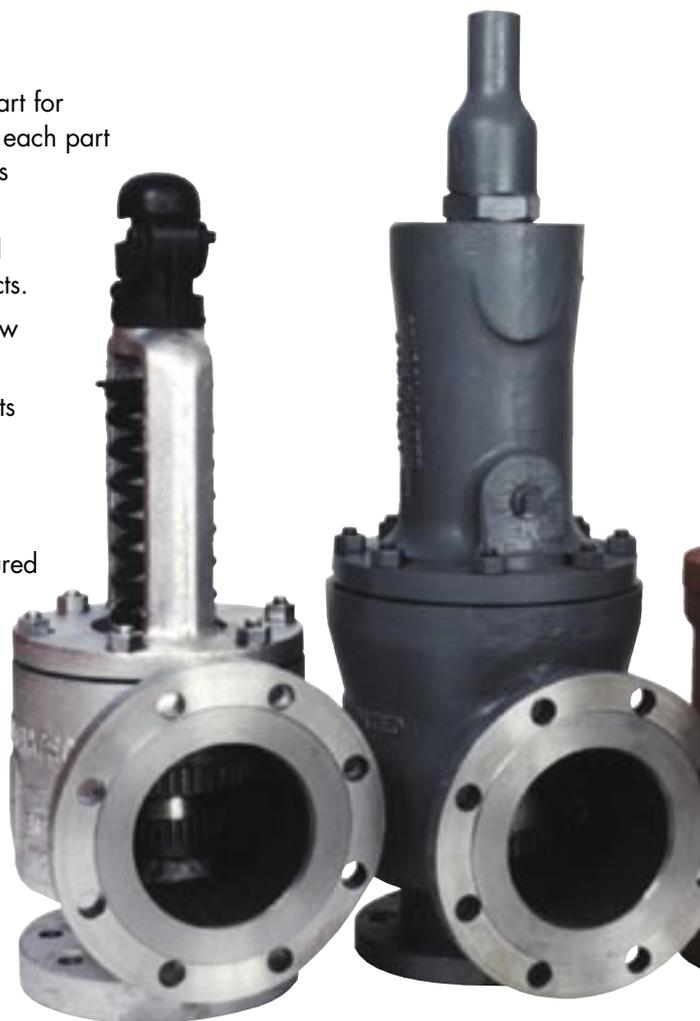


2. Check every working part for signs of wear to ensure each part meets the manufacturer's tolerances.
3. Sand blast castings and check for possible defects.
4. Face all flanges to a new finish.
5. Replace all gaskets, bolts and nuts.
6. Reassemble and paint the valve.
7. Subject the remanufactured safety valve to a series of tests ensuring it meets or exceeds new valve criteria.

Best of all, we stand behind our work. Every valve comes with a two-year warranty on parts and workmanship. So you can sell NASVI remanufactured valves with complete confidence.

The next time you talk safety valves, get your customer's specs and call us. Our inventory is computerized, so we can give you prices and availability within minutes. So you can get back to your customer and get the order. Then we'll deliver the valves fast – same-day shipping is the rule, not the exception.

It's a win-win situation – your customer saves 50% over the cost of new valves and reduces downtime. And you



look like a genius because you told him how to do it.

What are you waiting for? To find out more about remanufactured valves and how they can work in your customers' applications, call a NASVI applications engineer today at **(800) 800-8882**.

Customer asks about service in the field? You answer with a Field Service Unit!



Our self-contained repair shop and mobile testing stand takes a valve repair shop to the job-site. The two-truck unit responds to customer requests anywhere offering on-site repair and resetting of valves during scheduled maintenance shutdowns.

Step into the mobile repair unit and you'll find all the equipment necessary to perform the highest-caliber repairs: sand blaster, compressor, lathe, mill/drill press, lapping machine – it's all inside. There's also a Consolidated® seat-resurfacing machine with all adapters for every orifice in the Maxi-Flow® boiler line. Completed valve work will carry the VR stamp.

The Field Service Unit also includes a state-of-the-art computerized lift-assist testing unit that allows for testing set pressures and resetting high-pressure safety valves in the field. The testing unit makes testing valves that are welded in-line or stationary possible without removing the valves. Your customers won't be required to pressure down or increase pressure to test for set pressure. The lift-assist testing unit also allows for resetting valves after repairs have been made while the valves are on-line.

If you have prospects or customers that bought their replacement valves elsewhere because you haven't been able to provide on-site service, you will want to get back with them and talk about this service. An application engineer can even go with you to see the customer. We are here to work with you. If you have questions on how our new Field Service Unit can put money in your pocket, give us a call at **(800) 800-8882**.





Got a Question? We'll have the answer!

**We're here to help you profit
from selling safety valves.**

You're sitting in a customer's office and he asks you a safety valve question you can't answer. No problem, ask to borrow his phone. We'll get you an answer right now. No waiting and no need to call back. Our expertise comes from taking care of our customers for over 31 years. Each of our application engineer's goal is to make it easy for you to profit from the sale of anything relating to safety and relief valves.

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 you. If you need a part or require maintenance assistance, we know better than anyone how to help.

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



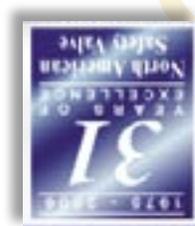
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