

UPDATE

NORTH AMERICAN SAFETY VALVE

Summer, 2008



Allen Tanis
President

We do everything we can to make doing business with us easy.

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From the President's Desk

Recession? What recession? Business is booming and all is well. I keep telling my people that a safety valve is the last thing that goes in, so we are the last to feel it. But I've also told them we can't afford to get complacent and to treat every sale as the most important one they'll ever make. Because you are only as good as your last contact with the customer. Everything is based on

RELATIONSHIPS

Business is all about relationships. You want to work with suppliers who will work with you. At NASVI, we do everything we can to make doing business with us easy.

As a distributor, you prefer not to carry any inventory, but still have it at your disposal at a moment's notice. Lo and behold ... *NORTH AMERICAN SAFETY VALVE!* We have thousands of valves in stock.

You hate to take on a line, be expected to stock a bunch of inventory and get criticized if you don't meet a quota. *Here's NASVI* — you don't have to stock anything and we don't hold you to quotas.

You don't want to be required to take the factory man around to your customers at inconvenient times. **Drum roll, please** ... *NASVI*. If you want to take on the line, we'll help educate your crew. If you want us to go on sales calls with you to

your customers, we can do that as well. Whatever works best for you.

You don't like to invest time and effort in a new line, then become old news when the factory gets a better opportunity. *Voila* — *NASVI*. Even if you use us as your second or third safety valve source, you're still going to get great service. Because we know eventually, if you give us the chance, you will see and experience the difference.

You hate to wait ... and wait ... and wait for an answer when you call, email or fax a request. *Ta-da* — *NASVI!* We usually can give you an answer right away, the same day you ask.

I won't say we're perfect, but that doesn't stop us from trying to be. Because, after 33 years, we're still hungry, and we really do appreciate your business.

Allen Tanis

Make NASVI's Service Center Your Service Center

At NASVI, our repair services are designed to keep your customer's safety and relief valves at peak operating efficiency.

Factory-trained service personnel spot potential problems and recommend the most economical ways to solve them.

In addition to an experienced, skilled staff, NASVI's Service Center is equipped to handle any safety valve repair. NASVI has the specifications for 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.



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 your customer has questions about repairing or upgrading their safety or relief valves, give one of our application engineers a call.

In an attempt to always meet or exceed our customer's expectations, NASVI installed a second steam boiler. 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. This second boiler will insure the tradition continues.

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.

Over the years, our Service Center has proven popular with maintenance managers. It allows the plant to have their valves repaired, serviced and set quickly, which minimizes downtime. They also like the service because it saves them money.

With NASVI's Service Center, you can maximize your customer's uptime while saving 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.



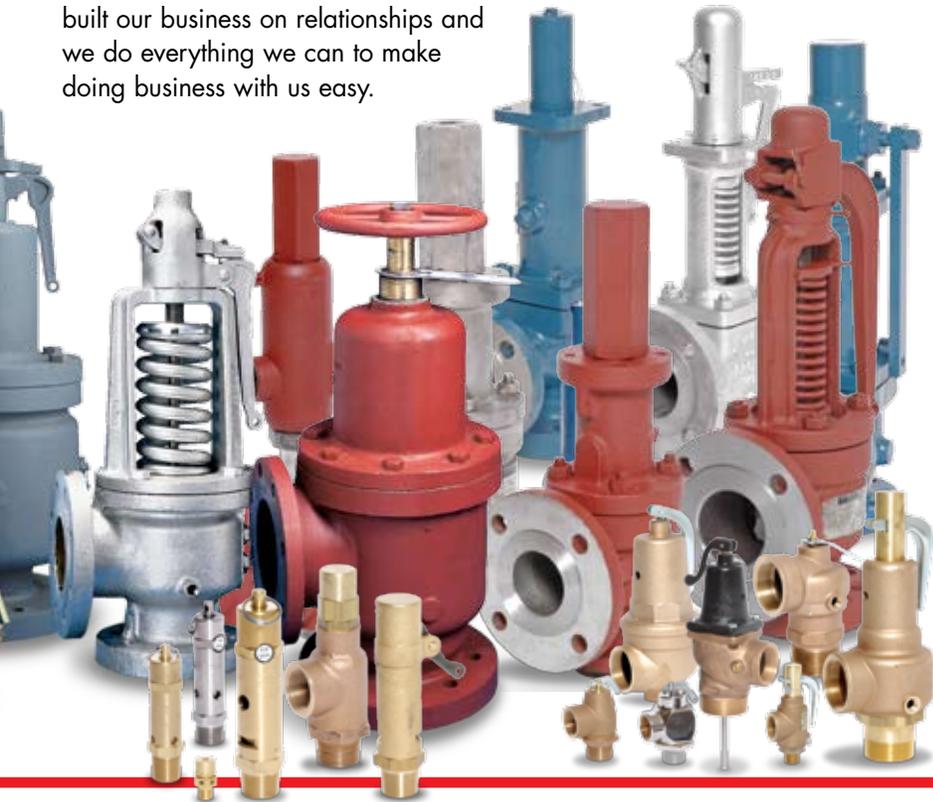
When it comes to selling safety valves, you don't have to stock anything.

Our large inventory allows us to offer same day shipment from stock on every valve Kunkle makes.

For over 15 years, North American Safety Valve has stocked the largest inventory of Kunkle Safety Valves in the nation. In fact, over 50% of NASVI's business involves supplying new valves. Besides our large inventory of new Kunkle valves, we also stock new safety and relief valves from Farris, Crosby, Conbraco, Consolidated, Aquatrol, Hydroseal and many others.

Our 42,000 square foot warehouse gives us the capability to ship even the largest orders for Kunkle valves right away. You won't get a three to four week delay. At NASVI, we don't quote you unbelievable factory lead times, we simply pull the valve from our stock, set and test it, then ship it to you — usually the same day it was ordered! And when you order a Kunkle product from NASVI, be assured that it's backed by the quality service that has earned us our sterling reputation within the industry. How much simpler can it be?

So, the next time your customer calls and needs a new safety or relief valve in a hurry, call a NASVI applications engineer at **(800) 800-8882**. He'll have a quick answer on price, availability and shipment. After all, we've built our business on relationships and we do everything we can to make doing business with us easy.



Working Fast, For the Long Haul

At NASVI, we pride ourselves on taking care of your safety valve requirements quickly. But we're not just about the speed. We also focus on taking care of your business over the long haul.

One of our employees has applied this idea of speed plus staying power to running races. Last year, Application Engineer Jeremiah Wright set a goal of qualifying for the 2008 Boston Marathon, although doing so would mean he had to dramatically increase his running pace to make the 3:10

qualifying standard for Boston.

In December, he ran the Dallas White Rock

Marathon in 3:09:28, a 29

minute and 35

second improvement over his previous best

time. On April 21, Jeremiah met his goal and completed the

Boston Marathon in a time of three hours,

21 minutes and 21 seconds.

The dedication and focus it took Jeremiah to run a 26.2-mile race reflects how everyone at NASVI views servicing your safety valve needs. We want to be your partner, serving your safety valve needs with the speed you want today. But we're also looking forward to the road ahead, and a long and profitable relationship with you and your clients.



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

Recently we got a call from a distributor's salesman. He was in a customer's office and he got a safety valve question he couldn't answer. The customer wanted to know why some new valves come with two nameplates and the words "repaired by" on one.



He gave NASVI a call. His application engineer had the answer. One is the original manufacturer's nameplate. The second "repaired by" plate will be stamped with the VR symbol of the National Board. The National Board considers anything done to a valve "new or used" that will affect the pressure setting, function or capacity of a repair. This also includes replacing any

integral part (such as changing a spring). Therefore, a VR symbol nameplate is applied to any coded new valve that is reset by someone who does not hold assemblers stamps for that valve. This is a confusing and misleading system. However, this is done to ensure the code integrity of the valve.

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



North American Safety Valve Industries, Inc.

Your total source for all lines of:

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