

UPDATE

NORTH AMERICAN SAFETY VALVE

Summer, 2009



Allen Tanis
President

We we can meet your customers needs even faster than ever.

INSIDE

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- NASVI Makes Selling Safety Valves Easy!
- New Computer Saves You Time and Improves Your Customer Service.
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From the President's Desk

Recession, depression, aggravation ... you name it, we've got it. But at North American we're reacting in the opposite way you might expect.

During slow economic times, many companies look for ways to cut costs. But we have actually invested more money in the business. We just purchased a new big lathe and added a man to run it. When your customers are looking for surplus valves or repair service on their valves, we can meet their needs even faster than ever. We are spending so your customers can save.

We're also continuing to expand our inventories to meet changing demands. If you need 70 of a 2x3 150x150 flanged valve, we'll have them. You won't hear "We can ship in 26 weeks," like you would from the manufacturers. Hell, we have so many new and surplus valves coming in, that we need to work overtime to keep up with checking them in.

We're increasing our advertising, too. We are in two trade magazines, and this newsletter is going out an extra time this year. Because we think advertising is a good investment, too. You're only as good as your last phone call, mailer, quote, or personal visit.

We are even coming into the 21st century, with a new computer system that will let us email or fax acknowledgements. And sometimes we ship so fast,

you will probably have the valve before the acknowledgment is filed on your end.

With the recession in full blast, your customers are looking to cut maintenance costs ... and that's where our remanufactured valves can help. About 80% of our sales are new valves, but our remanufactured valves operate like new, look like new and cost less. It's a great way to "go green": You're making green; your customers are saving green; and you're doing it with recycled valves.

Looks like the juicy days of new construction are over, and it's back to the good old days. That's right: You need to be knocking on doors, pushing in-house repairs and inviting us to come out with our field service units to your customer's site. Our guys are ready to hit the road, ensuring your customer's down times are minimal.

Remember we only sell to wholesalers so we need you to push our valves for us, and you never need to worry about us going after your customers.

Many thanks for making last year our best ever. We will continue to put the money back into our people, our technology and our inventory to ensure future success for the both of us.

Allen Tanis

Remanufactured Valves Offer a Green Alternative.

America is shifting to a “green culture” and now you can be part of this growing trend by offering remanufactured steel flanged safety valves. We have the facilities and extensive experience in all areas of safety valve repair and remanufacturing to help you to “go green.”

In the past, companies have chosen remanufactured safety valves when maintenance budgets needed to be stretched or turn-a-rounds were tight. For most industrial uses, remanufactured valves offer excellent availability and are extremely cost effective without compromising quality or safety. But today, more are choosing remanufactured safety valves as a way to “GO GREEN” and “SAVE GREEN.”

When a safety valve is remanufactured, it is completely disassembled, cleaned and inspected. Then every working part is checked for signs of wear. Everything must meet the manufacturer’s tolerances to qualify for remanufacture. The castings are sand blasted and examined for defects and the flanges are refaced to a new finish.

Next comes the assembly and testing. All gaskets, bolts and nuts are replaced before the safety valve is reassembled and painted. Finally, the remanufactured safety valve is subjected to a series of tests ensuring it meets or exceeds new valve criteria.

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 only difference between remanufactured valves and new OEM valves is the cost – about one-half – and the warranty – two years.

To learn more about remanufactured valves, the “GREEN” alternative and how they can work in your customer’s applications, call a NASVI application engineer today.



NASVI Makes Selling Safety Valves Easy!

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 34 years.

We are focused.

The sole responsibility of our dedicated applications engineers is to take care of your requirements. We will help you with sales planning, product selection and after-sale service when needed. We will even provide you with catalogs that have no reference to NASVI. Place your

company’s sticker on it and you’ll have your own safety valve catalog to pass out to your customers... and it costs you nothing.

Our commitment is to 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.



New Computer System to Provide Email Order Confirmations and Shipping Acknowledgements.

It’s guaranteed to save you time and improve your customer service.

It’s official! NASVI has entered the 21st century. We now can email your order confirmations and tracking information. All it takes is your email address.

No more calling for tracking numbers. You will receive an email each time your order status changes. If your order is being shipped UPS, as soon as it leaves our dock, you’ll have a tracking number for monitoring the shipment.

Next time you place an order with your application engineer, give him your email address. That’s all it takes. And rest assured we will only communicate with you via email as it relates to your order. We will not allow others access to your email address and NASVI will not send you any sales information electronically unless you request it.

It’s quick, easy and it will save you time. Plus, you don’t have to wait for the Post Office.

For more information on our new computer notification and how it can benefit you and your customers, call **1-800-800-8882**.

You’ve Got Customers with Commercial Hot Water Heaters and Storage Tanks?

We’ve Got T & P Relief Valves Ready to Ship.

Increase your sales! Offer the new Apollo® 18C series valves. We stock the entire lineup.



We offer the American-made line of Apollo® 18C Series bronze automatic temperature and pressure relief valves by Conbraco. They are used for high capacity protection of commercial hot water heaters and storage tanks valves. The brass-bodied valves are approved for ASME Section IV Heating Boilers and carry the Canadian Registration Number CSA-0G1438.6C.

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”)

Make sure your customers know you have fast access to the complete line of 18C-500 Series Commercial ASME T & P relief valves for same day shipment. If you have questions, call your NASVI Application Engineer for more information or visit our website at www.nasvi.com.

Adding products to quickly meet your customers’ needs, just one more reason to look to NASVI for all your safety and relief valves needs. Next time give us a call. We are here to help you make more sales.



**North American
Safety Valve
Industries, Inc.**

NASVI's Field Service Unit Delivers Valve Testing and Repair to the Site.

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 with them and talk about how you now can supply this service. NASVI's Field Service Unit is state-of-the-art. From the equipment on the trailers to the people on the repair team, you can feel confident you are supplying your customers with the best.

If you have questions on how our Field Service Unit can put money in your pocket, give us a call at **1-800-800-8882**.



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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UPDATING



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**North American
Safety Valve
Industries, Inc.**



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