

UPDATE



NORTH AMERICAN SAFETY VALVE

Summer, 2014

From the
President's Desk



Allen Tanis
President

*Smart wholesalers
rely on us because
we've been in the
safety and relief
valve business for
over 40 years.*

Quotes from famous people (and NASVI)

"It is unwise to pay too much, but it is unwise to pay too little. When you pay too much, you lose a little money, that is all. When you pay too little you sometimes lose everything. Because the thing you bought was incapable of doing the thing you bought it to do.

"The common law of business balance prohibits paying a little and getting a lot.
IT CANNOT BE DONE!!!

"If you deal with the lowest bidder, it is well to add something for the risk you run, and if you do that you will have enough to pay for something better." John Ruskin 1819-1900

NASVI only deals with you, the wholesaler. There is no way you know the ins and outs of all the products that you sell, so you have to rely on vendors who know what they are doing. Smart wholesalers rely on us because we've been in the safety and relief valve business for over 40 years.

If you want the cheapest price every time, we can get it for you. You may not like the delivery or the quality but it can be done. If you want throw-away valves, we can get those, too. But we will tell you that some people think you should throw them away before you put them on.

Here is an email I received the other day:

"Gentlemen: I've dealt with NASVI for at least 30 years, and I must say you folks are probably my favorite vendor. Quotes from NASVI are accurate, clean and amazingly fast. Your service is the best in the industry. I always use NASVI as an example of exemplary customer service when I'm training new employees on our sales desk. Nobody makes buying and selling relief valves as easy as you folks.

"Keep up the great work!!"

Sheldon Jaffe
Senior Applications Engineering

We get compliments like this all the time. We try and take care of the customer the old-fashioned way. We spoil them so much that if they don't get a return quote within 15 minutes, they think something is wrong.

Other famous quotes by yours truly:

"You can never go broke by making money."

"Profit is not a four letter word."

"The customer is not always right, but they are the customer."

Don't let us be your bail-out vendor when no one else has it. Let us be number one in your hearts and minds.

We really appreciate all the business that you send our way. Keep up the good work. And call us for a quote.

Allen Tanis

We can help with all your safety valve needs.

We carry an extensive inventory of new valves in all major brands.

North American Safety Valve can supply a large selection of new safety valves. Although **Kunkle** is the primary brand most distributors know us by, it is only one of the many brands we carry at North American Safety Valve (NASVI). Over the past 39 years we have continually added new manufacturers and product lines to ensure that we are your total source for ALL your safety and relief valve needs.

Here's a list of some of the other manufacturers we carry.

- **Consolidated** – One of our most commonly requested valves. NASVI can fill your needs on everything from bronze/iron 1/2 inch, to the 8x10 1900 series and on to welded in-line boiler valves.
- **Crosby** – Concentrates on steel valves almost exclusively. NASVI can supply threaded or flanged, large or small in this line. Crosby and NASVI can team up to net large orders for new plants or plant expansions.
- **Kingston** – We have hundreds of air compressor valves from 1/8 inch on up in nearly any set pressure you would need.
- **Conbraco** – Hot water boiler valves, low-pressure boiler valves and T&P valves are in stock. Your mechanical and plumbing contractors will be happy to know that you can supply these valves, and we can ship them directly to their location the same day.



- **Farris** – A complete line of safety and relief valves for your process applications, both threaded and flanged.

On your next inquiry, regardless of brand, please give us a call at **1-800-800-8882**. We will continue our efforts to make safety valve calls the easiest part of your day.

TOP 10 REASONS

Why You Should Call North American Safety Valve for all your safety valve needs. Since David Letterman has yet to talk about safety valves, we're quite sure he won't mind if we offer our own list. Here it goes:

- 10 EIGHT DEDICATED APPLICATION ENGINEERS.** Your coffee won't get cold waiting for a quick answer to your problem.
- 9 EXCHANGE & RENTAL PROGRAMS.** If your customer has safety valves that need repair but can't afford to shut down for lengthy repairs, we have the solution.
- 8 REMANUFACTURED VALVES.** Lower prices, reliability, warranties and quick availability are the reasons more companies are choosing remanufactured valves.
- 7 WARRANTIES.** One-year warranty on workmanship and parts for all new safety valves. TWO-YEAR WARRANTY on remanufactured valves. Yes, we're that sure of our workmanship.
- 6 EXPERTISE.** Safety valves are our only business. For 39 years, NASVI has been serving the safety valve industry and our application engineers have combined experience of over 140 years in the field.
- 5 REPAIR SERVICES.** Our in-house repair facility is code-approved and backed with the latest test equipment and a complete machine shop.
- 4 SAME-DAY SHIPPING IS STANDARD.** The valve you need is on its way, right now.
- 3 PROVEN REPAIR TECHNICIANS.** Our technicians are experienced and factory trained. They are pros. Because nothing is more important to our customers, and nothing is more important to us.
- 2 BRAND NAMES.** We stock valves from Consolidated, Kunkle, Kingston, Crosby, Farris, Aquatrol, Conbraco, and many more.
- 1 INVENTORY.** Our 70,000-square-foot warehouse in Kansas City is home to the country's largest, single-location inventory of new and hard-to-find safety valves.

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 while helping you increase your sales.

In addition to an experienced, skilled staff, NASVI's Service Center is equipped to handle any safety valve repair. Our technical library has the specifications for nearly every safety valve ever made — allowing technicians to make repairs to exacting specifications. The repair 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.

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. If necessary we can fire a second steam boiler for added testing capabilities.

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.

Our repair service also includes updating the valve to the latest design standard when necessary. All valves serviced in our repair facility carry a 1-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.

With NASVI's Service Center, you can increase your sales by maximizing 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. It's easy and it's profitable.



Need T&P Relief Valves – Look to NASVI's Lineup of New Valves



The Apollo 18C series valves are in stock, ready to ship!

NASVI works hard to make sure our customers have the valves they need to keep their customers happy. That's why we stock an automatic temperature and pressure relief valve that is ready to ship. We are proud to offer the Apollo lineup of American-made valves.

The Apollo® 18C Series bronze automatic temperature and pressure relief valves are used for high capacity protection of commercial hot water heaters and storage tanks. The series feature:

- 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")

The brass bodied valves are approved for ASME Section IV Heating Boilers and carry the Canadian Registration Number CSA-0G1438.6C.

Make sure your customers know you now 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 new lines and inventory, 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.



1500 Iron Street
North Kansas City, MO 64116



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!

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

RETURN SERVICE REQUESTED

Offer Remanufactured Safety Valves and watch your sales grow.

A popular alternative for customers looking to save money and cut downtime.

Today, many companies are finding when maintenance budgets need to be stretched; a safe way to save is 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.

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



**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

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