

UPDATE

NORTH AMERICAN SAFETY VALVE

Summer, 2018

From the
President's Desk



Allen Tanis
President

“We strive to be the most responsive vendor you have, and we will try every day to keep it that way.”

Tip or Tariff

In my 46-year career, I have seen the highs and the lows. The biggest low was the early 80s when double-digit inflation caused prices to go up twice a year and interest rates rose to 22%. Then 1983 hit, and the oil crisis really hit our industry. It took two years to start to recover and another five to really get going again. Right now, business is booming but something always comes along to screw things up.

The fear of the TARIFFS has driven prices up twice this year, with a third increase coming in September. Good excuses to raise prices. When we quote you a Kunkle Valve, for example, our system might spit out \$147.90 as your cost. I realize many of you think the cents is silly but what are you going to do? I always tell the customer that the cents are my tip but now it is my TARIFF.

Speaking of TARIFFS, this shipping business is outlandish. No LAW says if you don't follow directions that you have to eat the freight. Everyone makes mistakes and you and/or your customer are entitled to pay a discounted price, but not a total freebie. There is one company in Chicago that expects you to pay them an additional \$250.00. Good luck with that one. We send back an acknowledgement with every order. Shouldn't you be able to catch our mistakes? How about the guy who thought we screwed up and sent a big order prepaid instead of using his carrier? It turns out our carrier was cheaper than his and he didn't offer to TIP us. Instead he put it in his pocket. TARIFF.

Speaking of TARIFFS, the payment of bills is getting out of hand. In a newsletter three years ago, I advised you to not let the end user get away with murder. Lowest prices, fastest service and slowest pay don't add up. We bust our butts for you, but if you are high maintenance, you shouldn't expect to get the same service as the fast bill payer. TARIFF.

Now I have a BIG TIP for you. We will soon have the largest inventory in the country of high-pressure boiler safety valves. It takes eight to nine months for the factory to deliver these valves, which can go up to 2,000 PSIG. If you take this hot TIP to your big end users, it might open all kinds of doors for you. Don't wait for the guys in the repair business to get there first. There is a TARIFF on these valves but you will be a hero.

If I haven't said it enough, THANK YOU FOR ALL OF YOUR BUSINESS. Your loyalty is overwhelming at times, and we work hard to keep it.

We strive to be the most responsive vendor you have, and we will try every day to keep it that way. You can always pick up the phone and call. We have a real person answer it. She may not know if it is morning or afternoon but she does answer.

Stay healthy and keep the orders coming.

Allen Tanis

**FREE Personalized Coffee
Mug with Your Next Order**
See inside for your free customer appreciation gift.



More Companies Look for Alternatives to Save Money and Cut Down Time.

Offer North American's remanufactured safety valves as an alternative and watch your sales grow.

Many companies have found that it makes sense 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.

Now you can be part of this growing trend by offering remanufactured steel flanged safety valves with full confidence. We have the facilities and extensive experience in all areas of safety valve repair and remanufacturing.

When we remanufacture a safety valve, we:

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. Each safety valve is then reassembled and painted.
7. Subject the remanufactured safety valve to a series of tests ensuring it meets or exceeds new valve criteria.

Only then does it receive our full two-year warranty.

What does a customer gain from using remanufactured safety valves?

Three things:

Value. Savings of 50% aren't unusual.

Assurance. Every remanufactured valve is guaranteed for two years to be free of defects in material and workmanship.

Faster delivery. Same-day shipping is the rule – not the exception.



Drip Pan Elbows Can Add Extra Profit!



Add extra profit to your next steam application sale by recommending drip pan elbows. Most safety valve manufacturers recommend installing drip pan elbows on the discharge side of all steam safety valves.

North American Safety Valve stocks cast-iron drip pan elbows from 3/4" to 8".

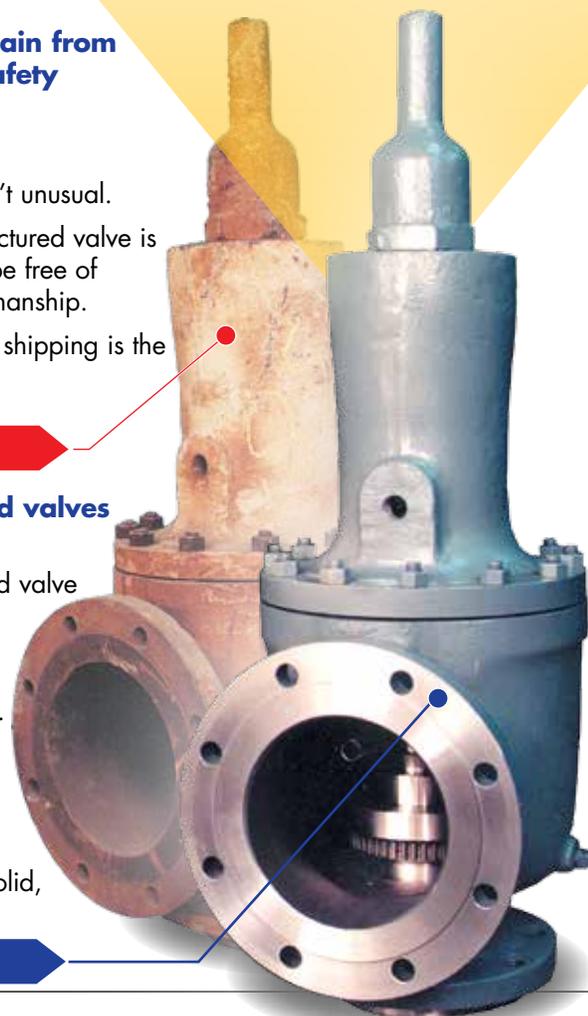
How can remanufactured valves increase sales?

Add it up. A remanufactured valve from North American means your customer is 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.

BEFORE

AFTER





1600 Warren Street
North Kansas City, MO 64116



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U.S. POSTAGE
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RETURN SERVICE REQUESTED

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!

Selling safety valves is easy when you have the right help!

You don't have to be an expert in the field of safety and relief valves to sell them because that's our job. And we're only a phone call away. We'll help you select the proper valve and give an immediate price quote on the phone. The sole responsibility of our dedicated application 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. Our goal is to help you exceed your customer's requirements – from quality products to on-time delivery backed by quick and accurate customer service. We carry all makes of safety and relief valves in our extensive inventory – from the common to hard to find. And same-day shipping is the rule, not the exception.



We'll work hard to find the right solution so you can keep doing what you do best ... putting your customers first and providing quality service and quality products.

At NASVI, we share the belief that servicing our customer's needs completely every time is the key to our success.

Since 1975 that formula has worked for us. We have supplied distributors with the widest spectrum of quality safety and relief valves possible.



**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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