

UPDATE

NORTH AMERICAN SAFETY VALVE



Winter, 2006



Allen Tanis
President

“May you all have a happy, healthy, and safe holiday season.”

INSIDE

- Make NASVI's Service Center Your Service Center
- Your Number One Source for New Safety and Relief Valves
- Got Questions?

From the President's Desk

One of my customers recently called and asked where I had been on vacation. Then he quickly said “don't tell me, I'll read it in your next newsletter.”

So here's my latest travelogue. We went on an Alaskan cruise and then inland by bus and train to Fairbanks, where we panned for gold. (You know I didn't strike it rich, since I'm still writing this column.) We took a paddleboat tour while we were in Fairbanks. The man who owned the boat went to an auction 27 years ago when they finished the Alaska pipeline and bought 6,000 feet of 48" pipe. He only wanted about 1,200 feet, but they wouldn't sell it in smaller lots. So he used what he needed and stored the rest. Well wouldn't you know the oil company needed that pipe several years later and they had to buy it back from him. (And I hope he made a nice profit!)

Obviously it helps to be at the right place at the right time with the right stuff. That's where NASVI can bring you opportunities for a sale at a nice profit. Talk to the maintenance people, and if they need a lot of valves repaired in a very short time, tell them about our exchange program. We take used valves in stock; we refurbish them, test them,

and then ship them out to be on site when your customer has a shut-down for maintenance.

They can take their valves out, and stick ours in and send their old valves in for credit. Or we can refurbish and store them until their next shut-down. If they need help identifying the valves, we'll be happy to come out and do an inventory for them.

There are a lot of reasons why you have selected us as your safety valve vendor. You don't have to stock the product. You get quick answers and fast shipment with a nice profit from a knowledgeable, friendly staff that really appreciates all of the business that you send their way.

There still are a few of you that are “riding the fence” and that is okay. It keeps us on our toes to do better. Once in a while I'll hear “I've been looking all day for this valve.” Well if you made one call to Kansas City first, you might have lightened the load.

May you all have a happy, healthy, and safe holiday season. We really appreciate all of your business. And thanks for reading my column.

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.

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.

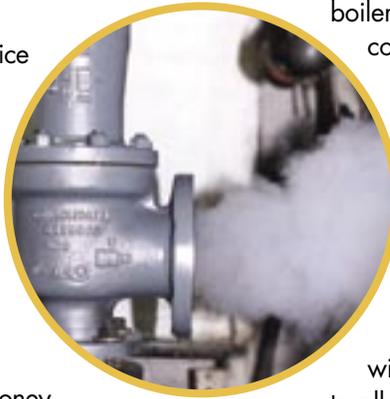
Over the years, our service center has proven popular with maintenance managers. It allows the plant to have their valves repaired, serviced and set quickly, which minimizes downtime. They also like the service because it saves them money.

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.

Service Center to add second steam boiler to power test stands.

In an attempt to always meet or exceed our customer's expectations, NASVI is installing 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.



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.



Your Number One Source for New Safety and Relief Valves

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

For over 13 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, Aquatrol 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 by exceeding your expectations every time.





Got a Question? We'll have the answer!

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

Recently a distributor's salesman was on a sales call when his customer asked a safety valve question the salesman couldn't answer. The customer wanted to know why some new valves come with two nameplates and one of the nameplates has the words "repaired by" on it?

One call to NASVI and the salesman had his answer.

The first 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 — 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 an assembler's stamp 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 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:

- 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



RETURN SERVICE REQUESTED

1500 Iron Street
North Kansas City, MO 64116

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



FRSRT STD
U.S. POSTAGE
PAID
PERMIT NO. 5887
KANSAS CITY MO