

UPDATE

NORTH AMERICAN SAFETY VALVE

Winter, 2009



Allen Tanis
President

*We take care
of the customer
better than
anyone else.*

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From the President's Desk

Although you've undoubtedly already heard enough about the current financial mess, I have to make one thing really clear: The big boys may not know how to run a business the slow, boring, *correct* way. But we do at North American Safety Valve Industries.

The trickle down effect does work here. After 34 years, our people get paid more than ever because the more money we make, the more they make. That makes our people happy, so they work even harder. So we can buy more valves, lathes, boilers, pressure vessels, electrical supplies and nameplate stamping machines. It's a good way to do business.

And it all starts with a simple idea: Take care of the customer better than anyone else.

We have seven inside sales people, where most places have two. So you'll always have someone to take your call. We have more valves and more lines in stock than anyone, so we probably have what your customers need right here. We have new valves we buy from the factory and new valves that are bought from everywhere else. And we have used valves that we refurbish and spit shine to look better than new. We are so sure of our work on remanufactured valves that your customer has five days to eyeball

them. If they don't like them for any reason, we will take them back at full credit and pay the freight both ways.

We have 20 *technicians* in our testing, shipping and repair shop that are anxious to ship your valves today. (Just don't call at 4:00 and expect a miracle – THIS ISN'T A PIECE OF PIPE that can just be pulled from the shelf.)

We sell *only* to wholesalers, so you don't have to worry that we are selling to your customers. We refer end users and contractors to our favorite wholesalers. We send out new construction bulletins for free. Imagine that. Most manufacturers have the distributor share in the cost of this service. We send out private label catalogs without our name on it so you can make more sales at no cost. We send out a test report with every valve at no cost. If NASVI was an airline, we wouldn't charge you for your baggage, and we would feed you properly.

We really appreciate your business. We hope we have earned it. If you haven't called lately, we look forward to showing you how good we can be.

We look forward to 2009 and we hope you have a very healthy and prosperous year.

Allen Tanis

When Budgets are Tight, Push the Remanufactured Alternative.

In the past few years, many companies have found 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.

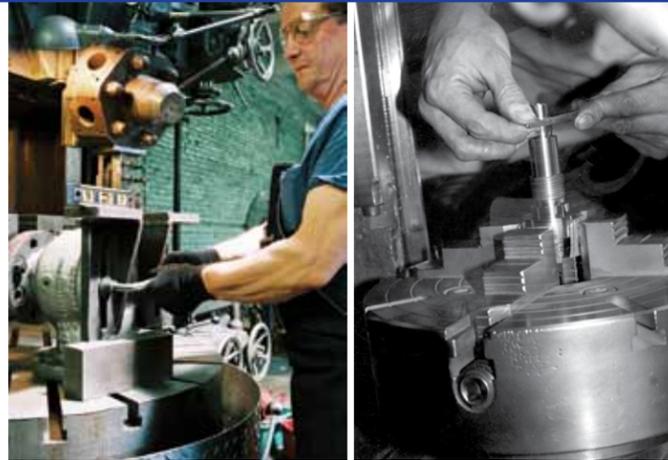
Now you can be part of this growing trend by offering remanufactured steel flanged safety valves. We have the facilities and extensive experience in all areas of safety valve repair and remanufacturing.

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—twice as long.

To learn more about remanufactured valves and how they can work in your customer's applications, call a NASVI application engineer today.



Offer Remanufactured Valves with Full Confidence.

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.

Offering remanufactured valves will increase sales!

When your customer mentions budgets are tight, suggest the solid alternative. A remanufactured valve from North American. Your customer will be 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. The remanufactured alternative.

What does a customer gain from using remanufactured safety valves?

- 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.** Factory lead-times are up to 16 weeks—remanufactured valves can ship within one week.



Our T & P Relief Valve Lineup is Raring to Go.

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

NASVI works hard to make sure our customers have the valves they need to increase their sales. We now 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-OG1438.6C. 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")

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 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.

Develop New Profitable Business— Offer On-Site Safety Valve Service.



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

NASVI delivers valve repair and testing to the job site.

Our two-truck unit responds to customer requests anywhere, offering on-site repair and resetting of safety valves during scheduled maintenance shutdowns.

Step into the mobile repair unit and you'll find all the equipment necessary to perform highest-caliber repairs: sand blaster, compressor, lathe, mill/drill press, lapping machine—it's all inside. There's also a Consolidated® seat-resurfacing machine with all adapters for every orifice in the Maxi-Flow® boiler line. Completed valve work will carry the VR stamp.

The Field Service Unit also includes a state-of-the-art computerized lift-assist testing unit that allows for testing set pressures and resetting high-pressure safety valves in the field.

The testing unit makes testing valves that are welded in-line or stationary possible without removing the valves. Your customers won't be required to pressure down or increase pressure to test for set pressure. The lift-assist testing unit also allows for resetting valves after repairs have been made while the valves are on-line.

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 back with them and talk about this service. If you have questions about pricing and scheduling of our Field Service Unit, give us a call at **(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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**North American
Safety Valve
Industries, Inc.**



34 YEARS OF EXCELLENCE
 1975 - 2009
 NORTH AMERICAN SAFETY VALVE INDUSTRIES, INC.