

UPDATE



NORTH AMERICAN SAFETY VALVE

Winter, 2014

From the
President's Desk



Allen Tanis
President

“You'll never have a more knowledgeable, reliable partner working with you.”

The “HELP WANTED” sign is always blazing at NASVI. And you, our customer, can apply anytime.

You might be surprised to learn that we have zero outside salespeople. That's because YOUR JOB is to be our outside sales team. We don't sell to contractors or end users. If one of them calls, we refer them back to their favorite wholesaler or ours. We have software to help us refer YOUR customers back to YOU if they call. We are the only safety valve company that doesn't compete with the wholesalers – because we want you to be our partner.

And you've never had a more knowledgeable, reliable partner working with you. At NASVI, we know all the major brands and even have catalogs if you find obsolete items from years ago. You don't have to wait for us to get back to you. We'll quote you on the phone, email a copy of the quote and cut sheet within minutes.

We're loyal, too. Again, **we don't sell to contractors or end users.** If one of them calls, we refer them back to their favorite wholesaler or ours. The competition is out there every day calling on your customers for safety valves and safety valve repairs. We're here working for you because we want to uphold our end of our partnership.

Loyal customers have benefited from cold referrals, too. We have referred end users who found us on the Internet, and the wholesaler sold a couple thousand dollars of product on top of the safety valves. That's a win win for us both.

Your “JOB” is to push safety valves and safety valve repairs for us, so we can concentrate

on making safety valves the easiest call of your day.

Should you accept this “JOB,” you don't have to move and you don't have to learn a new product line – all you need to know is NASVI has your answers.

We can provide you with private label catalogs to put your sticker on. If you see a

valve leaking or off the system, ask your customer if you can get them a repair quote. The inspection is free, and we can turn around single valves in just a few days.

We also stock remanufactured valves. Half the price, twice the warranty, they are an easy (and green) decision. If your customer has a turnaround schedule, we can do an exchange program with the remanufactured valves to save time and money.

Thanks for taking on the “JOB” for the last 39 years. When we provide you with wonderful service and help you score an order, please tell your co-workers, sales managers and other branches. If we can ever do a better job for you, please tell us.

We really appreciate all the business that you drum up. We will continue to strive to make safety valve calls an easy and profitable part of your day.

Allen Tanis



EXPERT
Repairs



If you're looking for more business, make our Service Center your first stop.

With no outside sales people, our repair service center is dependent on you. It's designed to build your business by keeping your customer's safety and relief valves at peak operating efficiency.

In addition to an experienced, skilled staff, North American'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 one-year standard warranty. North American 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.

In an attempt to always meet or exceed our customer's expectations, we have installed 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.

At North American's Service Center, you can maximize your business while saving your customer both time and money. Make our Service Center your service center. Just one call 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.

OPEN
for **Business**

NASVI Make

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 39 years. And our large inventory allows us to offer same day shipment from stock on every valve Kunkle makes.

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.



**EVERYDAY
SAVINGS**

More Companies are Looking for Options that Save Dollars and Time. Offer remanufactured safety valves and watch sales grow.

More companies today 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.



Your customer gains 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

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

Offer remanufactured safety valves and watch sales increase!

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.

Makes Selling Safety Valves Easy!

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. So the next time your customer calls and needs a safety or relief valve, call a NASVI Applications Engineer. They'll have a quick answer on

price, availability and shipment. After all, we've built our business on relationships and we do everything we can to make doing business with us easy.

When it comes to selling safety valves, you don't have to stock anything. Simply call **1-800-800-8882** or visit us on the web at www.nasvi.com. We'll make it easy for you!





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!

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EUDORA, KS

RETURN SERVICE REQUESTED



Count on North American Safety Valve for all your safety and relief valve needs.

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

For over 23 years, North American Safety Valve has stocked the largest inventory of Kunkle Safety Valves in the nation. In fact, over 80% of NASVI's business involves supplying new valves. Besides our large inventory of Kunkle valves, we also stock new safety and relief valves from Farris, Crosby, Conbraco, Consolidated, Aquatrol, Hydroseal and many others.

Our 50,000 square foot warehouse and on-site repair and set facility give us the capability to ship even the largest orders 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 from NASVI, be assured that it's backed by the quality service that has earned us our sterling reputation within the industry.

So the next time your customer calls and needs a new safety or relief valve in a hurry, call a NASVI Applications Engineer at **1-800-800-8882**.

You can be confident you'll get a quick answer on price, availability and shipment. After all, we've built our business on relationships and we do everything we can to make doing business with us easy.



**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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