



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

1600 Warren St.
North Kansas City, MO 64116

NASVI is Your One Source for All Lines of:

- New Safety Valves
- Remanufactured Safety Valves
- Repair Services
- Replacement Parts
- Reset Services
- On-Site Repairs

Whether you know exactly the valve you want or have questions, just contact our sales department. You'll have a quote within minutes and even a shipping/tracking number.

sales@nasvi.com

800.800.8882

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Winners and Losers

With every crisis there are winners and losers. Costco, Amazon, Home Depot, Proctor & Gamble, Zoom and others were huge winners while airlines, health clubs, most restaurants, bars, movie theatres, sporting events and concerts were huge losers. In the restaurant business, you had to be very savvy to make money. There is an Olive Garden close to my house with a booming to-go business.

People had to adjust on the fly. How many plants dropped what they were doing and switched to making sanitizers and face masks? Oil companies pushed other areas like natural gas. It was nice to be at home and concentrate on just selling. I made a lot of calls trying to figure a way to stop the bleeding and grow the future. We were down 30% in April, and things didn't get better until June. Too bad we didn't have a mad rush on 8x10 safety valves. Maybe we should have gone in the toilet paper business.

1983 was the biggest disaster for the valve business. In May of '83, we were down 60% in sales. Things didn't recover for the next two years. Imagine there wasn't enough oil. We were looking to take on anything that would sell or we could repair.

One of the things that we do very well is take care of the customer. We do it so well that people come to us praying that we can sell them something. **WINNER.**

Another thing we do is answer your requests with speed. It is rare that it takes us more than a day to get back to you. If it is going to take longer, we will tell you. Usually it takes less than 30 minutes. We have nine inside sales people to handle your requests. **WINNER.**

You can't sell from an empty wagon. Ours is overflowing. We sell new ones from the Kunkle, Consolidated, Crosby, Anderson Greenwood, Farris, Apollo, Aquatrol and Kingston factories. We have more Kunkle valves than our competitors combined. We have in stock brand-new, high-pressure Consolidated boiler valves that take six months to a year to deliver.

If that wasn't enough, we have new and used surplus valves to save your customers money and make more sales for you. Do you need parts? We have them, also. **WINNER.**

Safety valves need to be repaired. There is no law saying how often this is required, but every three years is a good guideline. We can test your customers' valves while they are running to see if they are in tip-top shape. **WINNER.**

Hopefully, by the time this newsletter hits your desk we will be well under way to getting vaccinated. If you have your health, you have everything. **WINNER.**



Many thanks for your trust in us all these years. We strive to be the best we can be. We are constantly trying to make things perfect. We hope we have made your lives a little easier. Thank you very much.
WINNER.

Allen Tanis
President



Shutdown Support: NASVI is on Stand By

A cracked valve, a broken part. There are always unwelcome surprises during a scheduled or unplanned shut down. Operations need to be back up and running ASAP. Don't wait 7-10 days for part delivery. NASVI is a call or click away for new valves and parts, as well as repair and remanufacturing.

When you're under pressure, NASVI's ready to help. With 35,000+ valves in stock, we can ship same- or next-day.

New & Remanufactured Safety Valves

Extensive stock of new valves from trusted, top manufacturers and dependable remanufactured valves backed by a 2-year warranty.

State-of-the-Art Repair & Setting Centers

Nearly every safety valve's specifications are at our technicians' fingertips for exact work. Generally, irreparable valves can be replaced from our in-stock inventory.

Same- or Next-Day Shipping

Avoid or minimize downtime with NASVI's same or next-day shipping.

Turnaround Exchange Program

Receive the valves needed for installation prior to shutting down, then ship us the old valves for repair or exchange.

10,000 +
Varieties of New Safety & Relief Valves from the World's Best Names

KUNKLE Valve Division **Consolidated**

Farris **CROSBY**

ANDERSON GREENWOOD **Apollo Valves**

Lonergan **Aquatrol**

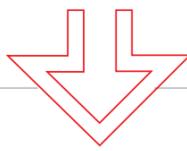
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NASVI
SPRING 2021



What a Relief! NASVI's Stocking the Kunkle 218

If your customers are requesting a Kunkle liquid relief valve, model 218, then it'll come as no surprise to you that not all distributors stock them and the manufacturer's lead time is running 6 to 8 weeks out. Ouch. What a relief that NASVI is stocking the Kunkle 218. Even better? We can ship same- or next-day.

About Kunkle's Model 218

Liquid relief valves are suitable for overpressure relief, pressure regulation and protection of pumps, tanks, lines and hydraulic systems. Generally, Kunkle's model 218 is used in fire suppression systems and for anything that has a motor-operated fire pump to protect against dead heading.

This relief valve has a bronze trim, and its special design offers minimum set pressure of 60 psig. The handwheel ensures easy adjustment to 200 psig (13.8 barg), 175 psig (12.1 barg) with an optional 125# inlet flange.

Features:

- Quality cast iron body and bonnet with bronze trim (insert and disc)
- Available with optional stainless steel insert and disc
- Spring is steel with plating for corrosion protection
- High-lift, wing-guided disc offers high relieving capacity

Service:

- Pressure regulation
- UL 1478 listed
- FM approved for fire pump installations

Capacities:

UL/FM Size (in)	Certified capacities* GPM
3x3	500
4x4	1000
6x6	2000



* Rated at 100 psig set pressure and 25% accumulation 125 psig.

When it comes to industrial and commercial safety and relief valve products, Kunkle Valve's product lineup is second to none in steam, air, gas, and liquid applications. And, NASVI has them in stock, ready to ship.



Anderson Greenwood Type 63B Safety Valves 63B... 63B... BINGO! In Stock



No need to wait weeks for order processing and shipping direct from the factory for Anderson Greenwood's 63B. Why? NASVI has a number of them in stock and ready to ship. For your customers who depend on this utility valve, getting one quickly is definitely a win.

About AG's 63B Safety Valve

Type 63B valves are direct spring-operated safety valves suitable for medium set pressure gas, vapor and liquid or gas thermal relief applications. Specific valve types are available for gas, vapor, liquid; gas or liquid thermal relief, steam, cryogenic and chemically active applications.

The 63B's brass construction offers an economical valve for carbon dioxide, natural gas and general gas or vapor services. Yet, these relief valves use special internals and soft seals to provide optimum accurate performance.

Sizes: 1/2" x 1" to 3/4" x 1" (DN 15 to 20)
 Orifices: 0.077 to 0.150 in2 (0.497 to 0.968 cm2)
 Connections: NPT
 Temperature range: -320°F to + 400°F (-196°C to + 205°C)
 Set pressures: 30 to 531 psig (2.07 to 36.6 barg)
 Code: ASME VIII

About Seal Tightness Performance Specs

All pressure relief valves are checked for seal leakage per procedures outlined in API 527. The following operating pressures will allow for bubble-tight seat sealing performance.

Set Pressure range:

100 psig [6.9 barg] and above
 Below 100 psig [6.9 barg]

Operating Pressure range:

0% to 95% of set
 0% to 90% of set

Come Explore the New nasvi.com

We are thrilled to announce that our new website is live. Over the past few months, our team looked for ways to improve your online experience and make getting the valves and information you need to you with just a few clicks. Come explore the new nasvi.com.

It's Easier to Navigate

Need a valve? You'll find "Get an Instant Quote" buttons in several places to make it easier and faster to get what you need. Of course, a website button can't always replace getting personal help, so our team is still always just a call away to answer your questions.

Looking for a specific manufacturer's valve? Our full line of valves from all the major brands is listed under New Valves right at the top, so you can click right to what you need. And, for times you're not sure or want a similar valve from a different manufacturer, use our cross-reference catalog as your guide.

Need a spec sheet? We've created a vast library of spec sheets for easy reference.

Interested in remanufactured valves? The new website has key information on our meticulous process, warranty and

helpful tips you can use to answer your customers' questions. Also, you can start the estimate process online by submitting a form.

Find and Track Your Orders

We now have an online feature that can give you the details on your orders. With just your purchase order number and the ship-to zip code, you can:

- Obtain UPS freight charges for faster billing
- Track your shipment via the UPS tracking number
- Get the truck shipment Pro Numbers
- Verify that we received your order
- Review the items within an order
- Confirm if and when order items shipped
- Validate the ship-to address

Nothing Substitutes for Personal Service

No website, no matter how user-friendly, can substitute for personal customer service. As always, the NASVI team is an email or phone call away. Like Allen wrote in his cover story, "It is rare that it takes us more than a day to get back to you. If it is going to take longer, we will tell you. Usually it takes less than 30 minutes."



35,000 Safety & Relief Valves Ready to Ship

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