



PREPARED

NASVI
SUMMER2021

Now, THAT is a Testimonial

Several customers have personally told me that NASVI is on their "Top 3 Vendor" list. We really appreciate it when you take the time to let us know how good you think NASVI is. It makes the effort our team puts in every day feel worthwhile.

It is nice when people say good things because it is really easy to bitch about things. I make a point to remind myself to tell people how good they are and what a great job they are doing.

I try to take note of people in the real world. In fact, if someone gives a special effort, I might offer him or her a job if we have one open.

For example, NASVI's Isaac Kostrow was a new college graduate who was working at a bank, working on the weekends at a fancy Kansas City country club, and helping his father out with his antique furniture business. My lawyer was a member of the Kansas City Club, and my wife and I had dinner with him and his wife at the club. His wife was trying to make sure everything was perfect, and she was driving Isaac crazy with demands. He handled it a lot better than I would have. I was so impressed that I asked him for his email address and told him that a position might open up in the near future. Six months later he came aboard, and now he is a key member of our sales team.

There is a young man who works at First Watch, the breakfast/brunch/lunch restaurant, in North Kansas City who busts his butt every day. This guy is all over the place with grace and kindness. He is next on my hiring list.

I also write letters when I think I can help and/or I don't agree with people. I wrote both President Obama and Biden to explain that trickle-down economics does work. If they wanted to see how in action, they needed to come to NASVI.

I have suggested to both President Biden and Kansas City's new, young mayor, Quinton Lucas, ways to help the economy and the inner city. I have recommended that we steer education back to vocational schools like the U.S. once did and how Germany still does today. Giving free college education is ridiculous. Not everyone is college material, but we still need plumbers, electricians and general repair people.

How can we do more business together?

One way is for you to go online and link to our website, driving more business to us both. You should pull in more business by having the inventory and the facilities of NASVI backing you. When you are your customers' hero on safety valves, the rest of the pipe, valves and fittings is a snap.

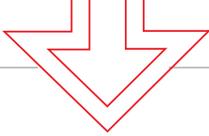
Take our unbranded, 12-page flyer and put your sticker on it as a marketing tool to sell safety valves in the field. Just let us know how many you want.

I hope you have gotten vaccinated and that you did not get too sick from the second poking. It would be nice to get back to pre-COVID times. Life is too short so who needs extra problems? If you have your health, you have everything.

Thank you for your support, loyalty and words of encouragement. We will continue to try and impress you, so you can write to us about how great we are. Now, **THAT** is a testimonial.

Allen Tanis
President





Safety Valve Cheat Sheets

If you don't know your blowdown from your pop action, NASVI has you covered. Here is a handy cheat sheet on safety valve lingo and how to accurately order them.

General Information and Definitions

SAFETY VALVE:

Safety valves or pop safety valves are automatic, direct-pressure actuated, pressure-relieving devices for use in vapor or gas services.

SAFETY RELIEF VALVE:

Safety relief valves are basically like pop safety valves and are primarily for liquid service where the thermal expansion in a liquid laden vessel actuates the valve. When vapor is generated in these vessels, due to uncontrolled heat input, this valve with the huddling chamber, will give a high disc lift and discharge the expanded vapors. This valve is also suitable for gas or vapor service.

SELECTION OF VALVE:

Valves should be selected for the particular installation on which they are to be used and also on the basis of the rated discharge capacity. This should be equal to or greater than the maximum output of the system.

INSTALLATION:

The valve is to be installed in a vertical position, into a clean fitting, using the proper size and type of wrench so as not to damage the valve. The discharge piping, without stop valves,

should be independently supported and sloped downward slightly to drain condensate.

OPERATING PRESSURE:

The actual pressure at which a vessel is maintained in normal operation.

ALLOWABLE WORKING PRESSURE:

Maximum design pressure of a new vessel in accordance with applicable codes.

SET PRESSURE:

The pressure at which the valve opens.

BLOWDOWN:

The difference between the pressures at which a pop type safety valve opens and closes.

POP ACTION:

The sharp opening action of a safety valve when operating with steam, air or other compressible fluids.

WARN:

This is the sound in the valve immediately preceding the pop. This is also called a "simmer"

DISC:

The moving member of the valve, which is held down by the spring and is lifted by the water, vapor or gas pressure.

How to Order Safety Valves

Supply the following information:

Example:

1.	Quantity of Valves	4
2.	Size of Valve Inlet and Outlet	1 1/2" x 2"
3.	Type, Model or Figure Number	1905FC
4.	Manufacturer	Consolidated
5.	Inlet and Outlet Flange Rating and Facing	150 x 150, RF, ANSI
6.	Body Material	Steel
7.	Trim Material	Stainless Steel
8.	O Ring Seat Seal Material, if required	Teflon
9.	Set Pressure	125psig
10.	Required Capacity	2, 390 lb./hr.
11.	Type of Service (Flow Medium)	Steam
12.	Operating and Relieving Temperature	274-298 degrees F
13.	Back Pressure-Constant or Variable Amount	0
14.	Allowable Overpressure	10%
15.	Accessories (Cap, Lever, Gag, etc.)	Open lever

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Don't Wait 36 Weeks for a New Consolidated 1700, 2700 and 1900-P1 Economizer Valve! NASVI Has Them Today.

If you're searching for a new Consolidated 1700 series Maxiflow™ safety valve, or the 2700 and 1900-P1 Series economizer valves, look no further than NASVI. We're the only company in the U.S. stocking them, and they are ready to ship.

Otherwise, there is a 36-week lead time to get one from Consolidated's factory.

About the 1700 Series Maxiflow Valve

Consolidated's 1700 series Maxiflow valves are used extensively in sub-critical, drum-type boilers and super-critical, once-through boilers in the power generation and paper industries.

Key applications include:

- Boiler
- Steam Turbine Generator
- Reactor Building
- Turbine Building
- Steam Turbine
- Heat Recovery Steam Generator



These valves feature side rod construction to provide extreme temperature compensation for thermal expansion of the body and a more consistent spring load. The thermodisc's thin, flexible design creates repeatable seat tightness, while the cover plate provides faster full lift by rapid venting.

The Type 1700 Maxiflow safety valve is available with a flanged outlet and either a flanged or butt-welded inlet. Other variations include a thrust bearing assisted compression screw for high-pressure valves, a spring cover and a lifting gear cover for outdoor installations. All export and weld inlet valves are shipped with a hydro plug for protecting the internal parts of the valve and to provide a means for the end user to hydrostatically test the system without damaging the disc or nozzle seats.

The 1700 Maxiflow safety valve is a state-of-the-art pressure relief product. This is critical considering the safety valve is the final safeguard between a controlled boiler and a catastrophic explosion. Improving a plant's efficiency is icing on the cake.

For a field-proven valve that provides optimum boiler overpressure protection, Consolidated's 1700 series Maxiflow's design has been proven in hundreds of installations worldwide.

Enough About What We Think. What Do Customers Think About Us?

"Two things you can count on: the earth turning and Andrea getting back [to you] fast, accurately and with tracking. Thank you!"

"Your guys just called to tell me this is ready. Called my customer, and they were very happy with the speed on this one. Just wanted to let you know. Thanks again. You guys made us all look good on this one."

"I just wanted to thank you for your continued great service. It is a pleasure working with NASVI!"

"How on the Lord's green earth can you folks do this? Quote request sent 4/9/2021 6:57 AM, quote received 4/9/2021 7:01. Can you teach the rest of the piping industry how to properly respond to a quote request?"

"Thank you for your prompt service!"

"Wow! That was quick!"

"Hello Christina, you are awesome. Thank you for the quick turnaround. Thank you, and have a great day!"

"Thanks for the outstanding service."

"Thanks Isaac, you guys are the very best at responding with a quote and I've been doing this for 38 and a half years."

"Frickin' love you guys."

"JUST SO YOU KNOW... YOU'LL ALWAYS HAVE MY BUSINESS... you're competent, accurate and quick. Your service is head and shoulders above a LOT of companies, and that's what I count on. Thanks again!"

"Fast response, as always."

"Man, that was fast. You rock as usual, Andrea! Thanks for your help."

**Need help or
have a question?
We're here for you.**

**800.800.8882
sales@nasvi.com**

nasvi.com



**North American
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Industries, Inc.**

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

**sales@nasvi.com
(800) 800-8882**

Frequently Asked Questions

What if I don't know exactly what I need?

Remember, when you use NASVI you don't have to be an expert in safety valves. That's our job. In fact, that's our only job! Send sales@nasvi.com a photo of the part you need. We'll ID it for you and get you a quote. If necessary, we will cross-reference what you need with another manufacturer for a perfect substitution.

How does your real-time inventory work?

Our system monitors all inventory in our 100,000-sq. ft. warehouse. This technology allows our salespeople to give you real-time information on availability, price and delivery. No waiting. No factory delays.

How can NASVI help make ordering safety valves and parts easier for me?

To assist you in keeping track of quotes, we can email you a confirmation stating:

- *The description of the valve*
- *The price you were quoted*
- *Any additional information you require*

We can even add your reference number to our system. This allows our system to work with yours for fast, convenient ordering.



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



Consolidated



CROSBY



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Email: sales@nasvi.com

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