

# NAHAD

# news

A BIMONTHLY NEWSLETTER of THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

## MEET A FEW OF OUR ANNUAL MEETING & CONVENTION SPEAKERS!

**W**E'VE GATHERED EXPERTS FROM ACROSS THE INDUSTRY who have prepared timely sessions specific for NAHAD members. Attending the sessions, you'll discover tangible strategies and solutions that you can bring back to your team and leadership. To help you get to know our speakers better, we asked them to answer a few questions to help you get a better understanding of their presentation and what to expect.



**SPEAKER: Ken Gronbach**  
**Opening General Session:**  
**The Open Secret of the Demographic World**  
Saturday, April 6, 2019 | 10:00 am – 11:30 am

**What exciting new things can attendees expect to learn from your session?** Attendees will learn the incredible counter-intuitive importance of counting people, not money. People precipitated money, not the other way around. Demographics is an accounting of people.

**As the expert in your field, what key trends do you see for 2019 that NAHAD members should pay attention to?** We are currently 25 million housing units short of our needs in the United States. Are 87 million Generation Y young people supposed to sleep on the ground? Housing will spike the economy and not look back for 20 years! This is an unprecedented opportunity for NAHAD members to take advantage, directly and indirectly, of a monster new market and very favorable economy!

**Tell us a fun fact about yourself:** I was pulled over for doing 140 MPH on a totally deserted highway posted 50 MPH. I explained to the officer that I felt that 90 MPH over was within reason. He let me go.



**SPEAKER: Randy Disharoon**  
**Leaders Are Not Born. They Are Built**  
Saturday, April 6, 2019 | 2:30 pm – 4:00 pm

**What exciting new things can attendees expect to learn from your session?**

- How to conduct a self-assessment on their current leadership capacity.
- How to recruit, hire, train, develop and retain top talent.
- How to create a high-performance team culture.
- How to proactively build a succession plan for the next generation.

## in this issue

- 1 Meet Our Speakers
- 2 President's Letter
- 3 Employee Training Now an Expectation, GPS Conference
- 4 Advertising
- 5 HSI Exam Passers, Markets Monitor 3Q18
- 6-8 Meet Our Speakers cont., Golf and Tours
- 9-11 Member Connections



CONTINUES ON PAGE 6

## Officer Listing

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 Studio Red Design, *Graphic Design*

## NAHAD 2018 Year In Review



**HAPPY NEW YEAR!** Time is flying. Before we know it, it will be time to head to Vegas for NAHAD's 35th Annual Convention. Looking back on 2018, I am quite proud of NAHAD's accomplishments, and believe we have much opportunity ahead of us in 2019. A few highlights include:

- Improved Communications:** In addition to launching a new website in 2017, NAHAD has spent the past year revamping virtually all our communications in order to make it easier for you to get pertinent industry information. From launching a new *NAHAD News* newsletter format to a searchable, online membership directory, NAHAD continues to overhaul its collateral and materials. Online, NAHAD has expanded its digital footprint, including launching a blog, improving marketing communications, and launching new video testimonials, among other efforts.
- Expanded Benchmarking Initiatives:** To support our quest of helping member companies improve performance, NAHAD believes heavily in the value of data and providing valuable research products to its members. In addition to NAHAD's Distributor Performance Dashboard, we also provided research products including NAHAD's Market Monitors Reports, Compensation Report, National Association of Manufacturers Report, and our Industry Trends Report. These are all valuable tools for members looking to benchmark performance and better understand market trends to drive growth and enhanced profitability. Additionally, in 2018, we were pleased to launch NAHAD Issue Alerts, a series of issue briefs on key regulatory and legislative topics affecting the industry. Look for these bi-monthly briefs throughout 2019.
- Increased Diversity:** I have mentioned previously that there is a proven link between diversity and company financial performance. Study after study has concluded gender, age and ethnic diversity are correlated with increased profitability. Couple this finding with the reality of our shrinking workforce, and it becomes essential for our businesses to learn how to attract and retain diverse talent. Through NAHAD's member market initiatives: Women In NAHAD (WIN), Emerging Leaders, and Social Cause Program, we are working to engage key market segments in our industry and showcase the long-term career opportunities that are available in the fluid conveyance industry. We still have a lot of work to do in this arena, but NAHAD's leadership is keenly aware of the importance of attracting and retaining talent to our overall association's growth strategy. Furthermore, during NAHAD's Annual Convention, we will elect the third woman to NAHAD's board of directors, which I find quite exciting.
- Increased Marketing of Hose Safety:** NAHAD's members' commitment to hose safety and the Hose Safety Institute is what sets our association, and our members, apart from the rest. Increased awareness of the Institute and improved access to HSI resources and training will be a primary focus in 2019. In April, we are proud to launch NAHAD's Hose Safety Institute and Handbook training online via a new Learning Management System. Additionally, NAHAD's most popular Fabrication Guides, Industrial and Hydraulic, will also be available as online classes with certification tests included. To increase access to HSI training, NAHAD is also pleased to announce an HSI regional training that will take place in Cleveland this September.

Please make sure to register for the convention April 5-10 in Las Vegas where you will learn more about these programs and much more! I look forward to seeing you there.

Sincerely,

Karen Brandvold

CFO AND VICE PRESIDENT, OMNI SERVICES, 2018-2019 NAHAD PRESIDENT

## Employee Training Now an Expectation

**T**HE NEED TO ATTRACT AND RETAIN GOOD employees has never been more critical than it is today. This means a recalibration of your typical strategy for recruitment and hiring. Once someone is hired, the retention strategy really kicks in. If you haven't seen the numbers, research after research suggests that offering training and development opportunities greatly increases retention. In one survey, **87%** of HR leaders consider improved retention a critical or high priority in the next five years. In a 2018 Workforce Learning Report, **93%** of employees surveyed indicated they would stay at their company longer *if it invested in their career*. Employees no longer view professional development as a perk; they view it as an expectation.

Training and development programs take many forms: an organized onboarding process, clearly defined job duties and expectations, soft-skill training (management, communication, time management), mentorship, skill enhancement training, cross-training, the list is endless.

So how can NAHAD help you add value in this area? In April, we will introduce NAHAD's e-Learning platform, pre-loaded with educational content, that will make professional development and job training both affordable and readily accessible, regardless of your company size. This platform will enable you to assign, track and incorporate online training to supplement the programs you currently offer or provide a brand-new training opportunity for your employees, if you don't already have one.

In addition to more than 200 course titles that will cover valuable topics ranging from human resources to sales to management, this platform will host NAHAD specific content, available to all members,



including online courses in Industrial and Hydraulic hose fabrication, as well as a series of courses covering the content presented in the HSI Handbook.

Between now and the Annual Convention, NAHAD will provide more details about this new program to ensure you're ready to go when we are.

In the meantime, if you have any questions about the new e-Learning platform or other educational opportunities, please feel free to reach out to Joanna Truitt, Director of Training and the Hose Safety Institute at [jtruitt@nahad.org](mailto:jtruitt@nahad.org). ●

## Sales GPS Conference

February 20-22, 2019 • Red Rock Resort • Las Vegas, NV

**T**HIS EVENT WILL HELP YOU DEVELOP NEW sales strategies for a new era. Once again, we'll have leading thinkers on stage and sitting with you at your table – a combination of distribution sales expertise you won't find elsewhere. Presenters include industry experts and distribution executives describing in detail how they've transformed their sales function to act as a value-added barrier to competitors.

As a NAHAD partner, MDM is offering all current employees of NAHAD member companies to receive \$200 off the registration fee. When you register, enter the code NAHAD at checkout.

Visit [www.salesgpsconference.com](http://www.salesgpsconference.com) for more information. ●



# NAHAD ADVERTISING

**NAHAD WELCOMES YOUR PARTICIPATION** as an advertiser in the 2019-2020 Annual Membership Directory and 2019 Annual Convention Guide.

These are the most comprehensive publications for companies, people, and products in the hose and accessories industry. Reach the leaders in your marketplace while supporting the only international trade association serving the hose and accessories industry.

**NEW!** All advertising orders are encouraged to be completed online at [NAHAD.org](http://NAHAD.org). Final ad copy due **March 1, 2019**.

Consider taking advantage of **SPECIAL PRICING** when placing an ad in **BOTH the Directory and the Convention Guide**. See the pricing and technical specs below. **First come first served!**

## STANDARD BLACK & WHITE RATES

|                 |         |
|-----------------|---------|
| ○ Full Page     | \$1,995 |
| ○ with Guide Ad | \$2,595 |
| ○ 2/3 Page      | \$1,625 |
| ○ with Guide Ad | \$2,175 |
| ○ 1/2 Page      | \$1,375 |
| ○ with Guide Ad | \$1,775 |
| ○ 1/3 Page      | \$1,050 |
| ○ with Guide Ad | \$1,375 |
| ○ 1/4 Page      | \$895   |
| ○ with Guide Ad | \$1,195 |
| ○ Logo Only     | \$300   |
| ○ With Guide Ad | \$400   |

## ADDITIONAL FEES

|                     |       |
|---------------------|-------|
| ○ 4 – Color Process | \$695 |
| ○ 2 – Color Process | \$485 |
| ○ Special Placement | \$400 |

**GRAND TOTAL =** \_\_\_\_\_

NAHAD.org

## TECHNICAL SPECIFICATIONS

### PREFERRED FORMATS

Adobe Illustrator EPS file convert all type to outlines.  
Print ready PDF file (please be sure that all supporting images and fonts are properly linked within your graphic file before exporting as a PDF).

Hi-res Photoshop file with fonts embedded.

### FULL PAGE BLEEDS

Document Trim Size is 8 1/4" x 10 3/4"; please add 1/8" bleed on all four sides of the document. Please keep important information, such as company logos and contact information inside the safety zones. The safety zones are 3/4" on the left and right sides and 3/8" from the top and bottom.

If files are emailed, without a printed color proof for reference, you are submitting the files at your own risk. If you prefer to submit electronically, please mail a printed color proof or send a pdf of the ad copy with art.

### SIZE SPECIFICATIONS

#### Full Page

8 1/4" wide by 10 3/4" high

#### 2/3 Page

Maximum dimensions 4 1/2" wide x 9 3/4" high

#### 1/2 Page Vertical ad

Maximum dimensions 4 1/2" wide x 7 1/2" high

#### 1/2 Page Horizontal ad

Maximum dimensions 6 7/8" wide x 4 5/8" high

#### 1/3 Page Vertical ad

Maximum dimensions 2 1/4" wide x 9 3/4" high

#### 1/3 Page Horizontal ad

Maximum dimensions 4 1/2" wide x 4 5/8" high

#### 1/4 Page

Maximum dimensions 3 3/8" wide x 4 5/8" high

#### Logo Ad

Maximum dimensions 3.5" wide x 2" high

**Questions?** Contact Beth Hiltabidle, Marketing & Sales at [bhiltabidle@nahad.org](mailto:bhiltabidle@nahad.org) or call NAHAD at 410-940-6350.

**Ready to reserve ad?** Visit [NAHAD.org](http://NAHAD.org).

**NAHAD Office:** 105 Eastern Avenue, Suite 104, Annapolis, MD 21403.

# CONGRATULATIONS EXAM PASSERS!

The following employees of Hose Safety Institute member companies have passed exams during the period November 8, 2018 – January 16, 2019.

## COMPOSITE HANDBOOK EXAM

Jason Davis SunSource - GHX Industrial

Shaun Yarborough Pressure Connections Corp.  
 Tilford Perkins Pressure Connections Corp.  
 Walter Valenzuela Amazon Hose & Rubber Company

## CORRUGATED HANDBOOK EXAM

Anar Ali Trinidad Hose Company, Ltd.  
 Jason Davis SunSource - GHX Industrial  
 Jessica Bourgeois SunSource - GHX Industrial

**INDUSTRIAL FABRICATION EXAM**  
 Andy DeChristofaro New England Rubber, Corp.  
 Deon Meyer Jachris Hose and Couplings (Pty) Ltd.  
 Dominic Delaney Alaska Rubber Group  
 Edward Centeno ERIKS  
 F. Jamal Jackson, Jr. ERIKS  
 Matt Curry Alaska Rubber & Rigging Supply  
 Miguel Yang Alaska Rubber Group  
 Ryan Martin Alaska Rubber Group

## HYDRAULIC FABRICATION EXAM

Dominic Delaney Alaska Rubber Group  
 Colton Chatfield Pressure Connections Corp.  
 Edward Centeno ERIKS  
 Junior Sene Alaska Rubber Group  
 Miguel Yang Alaska Rubber Group  
 Nathan McLean IBT Industrial Solutions  
 Shaun Yarborough Pressure Connections Corp.  
 Tilford Perkins Pressure Connections Corp.

## INDUSTRIAL HANDBOOK EXAM

Jason Davis SunSource - GHX Industrial  
 Bruce Ferraro UIP International, Inc.  
 Chanardeo Seepaul Trinidad Hose Company, Ltd.  
 Jessica Bourgeois SunSource - GHX Industrial  
 Kyle Sundborg Alaska Rubber Group  
 Matt Long Alaska Rubber Group  
 Nick Reid Alaska Rubber Group  
 Zaza Teixeira Jachris Hose and Couplings (Pty) Ltd.

## HYDRAULIC HANDBOOK EXAM

Christo Oosthuizen Jachris Hose and Couplings (Pty) Ltd.  
 Colton Chatfield Pressure Connections Corp.  
 Gareth Mootilal Trinidad Hose Company, Ltd.  
 Maxwell Osei-Bonsu Jachris Hose and Couplings (Pty) Ltd.  
 Nathan McLean IBT Industrial Solutions

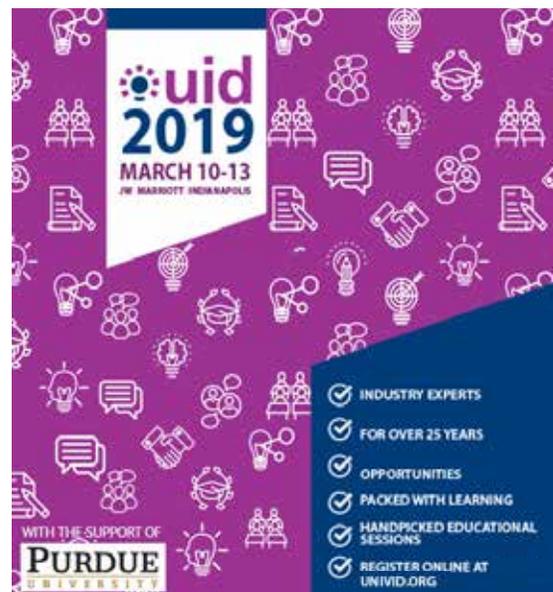
## NAHAD's Markets Monitor Reports (3Q18)

**PRODUCED IN PARTNERSHIP** with MDM Analytics, the reports provide pricing trends and national benchmarking data for five common industrial product groups sold by NAHAD members: hydraulic hose, industrial hose, conveyor belts, transmission belts, and seals and o-rings.

During the third quarter of 2018, only Seals & O-Rings experienced a slight increase in selling prices at the domestic producer level. Other NAHAD-member product categories steadied except for the Conveyor Belt category which decreased from the previous quarter. All products showed a positive increase from the previous year. Visit NAHAD.org to download the complete report. ●

| Product Categories | Quarterly % Change<br>2Q18:3Q18 | Annual % Change<br>3Q17:3Q18 |
|--------------------|---------------------------------|------------------------------|
| Hydraulic Hose     | N/A                             | N/A                          |
| Industrial Hose    | N/A                             | N/A                          |
| Conveyor Belt      | -1.0                            | +0.0                         |
| Transmission Belt  | -0.1                            | +3.5                         |
| Seals & O-Rings    | +0.4                            | +3.1                         |

SOURCE: Quarterly Producer Price Index, U.S. Bureau of Labor Statistics.



**SPEAKER: Randy Disharoon** (CONTINUED)

**As the expert in your field, what key trends do you see for 2019 that NAHAD members should pay attention to?**

- Finding and developing the next generation of leaders.
- The companies that can effectively bridge generation gaps will be most successful.
- Culture is more important than strategy.

**Tell us a fun fact about yourself:** Believe it or not, I was born with a severe speech impediment, and yet today I am a speaker. God is good!



**SPEAKER: Sara Lebens**

**How Women Will Boost Your Bottom Line**

Sunday, April 7, 2019 | 10:00 am – 11:30 am

**What exciting new things can attendees expect to learn from your session?**

Tips & Take-Aways:

- Discover all the ways women will boost your bottom line...it's more than you think.
- Learn the Top 10 best practices for attracting and retaining top female talent that your competition doesn't even know exist.
- Develop a proven diversity and inclusion strategic action plan that will take your company to the next level and beyond.

**As the expert in your field, what key trends do you see for 2019 that NAHAD members should pay attention to?** The way in which we will attract, engage and retain top talent will continue to evolve. As leaders, it is in our best interest to stay aware of trends in our industries and cast a wide net when looking to attract talent. Hartford Business Financial services Group stated in 2025 Millennials will make up 75% of the workforce. It will continue to be important to engage both women and millennials sooner to fill the pipelines and succession plans in NAHAD industries. How is your business engaging female and millennial applicants to stay ahead of the competition and cultivate the best employees through robust pipelines.

**Tell us a fun fact about yourself :** While working as the Area Human Resources Director, my General Manager (GM) was leading an all employee meeting. He wasn't the most comfortable with public speaking and the audio-visual team was supposed to cue the leadership committee to run on the stage with a song. Well the song never came on and my GM looked at me in sheer panic. I improvised and I busted into live human beat boxing followed by rapping the song Rappers Delight! Needless to say, the employees went crazy cheering, the leadership committee came running out dancing and my GM was delighted to be out of the spotlight. I didn't get a record deal, but I had a blast and no one could believe it was me.



**SPEAKER: Joe Ellers**

**UID Session: New Processes of Distribution Sales Management**

Sunday, April 7, 2019 | 1:30 pm – 3:00 pm

**What exciting new things can attendees expect to learn from your session?** In the past, the definition of sales management often looked like high-level PR (with key customers/vendors)



**Don't Forget to Sign-up for Golf or a Tour at NAHAD's 35th Annual Meeting & Convention**

**LAS VEGAS** is full of fun and unique tours. It's the best opportunity to socialize and create valuable experiences and friendships with other Convention attendees and guests. Here are a few options to consider when registering for the Annual Convention.

**Friday, April 5, 2019**

**Annual Golf Tournament TPC Las Vegas**

12:30 pm – 5:00 pm

PRICE: \$250 per person (includes greens and cart fees and boxed lunch); Rentals are \$60

**Monday, April 8**

**Culinary Adventures**

1:30 pm – 5:30 pm

PRICE: \$225 per person (includes food tasting at 3-4 locations)

This savvy culinary walking tour ensures a delicious payoff of the best bites this exciting city has to offer.

## ANNUAL MEETING &amp; CONVENTION SPEAKERS

**The Mighty Hoover Dam and Boulder Brewery**

12:00 pm – 5:00 pm

PRICE: \$200 per person  
(includes lunch and a flight of beer)

Check this sight off your bucket list! During the trip out to the Dam, a knowledgeable tour guide provides stories and facts regarding the area and development of the city. Upon arrival, you will enjoy a short film before taking the guided power plant tour and spending some time viewing the exhibits.

**Las Vegas City Tour with Neon Museum**

1:00 pm – 4:00 pm

PRICE: \$140 per person  
(includes admission to the museum)

Take an exciting guided tour of Las Vegas led by a seasoned Tour Guide who has authentic and personal anecdotes. See the world famous “Strip” with commentary on the history of the buildings and what is on the way.

**Tuesday, April 9****Cork and Thorn – Wine and Floral (Spouse/Companion Tour)**

9:30 am – 12:30 pm

PRICE: \$185 per person,  
(includes one glass of wine,  
champagne, or beer)  
Attendees must be 21 or older to  
attend

This creative experience allows NAHAD guests to work with their hands and create a masterpiece while sipping on a glass of sparkling libation. ●

SPEAKER: **Joe Ellers** (CONTINUED)

and giving money away (by approving discounts). The current business climate demands more from sales (and company) leadership and we’ve put together some “best practices” that are designed to provide maximum impact in minimal time.

One of the best words making the rounds now is “intentional.” We get the importance of doing the right actions to drive the business in the “right” direction. In this program, we will cover the three key questions that you want to answer as you plan your sales. We will also look at the three most important sales (self) management tools that should be in place to help you get the results you want.

**As the expert in your field, what key trends do you see for 2019 that NAHAD members should pay attention to?** The upcoming year is possibly a transitional year. There are signs of strength and uncertainty at the same time. As a leader, the key is focus on both the plan and the process. You don’t want to be distracted by either good or bad news, but instead, pay attention to doing the right activities. Do we want to acquire new customers? Are we making enough introductory calls on new prospects? Or, are we trying to introduce a new product? If so, are we making enough calls on the customers who should have an interest in the product? In times of transition, steadiness of vision and focus on process help keep you on track.

**Tell us a fun fact about yourself:** The greatest torero in South Carolina....a few years ago, I was trained as a bullfighter in Mexico....my instructor, Arturo Diaz, a Mexican Matador, proclaimed me the greatest torero in South Carolina---where I am the only one.

SPEAKER: **Pam Krivda****UID Session: Dealing with Difficult HR Decisions**

Sunday, April 7, 2019 | 1:30 pm – 3:00 pm

**What exciting new things can attendees expect to learn from your session?** This presentation features not only the legal ramifications of handling difficult employee situations, but presents practical, how to advice that gives you step-by-step guidance for action.

**As the expert in your field, what key trends do you see for 2019 that NAHAD members should pay attention to?**

- The National Labor Relations Board under President Trump is rewriting a number of the changes made during the Obama era. Many of these applied even to employers who do not have unions, so some things will change for everyone.
- The Department of Labor will issue a proposed new rule about the minimum salary to be paid to exempt employees. The minimum is currently \$23,660/year. Expect this to go up. Back in 2016, the DOL’s proposal was \$47,476.
- Predictive scheduling laws and ordinances are being enacted across the United States.
- Employee engagement analysis is giving way to an examination of the total “employee experience”: what about your company entices employees to stay? In this tight job market, businesses are searching for ways to attract and retain desirable talent – at all levels.
- Equal pay, the gig economy, and unconscious bias are “hot spots” of employee – and HR – concern.
- Experts are predicting that the job market in 2019 will present an even greater challenge for employers.

**Tell us a fun fact about yourself:** I can recite the Greek alphabet 3 times before a match burns down. A completely useless skill to be sure, but fun nonetheless!



**SPEAKER: Denise Keating**  
**NAHAD Business Meeting & General Session:**  
**The Amazon Effect**  
 Monday, April 8, 2019 | 10:00 am – 12:00 pm

**What exciting new things can attendees expect to learn from your session?**

- Discover why companies are targeting the B2B distribution channel.
- Learn 3 areas where distributors can focus their efforts to maintain and strengthen their advantages over on-line sellers.
- Identify what the new currency is for competing digitally and how to use it to your advantage.

**As the expert in your field, what key trends do you see for 2019 that NAHAD members should pay attention to?**

- There is no slow down to the volume (how much) velocity (how fast) or variety (different types) of quality data required to fuel technology to better serve customers. This will require additional investments in the technology stack required to support an effective, robust, successful digital strategy.
- Companies who integrate available and relevant technologies with more engaging content will create a differentiated and compelling buying experience that retains existing customer and attracts new customers. A key focus on creating better customer experiences will continue to be a high priority for organizations.
- The Internet of Things 4.0 will require companies to become more connected and there is no doubt that it will change/disrupt the current business model of serving customers.

**Tell us a fun fact about yourself:** Grew up on a cattle farm, my first paid job was on the farm (.25/hour) and my second job while off the farm was still in the field where detassled corn...after leaving the fields I entered corporate America and have now been in the distribution channel for 30 years. ●

**MORE SPEAKERS**

Check out the other educational sessions happening at the 35th Annual Meeting & Convention. Visit [NAHAD.org/Convention](http://NAHAD.org/Convention) for more details.



**SPEAKER: Mike Staver**  
**Members' Luncheon, Keynote & Carver Award: How to Stay Calm Under Pressure**  
 April 7, 2019 | 12:00 pm – 2:00 pm



**SPEAKER: Dirk Beveridge**  
**Distribution Workshop: INNOVATE! How to Create Relevancy in the Age of Rapid Change**  
 April 7, 2019 | 2:30 pm – 5:00 pm

**NAHAD NEWS  
 2019 PRODUCTION SCHEDULE**

NAHAD member companies are invited to submit brief news items for inclusion in the "Member Connections" section of NAHAD News.

- Please write your articles in complete sentences, and limit them to 60 words, including pertinent phone numbers, urls, etc.
- Submit Microsoft WORD format along with 4-color company logo.
- News items should focus on new or additional personnel changes, appointments or promotions, facility expansion, new products lines or advertising/promotion plans.
- Articles should be written in the third person (use" they" instead of "we").
- Exclude sales features claims and direct or indirect comparisons with competitors' products.
- All articles should be sent to [cwiafe@nahad.org](mailto:cwiafe@nahad.org) by the materials deadline listed above. ●

| NEWSLETTER ISSUE | MATERIAL DUE TO NAHAD | MAILING DATE |
|------------------|-----------------------|--------------|
| April            | 3/8/2019              | 4/12/2019    |
| June             | 5/10/2019             | 6/14/2019    |
| August           | 7/12/2019             | 8/9/2019     |
| October          | 9/13/2019             | 10/11/2019   |
| December         | 11/8/2019             | 12/13/2019   |

**NOTE:** All articles will be published on a space-available basis. NAHAD assumes no liability for incorrect or deleted information but will publish corrections upon request.

## MEMBER CONNECTIONS



The ICC4 control option is Real-Time Crimp Monitoring. It is unique to Finn-Power crimpers. Patterned after the UC3 control, the new ICC4 implements a comprehensive way to tell as you crimp if your crimp meets your specifications. Most hose fabricators use a Caliper or a Pressure Test to see if a crimp meets the spec. The ICC4 uses a unique process to measure a crimp's designated parameters. The instance a parameter is not met or exceeded, the crimper stops. It saves you from a bad crimp and catches a potential disaster. At the same time a report is generated to add to your hose management strategy. For more ICC4 information contact **Lillbacka USA** at [sales@lillbackausa.com](mailto:sales@lillbackausa.com) and build a competitive advantage.



**MEP Brothers** is excited to welcome Casey Cochlan as the newest member of the MEP Brothers outside sales team. Casey's strong sales skills and product knowledge is an excellent addition to the MEP Brothers team, and MEP Brothers looks forward to her continued expansion of the MEP Brothers' brand. MEP brothers is a leading distributor of hoses, gaskets, and industrial supplies to the central Canada market, and is headquartered in Winnipeg, Manitoba, Canada. For more information about MEP Brothers and their product lines, visit their website at [www.mepbrothers.com](http://www.mepbrothers.com).



**Adaptall America** is pleased to share with its valued customers the wonderful news that Lamar Worthey has graciously accepted the newly created position of National Director of Sales. Lamar is a great ambassador for Adaptall and has spent a great deal of his time

in the Eastern seaboard of the USA lending his knowledge and international thread experience to further enhance the ability for his customers to be successful. On many occasions, we have asked Lamar to step outside of his given territory and he accepted that challenge and his efforts resulted in increased opportunities for Adaptall. He transitions into his new role we anticipate new doors to be opened. Our goal at Adaptall is to continue to provide all our customers a unique experience with our face to face outreach combined with our strong inventories, same day shipping and warm, friendly customer service.



**DICSA**, a world leader in the manufacture of stainless-steel fittings, is pleased to announce the opening of its new company in Atlanta, DICSA AMERICA LLC. With offices in Florida and the Warehouse located in Atlanta, the most important industrial area in the USA. DICSA America Catalogue includes: 43 & BW Series hose ends fittings, flanges, push on hose fittings, reusable fittings BM series, adapters and bonded seals. These products are currently available in the warehouse for delivery. Its new distribution center in Atlanta has the most efficient storage systems, including a logistic system that has made DICSA the undisputed leader in its sector. This allows the company to reach US customers in up to 24 hours. This company guarantees a prompt and efficient customer service, website support with technical graphical resources, product sheets, hoses configurator, brochures, price list, digital platform and B2B OnlineShop.



**UNIFLEX** has new equipment for crimper S 7. The HM 10, now called the S 7, has been featured in the line-up

of UNIFLEX products since 1972. With its slide bearing technology, the S 7 has many advantages for today's hose workshops. Commonly called the Mickey Mouse crimper due to the appearance of its dual handles, at only 90 kg and with a crimp force of 240 tons, it is the most powerful lightweight crimper available, and perfectly suited for mobile applications. With its new turn plate support (Part n° 265.2), the S 7 increases work space and can be stored easily. Requiring only 0.75 kW, this crimper is also environmentally friendly. S 7 specifications: 240 ton crimp force, up to 2" R12 hoses, max crimp range 82 mm, opening travel 24 mm. The S 7 can be delivered in not only 3 phase or single phase, but also 12 or 24 volt DC. Emblematic design from 1972 and still the most powerful lightweight crimper: UNIFLEX S 7 with its characteristic "ears" and new turn plate support.



The **NORRES** portfolio continues to expand offering several hose options for a handful of our industrial segments outlined below:

- Agriculture industry
- Food & pharmaceutical industry
- Vehicle gas exhaust industry
- Plastics industry
- Suction vehicles
- Industrial vacuum cleaners
- Fume & dust extraction
- Construction industry
- Wood processing industry
- Sweeping & cleaning machines
- Surface processing
- Leaf collection

To learn more please visit [www.norres.com](http://www.norres.com) to see additional products and market segments.



**Continental** is very pleased to introduce the new VersaChem™ Hose as part of its chemical hose product family, designed for nearly every chemical, this universal hose with static dissipating UHMWPE (Ultra High Molecular Weight Polyethylene) liner for multiple food, chemical, pharmaceutical and cosmetic applications for the North American market. This product is specially made for applications where static dissipation is a requirement such as conveying chemicals in an explosive atmosphere. The inner liner of the hose is constructed with a white non-porous UHMWPE liner that is compliant with FDA regulations. The hose is available immediately through Continental's North American distribution network. For full details on the VersaChem hose; please contact them at 800.235.4632 or visit [www.contitech.us](http://www.contitech.us).



**Dixon** announces its newest retail display kit featuring pressure washer accessories. The pressure washer retail packaging supplements the pneumatic and garden hose accessories options introduced in 2018. Dixon retail packaging gives its distributors the opportunity to promote a variety of application related products in an organized, compact manner in their storerooms and on counter areas. Contact your local Dixon Territory Manager for more information on pricing and special discounts for the retail displays. Dixon plans for more themed retail packaging opportunities throughout 2019. For more information visit [dixonvalve.com](http://dixonvalve.com) or e-mail [sales@dixonvalve.com](mailto:sales@dixonvalve.com).



**O+P's** cutting machine TF6 is ideal for cutting hydraulic and industrial hoses with a capacity of up to a max diam of 160 mm. It has been designed to make cutting hose easy for the operator while still being suitable for

cutting big spiral hoses and in series (3" multispiral). Thanks to the machines strong structure which is typical of all O+P machines, it can withstand the high vibrations caused by the cutting process. It is provided with a 11 kW self-braking motor (but it can also be supplied without), electric control by pedal, fume extractor connection, drawer for internal cleaning and self-centering system allowing the proper positioning of the hose during the cutting process. The machine is controlled by a PLC with 7" color touch screen that gives the opportunity to create and save recipes, setting the hose diameter. This is the key feature allowing the saw to function in a fast forward phase and a slow cutting phase, depending on the hose being cut. The saws ability to select the optimal cutting speed saves both production time and blade life. The branch in Acton, Massachusetts, is fully operational and offers sales support, technical service and stock equipment to O+P's US, South American and Canadian customers. Please do not hesitate to contact [info@opusainc.com](mailto:info@opusainc.com) or visit [www.opusainc.com](http://www.opusainc.com) for any exigence.



Happy New Year and 'Felice Anno Nuovo' from FB Hydraulic! 2019 brings new changes to **FB Hydraulic** across the globe with the addition of new employees, greater diversification of its product ranges, and the opening of its renovated corporate offices in Bologna Italy! We invite all partners and NAHAD colleagues to tour the new facilities on June 1st and 2nd. If interested, please contact James Reimann at [james.reimann@fbhydraulic.com](mailto:james.reimann@fbhydraulic.com) for additional details and be sure to visit us at this year's NAHAD Convention in Las Vegas. For all the latest in product offerings and news, please visit our website at [www.fb-channel.net](http://www.fb-channel.net) as well as following us on Twitter (@fbhydraulic) and LinkedIn.

**MEMBER CONNECTIONS**



**Kurt Hydraulics** describes the product as "better in every way you rate hose". Get high pressure capacity and make hose connections using less space with new Kurt Tuff hose. Kurt Tuff is designed for rugged, high pressure hydraulic applications up to 6500 PSI. What's unique about this hose is that it can be bent twice as tight as standard SAE hose for half the bend radius. It's ideal for some spiral type applications and installation in system designs requiring minimal space. Reinforced internally with two braided layers of higher tensile steel wire, Kurt Tuff has a very durable, black, oil and abrasion resistant synthetic outer cover. It has 10 times the abrasion resistance compared to standard hose cover. Lightweight compared to other hose in its pressure range, Kurt Tuff withstands temperatures from -40°F up to 250°F. And it matches up to Kurt's full line of couplings and meet SAE specifications.



**GEIB Industries** is pleased to announce a reorganization of its leadership team. Brian Hoaglin has been promoted to Vice President of Operations and will oversee day-to-day operations to support the growth of the organization. His main focus will be on production, quality, and maintaining efficient team structure and performance. Brian has 20+ years of experience in the hose and fitting business and was most recently a product manager for metal hose at Geib.

Mike Campanaro has been promoted to Vice President of Sales and Marketing. Mike has 30+ years of sales, business development, and management experience in the hose, fitting, and gasket markets. Mike will be based out of the Chicagoland area and will be tasked with promoting sales growth, customer satisfaction, as well as managing both the inside and outside sales teams.

## MEMBER CONNECTIONS

Brian and Mike will report directly to Chris Geib, President. "We are excited about these changes to our leadership team" states Chris Geib President of Geib Industries. "With Brian's strategic thinking and technical capability paired with Mike's business acumen and customer focus we are positioned to take share for the foreseeable future." Please visit the GEIB website at [www.geibind.com](http://www.geibind.com) to view a quick video. Geib Industries is a custom assembler and distributor of Hydraulic, Metal, Teflon, and Industrial hose for a wide variety of markets.



**Kuriyama** is pleased to announce the addition of the following new products

to their product line to provide more "Kuriyama Value" to their valued distributors. Kuriyama introduces its new Alfagomma® T704HA Series THE BOOMER™ Industrial Sewer Vacuum Hose. This hose is made with a 1/4" thick red gum rubber tube for abrasion-resistance. The corrugated black conductive SBR/NR blend cover provides abrasion and ozone-resistance. Ideal hose for dry or wet abrasive materials and can be grounded. Popular hose for vacuum truck industry where a rugged and durable hose product is needed. Available in 2", 3", 4", 5", 6", 8" and 10" ID sizes. Kuriyama's KOA Sanitary Fittings™ line; offers high-quality, hygienically designed hose fittings, clamps, gaskets and accessories, for use in the food, beverage, dairy, cosmetics and pharmaceutical industries. Every KOA Sanitary Fitting is made from 316L stainless steel with traceability. They are certified to meet 3-A Sanitary Standards. For more information on these and other Kuriyama products, call (847) 755-0360 or visit their web site at [www.kuriyama.com](http://www.kuriyama.com).



PT Coupling Company

### PT Coupling Company

would like to take a moment and thank all of our customers and colleagues for over 65 years of commitment to USA-made, PT quality and excellence. As they start the new year, their family business plans to continue to put their best foot forward by selling their customers, large and small, the best of the best. PT looks forward to seeing you at the NAHAD convention this year. PT plans to present our latest products such as the Abrasion Resistant Fittings, Hose Drainer®, Hose Tool®, customizable sleeves and ferrules and more. For more information on PT's featured products, go to [www.ptcoupling.com](http://www.ptcoupling.com), email [info@ptcoupling.com](mailto:info@ptcoupling.com), or give them a call 1-800-654-0320.



### Omni Services,

founded in 1976 by Robert Mitchell, celebrated its 42nd year anniversary by posting record sales in 2018. The company continues its efforts to position itself for long-term sustainable growth with 2018 highlights including dramatic growth in Omni's instrumentation and formed tubing businesses, along with the recent acquisition of the KAD Industrial Rubber Products company, based in New Castle Delaware. The acquisition strengthens Omni's position in the industrial hose product segment and enables further expansion into national OEM customers requiring high value-add fluid conveyance solutions. Along with recent branch additions in New Jersey and Winston-Salem NC in past several years, the Delaware location now brings the company's total number of branches up to 17 and the total number of employees to nearly 120. Omni Services Inc. remains a specialist fluid conveyance distributor headquartered in Worcester Massachusetts.



As part of the preparations for **Fairview Ltd.'s**

upcoming 50th anniversary, Fairview is very pleased to reveal its updated Corporate logo. The refreshed Fairview logo more suitably represents the modern, tech savvy, international, market leading image that it has evolved into over the last 50 years. To preserve Fairview's rich history, the logo remains inside the widely recognized ellipse surrounding the Fairview name, but with a more modern look. In keeping with tradition, it will continue to use its popular Black & Gold colours. The changeover to the new sleek design has already begun. This will soon be followed by the release of Fairview's new "Flying F" short form logo, capitalizing on the Classic Italic "F" from the original design from 1969. This new short form logo will be another great tool for Fairview to utilize in marketing campaigns, product packaging and sales initiatives going forward. Fairview's new Corporate and Flying "F" logos create a tie, linking the two new designs to Fairview and its products.



**Reelcraft's** lightweight and compact Series LG

cord reels are constructed from a durable, impact resistant composite material. Three new models have been added to this medium duty line of cord reels with two new cord endings. The new power cord reel option features circuit breaker protected, quad grounded NEMA5-15 outlets with LED power "on" indicator light. The quad outlet reel is available with 65' of 12/3 cord or 75' of 14/3 cord. The new light cord reel option features a 1300 Lumen LED light with bright COB illumination, a grounded 12 amp outlet and an on/off switch on the handle. The LED reel model is supplied with 50' of 14/3 cord. All three new Series LG models are ETL listed. For additional information call 1-800-444-3134 or visit Reelcraft at [www.reelcraft.com](http://www.reelcraft.com). ●

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#### in this issue

- 1 Meet Our Speakers
- 2 President's Letter
- 3 Employee Training Now  
an Expectation
- 4 Advertising  
And more!

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