

NAHAD

news

A BIMONTHLY NEWSLETTER of
THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

INTRODUCING... NAHAD ACADEMY!

NAHAD's commitment to Hose Safety is unwavering. Following industry best practices that promote safety, quality

NAHAD | Skill, Knowledge **ACADEMY** & Competence

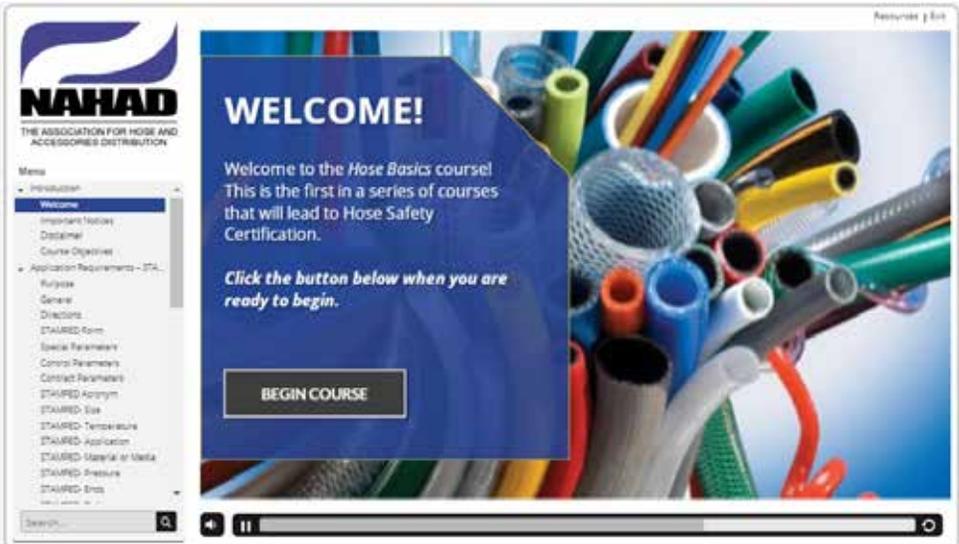
and reliability, should be a goal all NAHAD members strive to achieve. The Hose Safety Institute, under the oversight of the Standards Committee, has made HSI educational content more accessible.

With a dual emphasis on safety and employee performance, NAHAD offers professional development and job training content in a diverse variety of formats. *NAHAD Academy* is an e-Learning program designed to ensure all member organizations, regardless of size or budget, have access to affordable, quality, and relevant industry education content. *NAHAD Academy* offers members the opportunity to enhance and/or augment their onboarding, training and employee development programs.

NAHAD has converted the Hose Safety Institute Handbook into a series of online courses now available through the *Academy*. This three-part series includes a course in Hose Basics, Hose Specific Design (Industrial, Hydraulic, Composite, and Corrugated Metal), and Post-Fabrication. The course work can be completed within 5-7 hours and includes the required final assessments. The series is accessible through an Academy subscription or one-time registration fee. After successful completion of the course series, the employee will be HSI certified. For more program details including cost and registration, go to www.nahad.org/Academy.

In addition, we have made the printed HSI Handbook more affordable for all members. The Handbook is the "*Ready Reference Guide*" for hose assembly. Purchase a hard-copy of the Handbook to have onsite for \$295 or purchase the electronic version of the Handbook for \$195. When the Standards Committee makes improvements to the content, you will be notified with available options to ensure your Handbook remains current. To purchase a Handbook, go to www.nahad.org/store.

For more information on either of these programs, email us at education@NAHAD.org.



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It's Time to Update Your Membership Directory Listing



Your key contact will receive an email to update your company's information to ensure an accurate listing in this year's membership directory. The online form will be emailed to your key contact mid-April. Please check all data, and add, change, delete or update as necessary, to ensure an accurate listing in this year's directory. Once you hit "save" it will instantly update your information! Please note no hard copies will be mailed this year; all updates will occur online. Questions? Contact Courtney Stewart, NAHAD's Membership and Programs Manager at cstewart@NAHAD.org.

For more program details, go to www.nahad.org/Academy

Officer Listing

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Thank You For A Great Year



I CAN'T BELIEVE THIS IS MY LAST NAHAD NEWS

President's message to you. This past year has flown by, and I cannot thank you enough for the opportunity to serve this extraordinary membership. During the past twelve months, we have accomplished so much to benefit the association, and the relationships I've built with my fellow board members will continue long after my term ends.

NAHAD's 35th Annual Convention was a success and I personally feel it was one of the best NAHADs to date. More than 1,000 distributors and manufacturers traveled to Las Vegas, for a program that offered a tremendous opportunity to network, and to learn. We had an equal number of manufacturer and distributor companies represented at this year's Convention, which to me, indicates a healthy membership base and overall interest in NAHAD.

During my speech at the Convention, I spent some time talking about how important it is for NAHAD to continue to diversify its programs and services, to ensure we meet the needs of our evolving marketplace, and a changing NAHAD. Having a diverse labor force is crucial to business success for so many reasons, including long-term sustainability and improved profitability. Study after study has proven a diverse workforce – and those who embrace diversity of thought and execution – leads to more and better innovation as well as improved financial performance. With our Emerging Leaders and our Women in NAHAD (WIN) programs, we are focusing on ways to attract and retain a more diverse workforce. It is exciting to see the progress we are making in this area. Within the NAHAD board I have seen an evolution as well. We have a mix of functions represented (sales, finance and operations). We have direct competitors who very graciously are willing to brainstorm new ideas and ways to improve NAHAD with each other. And lastly, we now have four women serving on the board in 2019. I am proud of the progress we have made.

So, to close, I have one request of you: please get involved. We are only as good as the people who invest in NAHAD. So, consider joining a committee or the Hose Safety Institute. Submit a nomination for a board seat. Attend the Convention. Take advantage of the new online learning management system and the many other benefits NAHAD offers. It will be through our dynamic partnership, between distributors, manufacturers and NAHAD, that will make all of our companies and our NAHAD organization stronger and more relevant.

Thank you again for the opportunity to serve as your president and I look forward to being involved with NAHAD for many more years to come.

Sincerely,

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

New Logos. Same Mission.

NAHAD IS PROUD TO ANNOUNCE the reveal of the redesigned Hose Safety Institute and Hose Safety Institute Member logos. The new logos maintain a visual connection to the brand identity of NAHAD but retains the integrity of the key elements of the original version in a modernized format.

The Hose Safety Institute logos may have changed but HSI remains dedicated to promoting safety, product quality and reliability to its membership. The member logo is now available to download on NAHAD.org. An HSI member postcard template, that can be customized to promote your brand, is also available for download to include with your product shipments. Please review the terms for usage before downloading. ●



As a member of the Hose Safety Institute (HSI) we are committed to following industry-leading safety hose assembly guidelines.

This hose assembly was fabricated following HSI design and standards specifications to ensure quality, and reliability. Most importantly, the adoption of these standards is our way of letting you know we care about the safety of your team, value your trust, and appreciate your business.

NAHAD | Safety, Quality
HOSE SAFETY INSTITUTE & Reliability

NAHAD
HOSE SAFETY INSTITUTE
MEMBER

Regional Training Program Announcement

September 10-11, 2019
Cleveland, OH

WHO SHOULD ATTEND

Fabrication and Sales Personnel

ABOUT THE PROGRAM

Attendees will attend a series of short seminars and have a unique opportunity to participate in a variety of hands-on activities where they will see HSI best practices demonstrated for the hose fabrication process from beginning to end. Hose Master and Summers Rubber will be the host sites for this program.

REGISTRATION FEE

\$295 includes two lunches, Tuesday networking event & local transportation. Registration opens mid-May

REGISTRATION CAP

65 participants

More event details will be available later this month. Periodically visit www.NAHAD.org/education for updates. ●

Mid-State Sales Celebrates Its 50th Anniversary

MID-STATE SALES, founded in 1969 by Robert A. Mativi is celebrating its 50th anniversary this year. Bob started the business in Columbus, Ohio in his basement and since then, Mid-State has grown to four branch locations in Columbus, Cleveland, Cincinnati and Youngstown, Ohio. The company is on track to post record sales in 2019 and continue to focus on the manufacture of hydraulic hose assemblies and tube assemblies for the mobile hydraulic OEM markets. With recent new and larger facilities in Cleveland and Youngstown, Mid-State continues to branch out and widen its product offering and customer base. With a new emphasis on industrial product sales, the company looks to expand into new markets all the while maintaining its presence with OEM customers. The recently expanded Youngstown

location, going from 10,000 square feet to 20,000 square feet will focus on retail and industrial product sales. "The Youngstown expansion is a great opportunity for Mid-State to broaden its product offering and services to appeal to a broader customer base in NE Ohio" says Jim Daniels, President of Mid-State. For more information on Mid-State, please visit our website at www.midstate-sales.com. ●



California Proposition 65

UPDATED LABELING REQUIREMENTS AFFECTING DISTRIBUTORS OF HOSES AND

FOR ALL PRODUCTS acquired after August 30, 2018, California's Proposition 65 (or "Prop 65" as it is often referred)

requires businesses to notify consumers with "clear and reasonable" warnings of potentially hazardous chemicals present in products. California requires warning labels on all products that contain chemicals found on the state's list of over 850 compounds. A warning label must identify that the product contains chemicals "known to the State of California to cause cancer and birth defects or other reproductive harm."



WHAT THIS MEANS FOR THE INDUSTRY:

The basis of the regulation is a warning label (including a triangle and exclamation mark) and the associated text that includes the specific chemicals that triggered the warning in order to warn customers who will use the product. It's important to note that the maker of the product bears full responsibility to identify if their product is subject to the regulation and to distribute the warning label and text to everyone in their distribution chain. It is the responsibility of the distributors and retailers to faithfully display the warning label and text wherever anyone may encounter the product. The new regulations include several new requirements for safe harbor warnings:

- Include the word "WARNING" in all capital letters and bold print
- List at least one chemical contained in the product
- Require that a symbol consisting of a black exclamation point in a yellow equilateral triangle with a bold black outline precede the warning
- The triangle can be printed in black and white if no other yellow content is on the product or package
- The font size cannot be any smaller than the smallest consumer information font on the product or package.
- The warning text should notify a consumer if the product contains carcinogens, reproductive toxins, or both.
- If the product is sold over the internet, the warning must also be present on the product display webpage, prior to purchase.
- If non-English consumer information is printed on the product, the warning must also be printed in the same language.

WHAT TYPES OF CHEMICALS ARE ON THE LIST OF REGULATED COMPOUNDS?

The list contains a wide range of naturally occurring and synthetic chemicals. These chemicals include additives or ingredients in a variety of products. Listed chemicals may also be used in manufacturing or may be byproducts of chemical processes, such as motor vehicle exhaust.

Many Material Safety Data Sheets will include Prop 65 information.

HOW DO I COMPLY?

NAHAD encourages distributors to contact their suppliers about including warnings for all products sold in California, however the new regulations do not require the manufacturer to supply the warning if they document that they have notified retailers of the need to provide warnings and provided all necessary warning materials. Be sure to check any MSDS/SDS information provided by suppliers for this information, if none is included it is important to verify with the manufacturer the product does not contain one of the covered compounds. Retailers are responsible for providing warnings if they have been notified and the manufacturer failed to provide the warnings.

WHAT ABOUT EXISTING PROP 65 WARNING SIGNS?

Signs must be updated to meet the same requirements as the updated warning labels. The signs must also use at least size 72 font.



WARNING:

THIS PRODUCT CAN EXPOSE YOU TO CHEMICALS INCLUDING [NAME OF ONE OR MORE CHEMICALS], WHICH IS [ARE] KNOWN TO THE STATE OF CALIFORNIA TO CAUSE CANCER AND BIRTH DEFECTS OR OTHER REPRODUCTIVE HARM. FOR MORE INFORMATION GO TO WWW.P65WARNINGS.CA.GOV.

HOSE ACCESSORIES

CAN I GET AN EXEMPTION?

The only exempt businesses are those with fewer than 10 employees.

CAN I USE A DIFFERENT WARNING LABEL THAN THE SAFE-HARBOR WARNING LABEL?

The Safe-harbor label meets the minimum requirements in the updated regulation, but a company can use any warning that is "clear and reasonable" as long as it also meets the minimum requirements (see previous page for minimum requirements). However, any warning can be challenged by a plaintiff and must be defended in court. A cottage industry of lawyers has developed looking for inadequate Prop 65 warnings. Since 2012, over 3,000 settlements have been finalized between Prop 65 lawyers and businesses.

WHAT ARE THE RISKS FOR NOT COMPLYING WITH THE UPDATED REGULATIONS?

Bounty hunter style lawyers will look to take advantage of the updated regulations to seek new claims against businesses. Even though products manufactured prior to August 30 do not need the updated warnings, unless the business can verify the product was manufactured prior to August 30, 2018, there is a potential for claims.

WHAT ABOUT LITIGATION INSURANCE?

Distributors should verify with their insurance provider if Prop 65 litigation will be covered. Some insurance policies do not cover Prop 65 litigation costs. ●

Additional information on Proposition 65 is available at:
www.p65warnings.ca.gov

Value Partner Spotlight: Service First Processing

Service First Processing (SFP) is a leading provider of credit card and ACH / check processing services. We make accepting credit cards simple, efficient and more profitable for your company. SFP will put together a special "members only program" that is guaranteed to reduce your cost of credit card processing while improving your level of service and support. This program will enhance your company's profitability through 3 steps:

1. SFP will reduce your monthly credit card processing expenses through lower processing costs.
2. SFP will provide an exceptional level of customer service and support.
3. Ten percent (10%) of the net processing revenue that SFP generates from your account will be rebated back to you on an annual basis.

To contact Service First, NAHAD members can call 855-836-0808. ●



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 by the materials deadline listed below. ●

NEWSLETTER ISSUE	MATERIAL DUE TO NAHAD	MAILING DATE
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.

RECESSION THIS YEAR (OR NEXT YEAR OR THE YEAR AFTER THAT)

WRITTEN BY PAUL REILLEY



SINCE THE GREAT DEPRESSION, we have experienced thirteen domestic recessions and four global recessions. Although the future seems bright, there will always be another recession... followed by greater economic expansion.

There are some indicators that a slowdown is coming. For example, the JP Morgan Global Purchasing Managers' Index dropped to 50.7 in January. A number above 50 indicates expansion. However, the index is trending downward. The yield curve on US Government Bonds is flattening. Volatility in the stock market.

There are also more subjective indicators including news stories, conversation with colleagues, and customer opinions. For example, your customer might seem less optimistic about this year's performance. Their opinion is just another indicator that a slowdown is looming.

Another indicator of a slowdown comes directly from salespeople. In our training seminars, salespeople start asking, "How do I sell value in a recession?" Managers will ask, "What tips do you have for my salespeople during a recession?" When we hear these questions, it usually indicates a slowdown is on the horizon.

Some executives look at 2019 with a level of uncertainty. In the Wall Street Journal, CEOs indicated that a recession in 2019 was their top concern. Although executives seem uncertain about the economy in 2019, the long-term outlook is very promising. Warren Buffet's letter to stockholder's in 2012 provides some perspective regarding the certainty of America.

"A thought for my fellow CEOs: Of course, the immediate future is uncertain; America has faced the unknown since 1776. It's just that sometimes people focus on the myriad of uncertainties that always exist while at other times they ignore them (usually because the recent past has been uneventful)."

We are on the tail-end of the lengthiest bull market in US history. It's no wonder there is some built up pessimism. People are thinking, "How long can this last?" Although employment is at a high and the economy seems strong, there is a general sense of unease regarding the economy. Regardless of the next recession, we operate in a market with an abundance of opportunity.

Remember, whether a recession happens this year or next year, there is always one coming. Use this time as an opportunity to position yourself for the future. Over the next several months, we'll be sharing some tips on selling value during a recession. Here are three tips to help you thrive during and after a recessionary period.

TIP #1 Create More Value for Existing Customers

The hungrier you are, the harder you work. How hungry are you? Are you hungrier than your competitor? It's naive to think that you are more motivated than the competition. Considering yourself indispensable to the customer's business is the height of arrogance. In fact, treating all business as at-risk business is good practice. It compels you to act, whether we're in an expansion or recession.

In Value-Added Selling, we call this Tinkering. Tinkering is about looking for unique ways to re-create value for the customer. Look for those opportunities. Ask yourself, "What does the customer hate doing that we can do for them?" or "What common problems are they experiencing that we can help solve?"

For every ounce of value you create, there is an opportunity to create a pound more. Never assume that you have created enough value. Your past is not your potential and the future holds boundless opportunity.

TIP #2 Increase Activity Level

One purchasing managers' study showed that salespeople reduce face-to-face calling during economic slowdowns by as much as 38 percent. Since some salespeople reduce their face-to-face selling time, they leave their customer vulnerable. This vulnerability creates an opportunity for you. As a good rule of thumb, consider increasing your call volume by 25 percent. By increasing your call volume, you effectively double your coverage vis-à-vis the competition.

As part of increasing your activity, you'll also need to rebalance your pipeline. In a previous article we discussed the perfectly balanced sales pipeline. During a recession you'll need to adjust your ratio. The recessionary pipeline should be adjusted to 1-3-6. This means for every short-term opportunity, there must be three intermediate and six long-term opportunities in the works. For example, for every piece of business that you will close in the next 30 days, you need three that will close in the next 90 days, and six that will close beyond that. You may work on shorter or longer lead times, but the ratio is always the same.

TIP #3 Do More with Less

You're not given any more or less time during a recession. You're still given the same 24 hours you had before. It's important that you look for opportunities to leverage technology to do more with less. Here are some tools that are available to help you:

Continued on next page

Congratulations Exam Passers!

The following employees of Hose Safety Institute member companies have passed exams during the period January 17, 2019 – March 21, 2019.

COMPOSITE HANDBOOK EXAM

Derek Berlin	Hydra-Flex, Inc.
Steve Shier	TCH Industries, Inc.

CORRUGATED FABRICATION EXAM

Gareth Tate	Jachris Hose and Couplings (Pty) Ltd.
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CORRUGATED HANDBOOK EXAM

Graham Ryan	GHX Industrial, LLC
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FLUOROPOLYMER FABRICATION EXAM

Eric Connor	Hydra-Flex, Inc.
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FLUOROPOLYMER HANDBOOK EXAM

Derek Berlin	Hydra-Flex, Inc.
Steve Shier	TCH Industries, Inc.

HYDRAULIC FABRICATION EXAM

Joe DeSimone	ERIKS
Joshua Vowles	Hydra-Flex, Inc.
King Figueroa	Amazon Hose & Rubber Company
Matt Simpson	Hose of South Texas, Inc.
Sean Lien	Force America - Heartland Technical Sales - MN
Zach Vanderslice	Hose of South Texas, Inc.

HYDRAULIC HANDBOOK EXAM

Bobby Davis	Amazon Hose & Rubber Company
Graham Ryan	GHX Industrial, LLC
Joe DeSimone	ERIKS
Mustaq Wahadali	Trinidad Hose Company, Ltd.
Sean Lien	Force America - Heartland Technical Sales - MN
Skylar Stahl	Amazon Hose & Rubber Company
Steve Shier	TCH Industries, Inc.

INDUSTRIAL FABRICATION EXAM

Derek Berlin	Hydra-Flex, Inc.
Junior Sene	Alaska Rubber Group
King Figueroa	Amazon Hose & Rubber Company

INDUSTRIAL HANDBOOK EXAM

Alex Canas	Amazon Hose & Rubber Company
Allen Ondes	Husky Corporation
Bobby Davis	Amazon Hose & Rubber Company
Brian Knight	ERIKS
Christiaan Grobler	Jachris Hose and Couplings (Pty) Ltd.
Derek Berlin	Hydra-Flex, Inc.
Graham Ryan	GHX Industrial, LLC
Jackie Flumer	Allied Rubber & Supply Rubber & Accessories, Inc.
Lisa Welsh	Amazon Hose & Rubber Company
Skylar Stahl	TCH Industries, Inc.
Steve Shier	ERIKS
Stewart Cottrell	ERIKS
Taylor Shirley	Alaska Rubber Group
Thomas Lally	A&M Industrial

RECESSION THIS YEAR

Evernote – Evernote helps you capture and prioritize ideas, projects, and to-do lists, so nothing falls through the cracks. Perfect for salespeople juggling multiple priorities.

LinkedIn Sales Navigator – Great tool to help you target the right people and the right companies. If you struggle to get past gatekeepers, this tool can help you bypass gatekeepers and go directly to the source.

Google Alerts – Google alerts is a great way to stay up to date on the latest news with your top customers and prospects. Set up a google alert so that you're notified of any news or current events. You'll be among the first to know when something changes with your customers or prospects.

There is always a recession coming. Although recessions can be painful, they often make us better in the long run. Good economic times mask bad habits. During recessions we are forced to remove the mask and identify ways to get better. In that spirit, the adversity we experience in recessions can be good. ●

MEMBER CONNECTIONS



One of the greatest struggles that distributors and

manufacturers faced during 2018 was a dearth of available and diverse products – as the global market swelled the demands outpaced the supply and opportunities. In order to be more prepared for the growth of the 2019 market, consider working directly with a manufacturer with over 50 years of global experience: **FB Hydraulic**. With a manufacturing facility in Bologna Italy and offices throughout the world, FB Hydraulic will be a partner in ensuring that you have the right products at the right time to satisfy your current and future needs. For all the latest in product offerings and news, please visit our website at www.fb-channel.net as well as following us on Twitter (@fbhydraulic) and LinkedIn.



Adaptall is pleased to announce the grand opening of its new

distribution center in Houston, Texas. To meet the demand of Adaptall's growing customers and best support their needs, Adaptall felt it was essential to open a distribution center in the south west. The distribution center is located at 5246 North Sam Houston Parkway East in Houston, 4 miles south of George Bush International Airport at the corner of Beltway 8 and Vickery Drive. With competitive pricing, unbeatable inventory, and exceptional customer service and technical support; Adaptall hopes their presence in the west will help its Distributors meet the needs of their customers. With locations in Toronto Canada, Twinsburg Ohio, and now Houston Texas; Adaptall's heavy inventories are available to support its customers with expedited delivery throughout North America. For more information, contact Customer Service at 1.800.463.8134 or visit www.adaptall.com.



Come visit **OP USA INC.** in Houston from May 6th-9th at booth 3251 at

the OTC Exhibition, the Offshore Technology Conference. You will get the unique chance to meet professionals from the industry and learn about what we can expect from the future. Visitors will have the opportunity to see first-hand some of the machines: the saw TF5, ideal to cut hydraulic hoses up to 3" six spirals, the multifunctional unit Mini Center, which allows the operator to carry out all kinds of operations on rigid tubes. At the heart of the showcase there will be the crimper Tubomatic V250ES, which is ideal to crimp hydraulic hoses up to 3" six spirals and industrial hoses up to 10" and is equipped with a PLC control with a touch-screen display, a silent pump, self-lubricating moving components and a narrow crimping head, which makes it particularly suitable to crimp hose ends with large flanges or 90° fittings. Do not miss the opportunity to see this machine at work, visit the OP USA Inc team at booth 3251. For any further information and enquiry please contact at info@opusainc.com or visit the website www.opusainc.com.



UIP International, Inc. is pleased to announce the availability of two new

industrial hoses to their extensive line of industrial products. Their new Heavy-Duty Tank Truck Hose, Type 230HD is a 300PSI WP suction and discharge hose for petroleum products available in sizes 2", 3" and 4" ID. It offers excellent flexibility and meets the demand for higher pressure applications including oil field operations. Additionally, their new Type 422 UHMW-PE Chemical Hose is now available with a corrugated cover that provides an easier force to bend to minimum bend radius when routing or installing assemblies. It is available in sizes ¾" to 4" ID, 150PSI. All hoses are available in bulk or custom assemblies to fit your applications. For more information please visit their website at www.uipintl.com or call 1-800-257-2467.



Dixon offers an extensive range of products to serve the

chemical processing market that also solve a variety of liquid chemical transfer challenges. In addition to traditional products like stainless steel cam and groove, Dixon offers a full range of dry disconnects, ADS overfill protection for tank trucks, rail cars, or bulk storage tanks, and Vent-Lock™, the safe way to prevent splash-back when disconnecting transfer hoses with cam and groove. Contact Dixon for positive displacement and centrifugal pumps too, as both options may serve well in some chemical transfer applications. To learn more about their product solutions for the chemical processing market contact your local Dixon Regional or Territory Manager.



Kurt Hydraulic's thermoplastic hose and couplings

designed for medium to high pressure applications. These hose and couplings are ideal for applications with robust, yet flexible needs for use in constricted system configurations. Product line covers SAE 100R7, SAE 100R8, and SAE 100R18 thermoplastic hose with an operating temperature from -40°F to 212°F. The urethane protective covering is abrasion, ozone, and weather resistant. Kurt's SAE R100R7 is a nylon hose ideal for medium pressure hydraulic systems, such as machine tool applications and lift equipment. R7 hose is available in eight sizes

MEMBER CONNECTIONS

between 1/8" I.D. and 1" I.D. and is also available in twin line hoses. Kurt's SAE 100R8 and SAE 100R18 thermoplastic nylon hoses are ideal for high pressure hydraulic systems, and suited for use in agricultural, plant maintenance equipment, construction equipment. The R8 hose is available in four sizes from 3/16" to 1/2" I.D. and is also available in twin line hoses.



UIM 10 marking machine – for compliance with

marking standards. Visual marks that conform to the relevant standards enhance process safety in the production of hose lines. With the UIM 10 marking machine, **UNIFLEX** offers a compact, cost-effective solution for the insert marking of a wide range of hydraulic hoses up to 2" in diameter. The reliable insert ensures that the hoses are positioned and marked precisely. The machine can process up to 700 hose ends per hour, which is three times more than can be done by hand! In addition, machine marking is also much more precise than manual marking. The compact and sturdy UIM 10 workbench machine has been designed for the line marking of socket ends, clamp positions, etc. on hoses up to DN 50. Protected by a transparent cover, the pneumatically operated punch applies the marks at any distance between 10 and 150 mm from the hose end. The marks are produced by inkjet printing, using a proprietary ink retention film. The ink cartridges are available in six (colour) versions and are easy to exchange.



Hannay announces a new Spray Non-

Corrosive (SNC) Series Reel. Constructed primarily of 304-grade stainless steel and designed for lawn care, agriculture, horticulture, pest control and other spray-related industries. This series handles a variety of applications including water, pesticides and fertilizer mixes. Comparable in weight to

aluminum construction, the SNC series provides a significant advantage in strength and protection in corrosive environments. Options include manual or electric rewind, 4-way rollers and lightweight aluminum reel stacking kit. Visit hannay.com for more information.



TrulinX by **Tribute, Inc.** designed

specifically for hose distribution. Competition is tough for hose distributors today. Every distributor is looking for ways to reduce expenses and increase profit margins. Tribute, Inc. continues to add features to their TrulinX ERP distribution management software that enable hose distributors to reach these objectives. Designed with hose distributors in mind, TrulinX allows hose fabricators the option of using cut length or overall length when entering a hose assembly BOM, reducing waste and ensuring order accuracy. CSRs are able to save time and increase efficiency by automatically calculating labor amounts based on the hose length and/or fitting diameter so true gross margins can be captured on all assemblies. The ability to add schematics and crimping instructions on orders reduces errors and ensures happy customers. Pricing for hose assemblies in TrulinX is sophisticated, allowing users the choice to price by component discount or component list for cut length or overall length, and the option of an additional discount on the complete assembly. With additional features for barcoded serial numbered labels for hose assemblies, retail counter sales, and many new warehouse automation features, Tribute, Inc. is leading the industry in hose distribution business management software. For more information, visit www.tribute.com.



DDI System

announces Inform ERP Software's next-generation eCommerce solution: Inform eCommerce Pro. Driven by Inform ERP Software, the latest product

ensures real-time, customer-specific pricing and branch-level inventory are always visible. The B2B portal gives customers access to orders, invoices, and sales history with an easy self-service tool. Inform eCommerce Pro also allows distributors to fully customize storefronts and leverage rich content that enhances search functionality. DDI's Inform ERP is the leading choice for over 1100 distributors throughout North America who rely on superior daily operations. embedded business analytics, advanced demand forecasting to deep market-specific functionality. To learn more about Inform eCommerce Pro, please visit: <http://www.ddisystem.com/ecommerce>.



Flexaust's Flexadux® L-Vac Vacuum Lift

Tube Hose clamps easily, fits tight and lasts longer. The vacuum lift tube is extruded with an encapsulated high tensile steel wire for long life and features heat welded cuffs for easy clamping and an air tight seal. L-Vac Lift Tube is an advanced copolymer extruded vacuum tube with an encapsulated high tensile steel wire that provides up to six times longer life than traditional neoprene PVC wrapped constructions. The lift tube is available with installed heat welded cuffs on both ends for fast and easy mounting, this tube fits virtually all vacuum lift equipment. L-Vac is ideally suited for use in environments requiring frequent wash-downs, The Lift Tube offers excellent chemical resistance and operates from -20°F to 185°F. This rugged, long-life vacuum lift tube is available in standard safety-orange and also available in yellow. Standard sizes are 4.7" to 7.87" I.D. (120mm to 200mm) and 10' standard lengths, also available in 8.3" lengths. For additional information, contact Flexaust's Inside Sales Team by calling (800) 343-0428 or emailing sales@flexaust.com. Visit www.flexaust.com to download an L-Vac Vacuum Lift Tube Hose technical data sheet.



MTG is pleased to announce the opening of the new cleanroom production facility classified

ISO 14644-1 of its PHARMA DIVISION. The cleanroom has been created with the aim to preserve the purity and high quality of products and it is dedicated to the production of semi-finished and finished products such as platinum cured silicone hoses, hoses with perfluoropolymer liner and silicone cover (both in length up to 100 ft), hoses for pharmaceutical powders, tubing and PFA lined fittings. To learn more about the MTG range and the products for pharmaceutical industry, please visit www.mtgspa.com or contact MTG at export@mtgspa.com.



With the arrival of Spring, construction season is underway.

Contractors and other jackhammer operators can adhere to OSHA RCS regulations with **Parker Hannifin's** bonded air/water Twinhammer™ hose and Jackhammer Hose Spray Kit for silica dust suppression. Protect your employees and avoid OSHA fines with the first factory-assembled dual hose system that delivers both air and water in a single, unitized configuration for dust suppression in heavy duty air tool applications. Visit solutions.parker.com/twinhammer to learn more.



A great time was had by all at this year's NAHAD event. **PT Coupling**

would like to thank everyone that attended their NAHAD booth #623 and hospitality night. PT's diverse ProGrip™ product line features solutions for a variety of chemical, food grade, and industrial applications. All PT ProGrip™ products are manufactured at the same facility as their core Basic 8 Cam & Groove product line and manufactured to the same quality standards, on time, at a cost-effective price. Also, to learn more about how PT's solutions serve the tank truck industry visit PT at NTTC's Show in April at the Wynn in Las Vegas, NV at Booth #105 and see firsthand PT's live SPS Chem System demo.



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 Kuriyama Layflat Hose and Accessories catalog. New items include the OROFLEX® OFAQ Series, Polyurethane Potable Water Discharge Hose, which is made using premium polyurethane (TPU) material for exceptional abrasion resistance. The hose is certified under NSF/ANSI 61: Drinking Water System Components and is ideal for drinking water and potable

water transfer. Another new product is the OROFLEX® Oil, OFOIL Series Polyurethane Oil Transfer Hose. This hose is also made using premium polyurethane (TPU) material for exceptional abrasion resistance and has exceptional resistance to oils and petroleum-based products. Hose also contains four wires to help prevent the buildup of static electricity for added safety. For more information on these and other Kuriyama products, call 1-847-755-0360 or visit www.kuriyama.com.

ALFAGOMMA ALFAGOMMA

extended the industrial hose range:

- EVOLUTION range of ultra-flexible suction/delivery hoses produced with extruded compound on rigid mandrels
- 955AA DEF dispensing smooth conductive hose
- ALFATRACTO 719 abrasive slurry suction hose with compatible "split-flange" muff coupling combination
- 704HA heavy duty corrugated hose with 1/4" tube for vacuum truck industry where a rugged and durable hose product is needed

NAHAD's Market Monitors Report (4Q18)

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 fourth quarter of 2018, most products experienced a relatively small growth in selling prices at the domestic producer level. Other NAHAD-member product categories steadied except for the Transmission 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 3Q18:4Q18	Annual % Change 4Q17:4Q18
Hydraulic Hose	N/A	N/A
Industrial Hose	0.0	+0.5
Conveyer Belt	0.0	+0.9
Transmission Belt	-0.1	+3.4
Seals & O-Rings	+0.3	+3.2

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

NAHAD ADVERTISING

NAHAD WELCOMES YOUR PARTICIPATION as an advertiser in the 2019-2020 Annual Membership Directory. This is 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. Final ad due **May 1, 2019**.

STANDARD BLACK & WHITE RATES

<input type="radio"/> Full Page	\$1,995
<input type="radio"/> 2/3 Page	\$1,625
<input type="radio"/> 1/2 Page	\$1,375
<input type="radio"/> 1/3 Page	\$1,050
<input type="radio"/> 1/4 Page	\$895
<input type="radio"/> Logo Only	\$300

ADDITIONAL FEES

<input type="radio"/> 4 – Color Process	\$695
<input type="radio"/> 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	MAXIMUM DIMENSIONS
Full Page	8 1/4" wide by 10 3/4" high
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1/2 Page Vertical ad	4 1/2" wide x 7 1/2" high
1/2 Page Horizontal ad	6 7/8" wide x 4 5/8" high
1/3 Page Vertical ad	2 1/4" wide x 9 3/4" high
1/3 Page Horizontal ad	4 1/2" wide x 4 5/8" high
1/4 Page	3 3/8" wide x 4 5/8" high
Logo Only	3.5" wide x 2" high

Questions? Contact NAHAD at info@nahad.org or call at 410-940-6350.

Ready to reserve ad? Visit NAHAD.org.

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

F.B.Wright Cincinnati Celebrates 50 Years and a New President



THE COMPANY
OPENED in Cincinnati in 1969 as a branch of F.B.Wright Michigan to become a distributor of

hose and fitting products and of sealing products. Over 50 years, F.B.Wright Cincinnati has developed into a full line fabricator/distributor of industrial gaskets/seals, industrial hose assemblies,

machined plastic parts and high temperature curtains, and, became an independently owned corporation several years ago. Fabricators with experience in all facets of our requirements with sales reps in Florida, the Carolinas, Kentucky, Indiana and Ohio. The new president/general manager, Rich Dauer, a 35 year employee of F.B.Wright Cincinnati, is well versed in all segments of the many engineered product lines handled by F.B.Wright. We look forward to his leadership. ●

NAHAD

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NAHAD | Skill, Knowledge
ACADEMY & Competence

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 - 2 President's Letter
 - 3 Hose Safety Institute
 - 4 NAHAD Issue Alert
- And more!

INTRODUCING...NAHAD ACADEMY!