

NAHAD News

A Bimonthly Newsletter of the
Association for Hose and Accessories Distribution

JUNE 2014

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Save These Important NAHAD Dates

September	NAHAD Board Meeting 19 - 21, 2014 Loews Miami Beach Hotel South Beach, FL
March 8 - 11	University Of Industrial Distribution 2015 Indianapolis, IN
April 23 - 27	31st Annual Meeting & Convention 2015 Loews Miami Beach Hotel South Beach, FL
April 30 -	32nd Annual Meeting & Convention May 4, 2016 The Broadmoor Colorado Springs, CO



NAHAD's 30th Anniversary Convention Sets Record Attendance

It's official! After counting all the pre-registered and on-site registrations, NAHAD achieved a record attendance of 1,048 at the annual convention at the JW Marriott Desert Ridge in Phoenix, AZ. The association also sold out all of the available booth space (160) in the Showcase of Hose Solutions and welcomed a record 147 first time attendees from around the world.

In attendance were 287 distributor members representing 130 distribution companies and 424 manufacturer members representing 118 manufacturing companies, and additionally 20 companies in the Associate category and 16 companies in the Affiliate category. NAHAD Value Partners, members of the Hose Safety Institute Council, press, spouses and 13 children (future NAHAD member company employees) rounded out the attendance figure.

"If you attend the meetings and the Tradeshow you are guaranteed a good ROI of time and expense" *This response was posted on the NAHAD Annual Convention survey from a NAHAD Distributor member.*

And from another attendee: "The annual NAHAD convention gets better every year. The value our business receives pays for the expense many times over." 



NAHAD's Opening Reception at the Musical Instrument Museum in Phoenix, Arizona

Congratulations Exam Passers!

The following NAHAD Members have successfully passed a Hose Assembly Guidelines Specification or Design and Fabrication Exam from 03/06/2014 To 5/20/2014

Corrugated Metal Hose (Handbook Exam)

- Ty Winsauer, GHX Industrial, LLC
- Steve Soto, Hose Sales Direct
- Robert Boatwright, RGA

Industrial Hose (Handbook Exam)

- Eric Weiner, Abbott Rubber
- Shawn Seery, Abbott Rubber
- Rick Paszko, Abbott Rubber
- Dave LaRue, Abbott Rubber
- Tom Hohf, Abbott Rubber
- Steve Brooks, Abbott Rubber
- John McCormack, Abbott Rubber
- Josh Hill, Allied Rubber
- Chuck Sasso, Amazon Hose
- Rick Miller, Central Hose & Fittings
- Brent Randall, Central Hose & Fittings
- Nick Staats, Central Hose & Fittings
- Chris Johnson, GHX Industrial, LLC
- Ty Winsauer, GHX Industrial, LLC
- David Lewis, GHX Industrial, LLC
- Jeff Danforth, Hanna Rubber Company

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PRESIDENT'S LETTER



*NAHAD's new president,
Mark Fournier*

Dear NAHAD Members,

I am greatly honored to serve as your President for the coming year and I look forward to working with each of you in the months ahead. And, to our new board members and officers, I say 'Welcome Aboard' – I know that you will enjoy the experience!

I also would like to express my sincere, personal appreciation and gratitude to three NAHAD members who have helped me immensely to get where I am today. Not only have they been an important part of my business success, and my professional development, they watched me grow up – literally - my father, George Fournier, CEO of IR-G; my mother, Joyce Fournier, Treasurer of IR-G; and my sister, Donna Nock, Vice President of IR-G. My parents bought a struggling hose and rubber house out of bankruptcy 25 years ago. We now have five stores in three states. and I am forever grateful that I am President of our industry's trade association and my parents have entrusted me to take the company to the next level.

Being a part of the NAHAD leadership over the past five years has allowed me to not only strengthen my own business and to learn from the best minds in our industry, but to meet so many gifted and dedicated professionals who make a real difference in our industry every day. I have really treasured my time on the board and I'm looking forward to leading you folks this year.

As your new president, I look forward to the year ahead and to working with our dedicated board and committee volunteers, and our terrific staff team, to better serve you, our members.

We will continue the great work of our Hose Safety Institute. We will expand our various educational programs and services. We will help our members to use business data to drive their success, and we'll continue our focus on delivering high-quality events like this annual convention.

This past September, the NAHAD board of directors and staff conducted our triennial Strategic Planning



NAHAD's new Board of Directors for 2014-2015

workshop, under the guidance of expert planning consultant, Steve Deist.

This process has been crucial to NAHAD's success since its inception in 1984, and helps us to craft a clear and compelling vision for our future, while addressing the needs of our membership on a year-to-year basis.

Several key initiatives resulted from our recent planning session, including:

- Grow the NAHAD Hose Safety Institute, including the new Hose Assembly Fabrication Guidelines and online Fabrication Exams and the expansion of our Advisory Council End-User Task Group projects
- Implement the new NAHAD Distributor Performance Dashboard®, providing timely business intelligence, benchmarking and insightful data analytics for member use,
- Create a new Employee Development Roadmap, designed to help member companies nurture, track and recognize employees' professional growth,
- Develop targeted Market Intelligence tools and resources,
- Investigate the creation of Hose Assembly CAD software to address member needs,
- Build Mobile Apps, like the one we have for this Convention, to access inventory availability, connect with members and strengthen marketing opportunities, and,
- Introduce a newly-designed CEO Forum Program to provide distributor owners with powerful resources to guide their business decisions

We will soon be reaching out to each of you about these initiatives, as our committees and task groups begin their work. I invite you to make your voice heard, and to offer your ideas to help ensure NAHAD's continued success, and our continued, valuable service to you and your company.

Your new president,

Mark Fournier

Mark Fournier, *NAHAD President*

(This letter is excerpted from his remarks at the recent convention)

NAHAD Opening Reception



NAHAD members enjoy the *Opening Reception* at the *Musical Instrument Museum*



NAHAD Speed Networking



More than 100 NAHAD members took part in Speed Networking sessions on Sunday morning, April 27



NAHAD Members sent photos and videos from their companies honoring NAHAD on its 30th Anniversary. These were incorporated into a presentation by NAHAD's Digital Media Manager, Vincent Moulden which was shown several times during the convention.



31st Annual Meeting and Convention

Loews Miami Beach Hotel
South Beach, Florida

April 23 – 27, 2015



Ready for Miami in 2015!





NAHAD presented the **2014 George W. Carver Award** posthumously to **Steven D. Gray**. Accepting the award was **Patty Cudoc-Gray**, Steve's widow and his daughters, **Megan** and **Laura**, pictured on the left with past Award recipients from left **Sam J. Foti**, CEO - Hose Master, Inc., Cleveland, OH; **Chuck Connors**, President - Omni Services, Inc., Worcester, MA; **Edward B. Fabacher, Jr.**, President - Fabacher, Inc., Harvey, LA and **Harry O. 'Buzz' Hooper, Jr.**, Vice President - Rubber & Accessories, Inc., Lakeland, FL.

2014 George W. Carver Award

HSI Advisory Council members took part in a panel discussion called *The New Standard for Hose Assembly Safety – Your High-Impact Sales Tool*



The NAHAD Convention staff greeted more than 1,000 NAHAD members who attended the convention in Phoenix.



Member to Member Exchange

BAND-IT IDEX®, INC. is proud to announce a 2014 **BAND-IT** Training Webinar calendar for customers and the release of its new Product Training Videos on their website.

“The product training program is specifically designed to help individual shop owners, distributors, and company locations stay educated on the advantages of BAND-IT Clamps, Tools and how to use them correctly in an effort to become more successful in their production process”, said Kelly Kinney, BAND-IT’s Global Product Manager Hose & Industrial.

BAND-IT’s Online Training Webinars offers the luxury to train and/or educate sales teams without having to travel. Each Webinar focuses on a clamping system and its applications. For a Webinar calendar and/or more information about training, contact Alton Williams at awilliams@idexcorp.com or 303-329-7124.



Dräger is pleased to announce a partnership with **United Central Industrial Supply** to distribute safety products to the mining industry within the United States. This partnership is designed to enhance customer field support by combining Draeger’s portfolio with United Central’s comprehensive sales and support network.

United Central will distribute several key Dräger products to the mining industry, including: BG-4 Closed Circuit Breathing Apparatus; Self-Contained Breathing Apparatus (SCBAs); Thermal Imaging Cameras and Air Purifying Respirators.

“We’re thrilled to be partnering with United Central, because we believe that the end result will be better support for our customers,” said Alex Gaggin, Mining Market Manager at Dräger. “They are a valuable ally in the fight to keep mines safe and productive, so we look forward to a fruitful relationship.” With 25 branches throughout North America, United Central has a network of highly trained product managers, experienced maintenance technicians, and service centers dedicated to keeping the mining industry compliant and efficient. For more information, visit www.unitedcentral.net.



Apache Inc., is pleased to announce that Gregg Hanson has joined the Apache | Trico Industrial Division as National Sales Manager – Eastern Region.

In this role, Gregg will assume sales management responsibilities for all Industrial Division activities within the eastern region. Tom Walsh, the previous manager of the eastern region, will shift responsibilities to the west, and assume the role of National Sales Manager – Western Region. These changes follow the retirement of Roger Leonard, a highly valued and long-term employee, who previously managed the western region.

Gregg Hanson joins Apache after 12 years with Bearing Distributors Inc. where he held a number of positions of escalating responsibility, the latest of which was in the role of Conveying Equipment Product Manager. “Gregg brings a wealth of industry knowledge and expertise to the Apache team,” said Connor Deering, Vice President - Sales. “His background is an ideal fit to complement our strategic growth plans.”

Tom Walsh has been with Apache for more than 18 years, during which he has gained a significant experience in the industry. “Tom was very instrumental in guiding our eastern region through our recent strategic business model change while significantly growing our business in the process,” said Deering. “We look forward to him leading the western region on a similar path of aggressive growth.”

An outline of the specific geography that Gregg and Tom will have responsibility for can be viewed on the Apache website at www.apache-inc.com/territories.



Brennan Industries is pleased to announce that Michelle Jones has joined the company as a Customer Service Representative for their Distribution Center in Dallas, Texas. Michelle brings 10 years of experience working in the fittings industry, having previously served as a Customer Account Representative at Fittings Unlimited.



The **Gates Corporation** announces the unveiling of its reimagined corporate website. Designed with OEM, MRO, and distributor audiences in mind, the state-of-the-art new Gates.com offers easier access to hose and belt products, tips, and resources for an improved user experience.



Highlights of the new Gates website include: Product search and part lookup features on the homepage for instant access to Gates solutions; Nearly 900 product pages with up-to-date specifications, images, and data resources and solutions organized by product category (industrial and automotive), industries, and product type (industrial hose, hydraulic hose, industrial belts, etc.); Gates authorized distributor search tool on the homepage; Real-time chat feature for quick, direct communication with a Gates industrial belt engineer; A more robust careers section; and More than 350 assets in the Resources Library, including belt and hose white papers, eBooks, tips, brochures, case studies, infographics, and more.

“Gates is well known for our dedication to innovation and always thinking about ways to engineer excellence into solutions for our customers. Our global website is no exception. We are pleased to launch this new customer-focused tool to help our customers find solutions to meet their business challenges,” states Mark Tenney – Director, Global Brand Services & Communications.



M. Clyde Cox, President of **Conviber Co. Inc.**, is pleased to announce that 2014 is the company’s 56th anniversary serving the industry, the 35th anniversary of the company under Mr. Cox’s management, and the 28th anniversary of Cox family ownership.

Conviber Co. Inc. was recently honored by **Veyance Technologies**, the exclusive Manufacturer of Goodyear Engineer Products, for their 50th year anniversary of loyal representation as a Goodyear Engineered Products Authorized Distributor.

In a letter from Jim Hill, North America General Manager, Industrial & Aftermarket Segment, Conviber Co. Inc. was congratulated for “contributing every day in the generating, preserving,

and expanding the position of Goodyear Engineered Products in the marketplace.”

Mr. Cox proudly accepted the thanks and appreciation from Veyance/Goodyear Engineered Products, and expressed his gratitude for their recognition of this milestone year in Conviber’s history.

Bruce A. Smilie, Regional Sales Manager of the Southeast Region, made the presentation of Conviber’s 50 Year Distributor plaque and had this to say, “Conviber’s success in Florida, South America and the Caribbean has been through their relentless focus on the customer. Conviber is known as a service oriented company which has extensive inventories of conveyor belting, hose and power transmission products and offers superior technical expertise to help increase plant efficiencies.”



■ ■ ■
Kurt Hydraulics announces their line of 6W Couplings combined with high pressure braided hose are ideally suited for applications

that require high pressure capabilities and temperature ranges from -40° F to 250° F for the Oil, Mining, and Heavy Off-Road Equipment Industry. The Kurt 6W Couplings are a one-piece, bite the wire crimp coupling with non-skive design to eliminate cover skiving before assembly to the hose.

The Kurt 6W Couplings make assembly simple, quick and enhances the hydraulic hose assembly to maintain more integrity which is crucial in many applications. The 6W couplings eliminate leaks and in-field failures caused by shock and vibration and ideally suited in hydraulic systems from industrial to commercial applications including Oil, Construction, Mining, and Off-highway. Available in 85 different types and popular sizes of 1¼”, 1½”, 2”, they are designed to work with SAE R13 and 4SH hydraulic hose available from Kurt. The 6W couplings can withstand ultra-high pressure of up to 6000 psi, and are suited for operations ranging in temperatures from -40° F to 250° F.

All Kurt couplings meet or exceed SAE specifications and are quality manufactured in accordance with ISO 9002/QS 9000 quality processes and systems. They are finished with RoHS compliant trivalent Chromium-6 Free process, a highly durable finish which exceeds the industry SAE standard by 4X hours of salt spray. See these 6W couplings now at www.kurthydraulics.com.



Campbell Fittings is proud to have been voted one of the “Top Workplaces - 2014” in Eastern Pennsylvania.



The regional survey covered a variety of factors to measure how employees feel about their day-to-day job. Those factors included: training, work/life balance, managerial understanding/connection, pay & benefits, and company direction & execution.

In other company news, their newly reconstructed website is up and running. The complete redesign provides both distributors and end-users all the tools necessary for building the safest, most energy efficient hose systems in the industry. Visit Campbellfittings.com and take a browse. The new crimp app is now available for smart phones as well as on the new Campbell website. And, their 85,000 square foot expansion to the manufacturing facilities in Boyertown, PA, is complete.



Tribute, Inc. announces the availability of processing ACH payments within TrulinX. As of TrulinX Release 14.2, customers will be able to handle banking transactions and transfer funds electronically through ACH. Also included on this release are enhancements to the TrulinX integration with the Parker Tracking System.

Tribute staff helped celebrate NAHAD’s 30th anniversary at NAHAD’s annual meeting in Phoenix. Tribute also celebrates the 30th anniversary of their annual user’s group meeting this year. TribNet will be held in Cleveland June 24-26th and will feature training and networking opportunities and speakers Jack Keough, contributing editor of Industrial Distribution, and Diane Helbig, sales and marketing consulting of Seize This Day Coaching.



CEJN Industrial Corp. announces the launch of TLX Screw-to-Connect Coupling. According to Tony Marcucci, National Sales Manager – USA, “The most common reason for failure of screw-to-connect couplings in heavy duty applications is high surge flows. For example, when using a crusher on concrete you will build up high pressure just before you bite through the concrete and, at the moment the crusher bites through the concrete, you will briefly get an extreme surge flow. This surge flow can be several times higher than the ordinary flow rate in the machine and is the cause of many coupling failures.”



The solution so far has been to use bulky oversized couplings at much higher cost. The new solution from CEJN Industrial Corp. is the TLX. Launched earlier this year, the TLX screw to connect coupling is a spill free coupling and fully in line with CEJN’s ambition to supply products for clean and leak-free hydraulic systems. The surface treatment is Zinc-Nickel. The flow rate of the TLX is not limited to a certain level as it can handle really high flow without failures. TLX is designed with a high pitch, high strength round thread profile but without sensitive eliminators or complicated locking systems. For more information, visit <http://www.cejn.us>.



The new **Smart-Hose Technologies** branding campaign is designed to highlight the fact that the Smart-Hose Safety System represents a “Green Solution” for hazardous chemical transfer hose assemblies. Smart-Hose Technologies can offer the hazardous chemical transfer industry an engineered solution that can help eliminate the disastrous environmental consequences associated with catastrophic hose failures.

“The Smart-Hose solution represents a Green Solution for combating hazardous chemical spills associated with catastrophic hose failures,” said Andrea Guevara President for Smart-Hose Technologies. “The new Smart-Hose branding campaign consists of a newly developed web-site (www.Smarthose.com), literature and tag line designed to convey the message that the Smart-Hose Safety System can offer a passive safety device that needs no human intervention to activate and when utilized can eliminate the potential for a hazardous chemical spill,” explains Ms. Guevara.



Horizon Industrial would like to congratulate Steve Jones on the additional responsibilities he has accepted. Steve is now not only running Operations, but has also taken on the majority of the purchasing responsibilities. According to Jim Martin, Director of Sales, “Please join us in congratulating Steve. We all know that he will do a GREAT job. His skills and background will continue to strengthen Horizon Industrial.”



CONNECTIONS

Dixon announces the launch of the BOP Hydraulic program encompassing products designed specifically for blowout prevention systems on drilling rigs.



The Right Connection™

The product offering includes: VEP-BOP couplings in sizes 3/8" to 1 1/2"; H-BOP couplings in sizes 1/2" to 1" and WS-BOP couplings in sizes 3/4" to 2".

All BOP couplings have been fire tested and Lloyd's certified to 700C (1300F) in accordance with API 16D; certificates are available upon request. Easy BOP approved identification features includes red powder coated components and red external seals. To learn more about Dixon's BOP Hydraulic Program visit dixonvalve.com or call 1-704-334-9175.



Spectronics Corporation announces The Spectroline® OPTI-LUX™ 365, a powerful yet compact leak detection flashlight that provides UV light for optimal fluorescent dye response. It's ideal for all industrial fluid system applications.

The OPTI-LUX 365 works with all oil- and water-based fluorescent dyes: OIL-GLO® 22 (yellow),

OIL-GLO® 30 (white), OIL-GLO® 33 (green), OIL-GLO® 40 (bright blue), OIL-GLO® 44 (yellow/green), OIL-GLO® 45 (blue) and OIL-GLO® 50 (red), as well as WATER-GLO® 801 and WATER-GLO® 802 water dyes. It produces a brilliant glow that makes all leaks easier to find, while slashing valuable diagnostic time. The flashlight even works with difficult-to-fluoresce dirty fluids.

The OPTI-LUX 365 is compact, lightweight and more than twice as powerful as most corded, high-intensity UV lamps. "Instant-on" operation enables the flashlight to reach full power immediately, and it provides up to four hours of continuous run-time. The rugged, anodized aluminum lamp body reduces corrosion and stands up to years of heavy use. The flashlight comes complete with a lanyard, belt holster, two rechargeable batteries, smart charging cradle with AC power cord and UV-absorbing spectacles, all conveniently packaged in a padded carrying case. For more information, call 1-800-274-8888.



Flexaust offers a full line of abrasion resistant polyurethane hose that comes in four wall thicknesses for applications ranging from light dust collection to very severe service. The Flexaust Flx-Thane® Series hose provides excellent compressibility and flexibility, as well as, great abrasion and chemical resistance. The light duty Flx-Thane® LD with a .020" thick wall is ideal for fume extraction, oil mist and light dust collection. The medium duty Flx-Thane® MD with a .030" thick wall works well in the woodworking industry for the collection of sawdust and wood shavings. Municipality leaf and debris collection and concrete and sand transport is perfect for their heavy duty Flx-Thane® HD with a .045" thick wall. Flx-Thane® VHD, with a .060" thick wall, is ideal for grain vacuum and bulk material handling operations. Heat welded cuffed ends are available on all hoses to provide a tight seal.

The Flx-Thane® Series is available in both black and FDA acceptable clear allowing the user to easily find any obstructions. Special applications where static and flames may be an issue – check out static dissipative (Flx-Thane® SD) and self-extinguishing, halogen-free (Flx-Thane® SE). For more information, visit www.flexaust.com.



Veyance Technologies Inc., the exclusive provider of Goodyear Engineered Products, is



pleased to announce the launch of Velocity WT Water Transfer Hose. As introduced at the recent NAHAD convention, the Velocity WT is available in 1-1/2" ID through 8" ID. Designed for working pressures from 60 to 110 PSI, this robust hose gets water where it is needed, efficiently and fast. The Velocity WT features a tough clear PVC hose with rigid PVC helix lets the user see water in motion, even in the most demanding applications. Whether full suction or transfer is needed, the Velocity WT is the hose for the customers' jobsite. To learn more about the Velocity WT, please visit www.goodyearep.com.



Not resting on its laurels and building upon close to 140 years of experience in industrial cutting, converting and product processing, **Hyde Industrial Blade Solutions (IBS)** has announced several new operational initiatives and unveiled a new logo to represent its continued commitment to the marketplace.



Industrial Blade Solutions

"Since our founding in 1875, Hyde has been an innovator across a multitude of industrial cutting applications bringing new productivity-enhancing manufacturing technologies and products to our customers," said Rob Scoble, President, Hyde IBS. "Our new look represents and underscores our forward-looking commitment and efforts to stay steps ahead of the latest trends and bring engineering cutting solutions to our customers for the next 140 years."

Hyde IBS has grown from the days of founder Isaac Hyde distributing leather and shoe knives locally in Massachusetts to selling its products worldwide to many of the globe's leading manufacturers and processors. This expansion has been supported in the last two years alone with an investment of over \$1 million in new blade manufacturing and finishing equipment and high-definition, quality control measurement systems. Several individuals have also been appointed recently to roles in product development and quality control management to support this continued growth.

Today, Hyde IBS continues to expand into new markets by applying its experience in cutting technologies to new applications such as the production and converting of packaging and different segments of the food processing industry ranging from baked goods to meats and poultry.



Coxreels introduces the all-new 1600 Series hand crank and motorized hose reels. This feature-rich reel has a wide array of components configurations and many possible sizes to choose from providing a robust reeling platform for any conceivable application and making it the most versatile design available on the market today.



The 1600 Series offers a generous variety of drum and disc size combinations for many dimensions and hose length capacities and is currently available in 1" and 1-1/2" NPT, BSP or NST nickel plated swivel inlets. The foot print of the reel was designed to meet the most demanding requirements in the industry and fit any allocated space in virtually all equipment.

Extensive engineering has gone into the creation of the 1600 Series, as a result; this new reel features great original add-ons and a unique all welded "hybrid" frame with the strength of an "A" frame mounted on a box frame for superior reel structure. For more information, phone 1-800-269-7335.



Eaton announces improved Operator Safety in High Performance Hose Cutting Machines. Eaton recently introduced three new high performance hose cutting machines that will provide a higher level of operator safety with breakthrough technology used in the hose cutting process. The new hydraulic hose cutting machines use downward force, which feeds the hose into the advanced new styles of cutting blades while bending the hose as it is cut. This allows the hose to pass clear of the saw blade, which minimizes unnecessary contact of the hose with the sides of the blade, resulting in minimal friction, heat and kerf deposits for a safer and much cleaner cut. To learn more about Eaton's hose cutting technology, please visit <http://www.eaton.com/hydraulics>.



Richard Mallett and Ted Flewelling would like to thank all the NAHAD members who visited their booth at the recent Showcase of Hose Solutions tradeshow in Phoenix. For more information about **IRP** or **MAXX Industrial Hose**, please visit www.irprubber.com.



MFC is proud to announce the addition of Kevin Doszak to its sales force. Kevin has worked in the hose industry for 9 years and brings a wealth of industry knowledge with expertise in welding, sanitary, and engine applications. Kevin will be an integral part of MFC's expansion in eastern Wisconsin.

As MFC continues to grow, the core focus remains on metal hose, Teflon hose, and bent tube products but is also moving to meet customer demand with complementary products. For more information please visit their new website www.mfchose.com, email info@mnflex.com, or call customer service at 1-800-351-9069.



RYCO is pleased to announce the appointment of Dawna McAuliff who will join RYCO Americas as Customer Service Manager. Dawna joins RYCO having gained a wealth of knowledge in her twelve years of experience in previous customer service roles within the industrial environment, most recently at Texcel.

RYCO would also like to congratulate Mark Ferraro on assuming the position of Quality, Environmental, Health & Safety Manager (Q.E.H&S) for RYCO Americas. He has been

with RYCO for 12 years and will be responsible for the continued management, focus, development and accreditation of quality across the RYCO Americas facilities. He will continue to work closely with customers and RYCO Managers to achieve the highest level of quality and ISO9001, 14001 and 18001 across the business.

RYCO is proud to announce that during this fiscal year, RYCO Americas will move towards the achievement of ISO18001 (Health & Safety) and ISO14001 (Environmental) status. Mark will spearhead this focus by working closely with each departmental manager, ensuring departments understanding, training and implementation of the policies and procedures. For more information, call 1-866-821-RYCO (7926) or visit them at www.RYCO.com.au.



Fittings Unlimited is excited to introduce Chet and Jeff Beeton of Vayco Products as their new representation for the states of Arizona, California and Nevada. With an extensive knowledge in fluid power, Fittings Unlimited Inc. feels Vayco will be an excellent fit to their Representative Structure. Fittings Unlimited Inc. is also proud to expand the territory covered by Midwest Industrial to the States of Minnesota, North Dakota, South Dakota, and Wisconsin. "We are excited to see new and continued growth," states National Sales Manager, Todd Shallcross.



Globe Products Co., is pleased to announce the purchase of a new multi-station high speed transfer press. Construction of this press has already started. It is expected to go into service in early Fall of 2014.

"This high speed press adds to our stable of stamping presses and will add needed capacity as our business continues to grow," says Kevin Lewis, General Manager at Globe Products. "As our business and product lines expand, we strive to be proactive and ensure we build our capacity ahead in anticipation of this growth."

Globe Products has been manufacturing high quality deep drawn metal ferrules, eyelets and custom stampings for over 30 years. In addition to offering a complete line of Steel, Stainless Steel, Brass and Aluminum ferrules, Globe's capabilities include engineering design, in house tool making, a complete laboratory, a state of the art heat treating facility and an automated Zinc plating line. For more information, phone 1-800-880-4562 or visit www.Globeproducts.com.



Precision Hose, Inc. is pleased to announce the acquisition of Vermont Flexible Tubing Company effective April 1, 2014. Vermont Flexible Tubing Company manufactures a complete line of SEALflec metal coolant tubing assemblies, metal lamp arms, microphone arms, goose necks, support mounts, fiber optics and a variety of other applications for stay put tubing requirements. Many different finishes are offered, such as chrome plating, nickel coating, brass, and E-coat. Vermont Flexible Tubing Company started business in 1950 and offers high quality and competitive priced products. Please contact Precision Hose, Inc. with any questions and ask for Jennifer Wright at 770-413-5680 ext. 262.



Piranha® Hose Products, Inc. is very pleased to announce that they have obtained their ISO 9001 Certification.



They are also very proud to announce the increased temperature of their sewer hoses. They have tested their hoses to reach +190°F (currently 150°F-160°F) degrees. Series LLGR green covered, 4,000 PSI, ID sizes ¼", 3/8" and ½" and Series LLBU blue covered, 3,000 PSI, ID size ½" were shown at the 2014 Pumper Show in Indianapolis, Indiana and has drawn much excitement from attendees who stopped at the Piranha® Hose Products booth.

For samples, literature, and more information on these and other Piranha® products call 1-800-250-5132 or visit their new web site at www.piranhahose.com.



The Parker Industrial Hose Division



announces the release of HoseFinder mobile device application. HoseFinder is like having a Parker catalog in your pocket. Some of the industrial hose functionality includes: product catalog data with easy navigation, product search capability by size, temperature and pressure, and distributor locators. Click www.hosefinder.com to register and begin using the free HoseFinder app.



CONNECTIONS

continued

In response to the ever-changing ventilation marketplace and to better align the sales force with broader strategic sales initiatives, **ABC Industries** appointed Will Linnemeier to Vice President of International Sales and Business Development and Jennifer Kussmaul to Vice President of Ventilation Sales. The announcement was made by Steve Fleagle, CEO of ABC Industries.

“ABC is responding to both the needs of the ventilation marketplace and opportunities to capitalize on new business,” remarked Fleagle. “Fortunately, ABC is in the enviable position of having experienced, talented individuals in Will and Jennifer to execute a seamless change with our existing customer base and push hard into new markets and business opportunities.”

Linnemeier’s tenure with ABC spans 18 years, where he has served as National Sales Manager and Vice President of Sales – Ventilation Products. In his new role, he will report directly to CEO, Steve Fleagle. His responsibilities will include cultivating growth opportunities in the expanding airline and military ventilation markets. He will also explore new business ventures and spearhead new market penetration both foreign and domestic. Linnemeier will also be in charge of all international activity in the mining, tunneling, and industrial ventilation products business units.

As Vice President of Ventilation Sales, Jennifer Kussmaul will be responsible for all sales operations pertaining to the HVAC, heater, and dehumidification markets. Kussmaul will also orchestrate the growth and development of ABC’s industrial ducting distributor network. In addition to these duties, she will oversee ABC’s mining sales for the Eastern United States. She has been with ABC for 13 years. She will continue to supervise ABC’s Inside Sales Coordinators, along with ABC’s Product Manager. She will report directly to the CEO. In order to support these changes, CEO Steve Fleagle will oversee mining sales in the Western United States. Western Region Sales Manager, Bent Crawford, will now report directly to Fleagle.



WELCOME NEW MEMBER

Midwest Rubber Service & Supply Company

Chuck Anderson and Paul Johnson founded Midwest Rubber Service and Supply Co. in 1976. They included the word “Service” in the company name to show their dedication to customers. Working from a small shop, the two partners managed every task from billing to selling. This often meant handling emergency calls on weekends and holidays. In 1992, Chuck purchased all remaining shares



to become the sole owner of Midwest Rubber Service and Supply. He continues to lead the company, with the next generation of the Anderson family helping carry on his commitment to service.

“Midwest Rubber priorities inspire us to solve problems with innovative, cost-conscious solutions, states Doug Turk, president, “We build long term relationships with customers and supply chain partners. Our goal is to develop innovative products that provide competitive advantages and solution for critical up time to our customer.”

Midwest Rubber Service & Supply is a value added fabricator of lightweight belting, die cut gasket, squeegees and fabricated rubber and hose products. The markets the company serves are Industrial OEM, Global Floor Care, wood industry, printing and paper converting, packaging OEM, meat and poultry and general MRO markets. This is in addition to their custom injection molding services on vacuum hose for servicing the industrial markets. Corporate headquarters is in Plymouth, MN, with global manufacturing operations in China and The Netherlands.

Doug Turk who has been president of the company since 2001 and who has over 42 years in the industrial distribution business of hose, belting and rubber product highlights the reasons that Midwest Rubber Service & Supply joined NAHAD. “Key to joining NAHAD is to become better aware of key strategic partners that can enhance our line of products to better provide our customers with a true feeling of value. NAHAD will also provide a key avenue of staying abreast of what is taking place in the hose and accessories markets for distribution,” he concludes. 

MIDWEST RUBBER SERVICE & SUPPLY COMPANY

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Mr. Douglas Turk, President
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Exam Passers *Continued from page 1*

- Asher Dean, Hanna Rubber Company
- Hal Longhurst, Hose Pacific/Acclaim Hydraulics
- Cameron Williams, Hose Pacific/Acclaim Hydraulics
- Graham Mullooly, Hose Pacific/Acclaim Hydraulics
- Shea Sundstrom, Inland Pacific Hose & Fittings
- Mike Hinds, Inland Pacific Hose & Fittings
- Nic Buhl, Inland Pacific Hose & Fittings
- Diane Stotts, LewisGoetz
- Shannon Schurz, LewisGoetz
- Adolpho Rodriguez, LewisGoetz
- Taylor Dixon, LewisGoetz
- Dan Fisher, LewisGoetz
- Adam Bombard, LewisGoetz
- Jay Sphar, LewisGoetz
- Terry Fatty, LewisGoetz
- JR Cantu, LewisGoetz
- Travis Bragg, LewisGoetz
- Geoff Lankford, LewisGoetz
- Charles Gray, LewisGoetz
- James Byars, LewisGoetz
- Craig Tyler, LewisGoetz
- Tee Jay Crosby, LewisGoetz
- Jack Barber, LewisGoetz
- Logan Masters, LewisGoetz
- Joey Motes, LewisGoetz
- Brad Voegeli, LewisGoetz
- Guillermina Tule, LewisGoetz
- Tim Hayes, LewisGoetz
- Gabriel Olivarez, LewisGoetz
- Russell Sheehy, LewisGoetz
- Robert Crockett, LewisGoetz – Goodall Canada
- Shane Robey, McCarty Equipment
- Rick Skowronski, OMNI Services, Inc.
- Michael Shelton, OMNI Services, Inc.
- Mike Merritt, Pacific Rubber
- Anthony Ramey, Pacific Rubber
- Ted Gribbell, PRC Industrial Supply
- Jeremy Gregorek, Shamrock Hose
- Guillermo Giordano, Solares Florida

Composite Hose (Handbook)

- Dion Mills, Adelaide Belt & Hose
- Ryan Shepherd, Adelaide Belt & Hose
- Josh Hill, Allied Rubber
- H. Scott Derkin, Hose Sales Direct
- Eric Weckman, Rubber and Accessories
- Hal Longhurst, Hose Pacific/Acclaim Hydraulics
- Cameron Williams, Hose Pacific/Acclaim Hydraulics
- Guillermo Giordano, Solares Florida

Hydraulic Hose (Handbook)

- Tom Walker, Catawba Rubber
- Justin Machos, Alaska Rubber & Rigging
- Josh Hill, Allied Rubber
- Brent Randall, Central Hose & Fittings
- Rick Miller, Central Hose & Fittings
- Nick Staats, Central Hose & Fittings

- Rob Peone, GHX Industrial, LLC
- Steven Frazier, Hose Sales Direct
- Justin Franks, Hydra-Flex
- Ryan Berlin, Hydra-Flex
- Sean Cunningham, Hydra-Flex
- Mike Hines, Inland Pacific Hose & Fittings
- Shea Sundstrom, Inland Pacific Hose & Fittings
- Rob Peone, Inland Pacific Hose & Fittings
- Nic Buhl, Inland Pacific Hose & Fittings
- Brent Susinger, Inland Pacific Hose & Fittings
- Diane Stotts, LewisGoetz
- Casey Olson, LewisGoetz
- Taylor Dixon, LewisGoetz
- Lorin Gardiner, LewisGoetz
- Jay Sphar, LewisGoetz
- Adam Bombard, LewisGoetz
- Geoff Lankford, LewisGoetz
- Charles Gray, LewisGoetz
- James Byars, LewisGoetz
- Jack Barber, LewisGoetz
- Craig Tyler, LewisGoetz
- Dan Wagner, LewisGoetz
- Adolpho Rodriguez, LewisGoetz
- Jordan Dixon, LewisGoetz
- Shane Robey, McCarty Equipment
- Ray Soto, OMNI Services, Inc.
- Mark Platt, OMNI Services, Inc.
- Rick Skowronski, OMNI Services, Inc.
- Mike Shelton, OMNI Services, Inc.
- Mark Neubauer, OMNI Services, Inc.
- Michael Shelton, OMNI Services, Inc.
- Greg Theriot, Spartan Industrial
- Rory Beeler, TIMCO Hose
- Robert Crockett, LewisGoetz – Goodall Canada

Fluoropolymer Hose (Handbook)

- Ray Soto, OMNI Services, Inc.
- Al Iraola, OMNI Services, Inc.
- Michael Shelton, OMNI Services, Inc.
- Shea Sundstrom, Inland Pacific Hose & Fittings

Corrugated Metal Hose (Design and Fabrication)

- Paul Devito, Briggs Co.
- Industrial Hose (Design and Fabrication)
- Gordon Bacon, Briggs Co.
- Mikel Gardiner, LewisGoetz
- Andrew Pace, LewisGoetz
- Jeremy Halliday, LewisGoetz
- Rob Fleck, LewisGoetz
- Tim Hunter, LewisGoetz
- Cody Graham, LewisGoetz
- Casey Olson, LewisGoetz
- Adolpho Rodriguez, LewisGoetz
- Tim Hayes, LewisGoetz
- Mike Reinegger, LewisGoetz
- Lorin Gardiner, LewisGoetz
- Robert Crockett, LewisGoetz – Goodall Canada
- Shane Robey, McCarty Equipment
- Rebecca Lueken, MILPAWS
- Erica Lavallee, OMNI Services, Inc.
- Dan Gellner, OMNI Services, Inc.
- Ray Soto, OMNI Services, Inc.
- Adrienne Smith, OMNI Services, Inc.
- Mike Shelton, OMNI Services, Inc.
- Jim Kymalainen, OMNI Services, Inc.

Composite Hose (Design and Fabrication)

- Leo Jeffers, Hose Sales Direct

Hydraulic Hose (Design and Fabrication)

- Andrew Pace, LewisGoetz
- Jeff Schwendiman, LewisGoetz
- Mikel Gardiner, LewisGoetz
- Jeremy Halliday, LewisGoetz
- Rob Fleck, LewisGoetz
- Tim Hunter, LewisGoetz
- Cody Graham, LewisGoetz
- Mike Reinegger, LewisGoetz
- Shane Robey, McCarty Equipment
- Dan Gellner, OMNI Services, Inc.
- Adrienne Smith, OMNI Services, Inc.

Fluoropolymer Hose (Design and Fabrication)

- Dan Gellner, OMNI Services, Inc.
- Mike Shelton, OMNI Services, Inc.



OMNI Services Inc. recognizes their exam passers. Send your photos to the editor to appear in an upcoming issue of the NAHAD News. kthompson@nahad.org



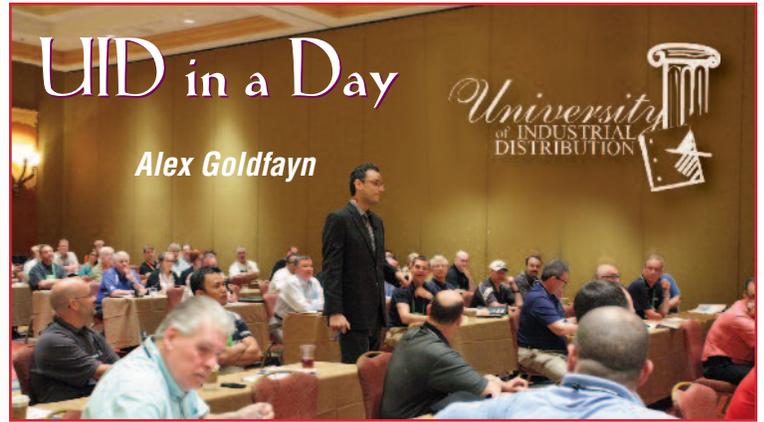
Keynote Speaker, Eric Greitens took time to pose with NAHAD members, including **Clay Greiffendorf** of Binkelman Corporation.....



....and **Armand Salvati** of Coronet Parts Manufacturing.



NAHAD Manufacturer and Associate companies entertain attendees on the popular **Hospitality Night** which feature themes, interactive game and good food and drink.



UID in a Day



Alex Goldfayn

NAHAD members earned credits towards the Purdue University **Professional Certificate of Industrial Distribution** through their attendance at convention sessions, including presentations by Kathy Newton, Alex Goldfayn and Steve Deist.



Kathy Newton

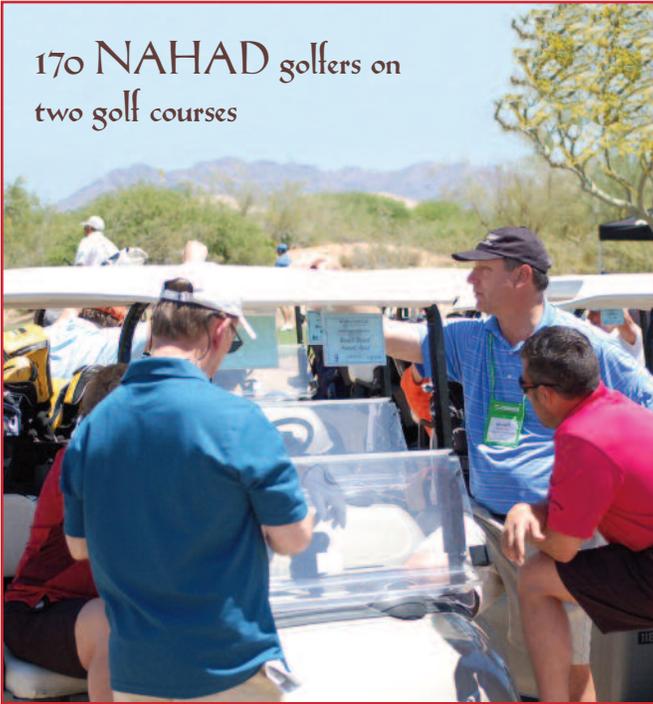


Steve Deist



GOLF

170 NAHAD golfers on two golf courses



Congratulations Golf Winners

The following individuals participated in NAHAD's annual golf tournament which took place on the Palmer and Faldo courses at the JW Marriott Desert Ridge Resort on April 28. They were successful as part of a team or on individual merit, as described.

- **1st Place on Palmer** was the team of Justin Dorr, George Eger, Tom Price Jr. and Bill Blank with a score of 63.
- **Longest Drive Ladies on Palmer** was Vicki Crews
- **Longest Drive Men on Palmer** was Bill Reeves
- **Closest to the Pin on Palmer** was Dan Nelson



There was a three way tie on Faldo broken with a scorecard playoff starting on the hardest handicapped hole.

- **1st Place** was the team of Bobby Buchanan, Bob Newman, Jeff Weingartner and Ted White with a score of 62.
- **Longest Drive Ladies on Faldo** was Karen Brandvold
- **Longest Drive Men on Faldo** was Brett Powell
- **Closest to the Pin on Faldo** was Ed Songetay

All of the winners received Marriott gift cards.

Spouse Activities

Spouse activities included a brunch, area tours, group yoga and shopping – 195 spouse/companions attended.



Comments from NAHAD Manufacturer Members

On May 13, NAHAD sent out a survey to all of the supplier company attendees at the 30th Anniversary convention in Phoenix. Of the 59 responses, 98.3% stated that this year's convention met or exceeded their expectations. Here is a sampling of their unedited responses to survey questions.

What were the convention high points for you, in terms of adding value to you and your company?

- So many suppliers and customers at one event, great networking opportunity.
- Contact with customers, seeing what the other vendors were supplying.
- Our booth was overwhelmed with people, definitely my highest point.

Where could we improve?

- Schedule added free time each day for one on one meetings.
- Like the idea of the speed networking but need more distributor participation and maybe run it later in the morning.

What suggestions do you have for improving future NAHAD conventions?

- Longer Showcase, Sunday tours and recreation, Monday business.

Testimonials and Comments:

- There is no better time or place to get your company message, products and services out in the captive setting to capture the customers' attention.
- NAHAD is a great organization that puts you in touch with the customers that help your business grow.

What do you estimate your company will earn, or save, in the coming year, based on the business contacts made at this year's Convention?

NAHAD received 42 responses to this question. The median answer was over \$30,000, with 40.4% responding \$30,000 or less and 52.3% responding more than \$30,000.

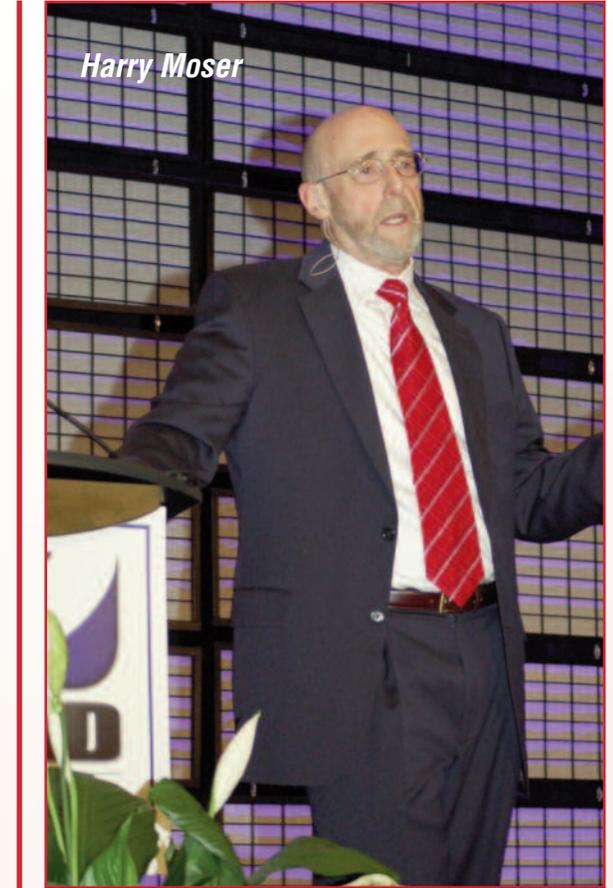
The 2014 Showcase of Hose Solutions





NAHAD President 2013-2014, Terry Weiner thanks Board of Director members for their service from left **Terry Weiner**, **Chris Geib** of Geib Industries, **Jerry McCool** of Novaflex group and **Skip Bruce** of Gatawba Industrial Rubber Company.

The Closing Dinner



Harry Moser

Panel Discussion of Key Business Trends for the Future (Harry Moser discusses Reshoring)

Closing Dinner featured Michael Martin Murphey and NAHAD members in their western wear.





THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

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NAHAD NEWS • CONNECTIONS FORM

Member to Member Exchange

NAHAD member companies are invited to submit brief news items for inclusion in the "Member-to-Member" section of the NAHAD News. Please write your articles in complete sentences, and limit them to 60 words, including pertinent phone numbers, etc. Camera-ready logos may be submitted and will be included on a space-available basis.

News items should focus on new or additional personnel changes, appointments or promotions, facility expansion, new products lines or advertising/promotion

plans. Articles submitted must be typed or neatly printed, and should be written in the third person (use "they" instead of "we"). Exclude sales features claims and direct or indirect comparisons with competitors' products. Of course, 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.

Put NAHAD on your P/R List! Send press releases and your company logo by email to kthompson@nahad.org

Newsletter Issue	Material Due to NAHAD	Mailing Date
February	1/6/14	2/6/14
April	3/3/14	4/2/14
June	5/2/14	6/3/14
August	7/1/14	8/1/14
October	9/5/14	10/3/14
December	11/3/14	12/3/14

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