

NAHAD News

A Bimonthly Newsletter of the
Association for Hose and Accessories Distribution

AUGUST 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

New Projects Now Under Development

By Joseph M. Thompson – Executive Vice President

Through the efforts of the NAHAD board of directors and member volunteers, the association is currently working on several new initiatives designed to better serve our members. These were initially identified through the board's triennial strategic planning process in late 2013 and were confirmed at the April board meeting. They include:

1. The new Education Committee is charged with developing an **Employee Development Roadmap** to provide employers, and employees, with an overview of educational and training opportunities to ensure each employee's continued progress and growth. In addition, the committee is investigating the formation of CEO Forum groups of non-competing company leaders, providing opportunities for confidential business insights and development.
2. A new Task Group is working to roll out the **NAHAD Distributor Performance Dashboards (DPD)** program later this summer; a powerful new data analytics and benchmarking resource for participating distributors. By confidentially entering their business data into the secure online survey tool, distributors will have access to a variety of analytic dashboards, providing unique insights into their businesses, while comparing their companies to other NAHAD members, as well as other distribution businesses.
3. The **Market Intelligence Task Group** is exploring opportunities to track key metrics on various hose and fittings markets, in order to provide members with valuable information to assist with their future business decisions.
4. The **CAD Task Group** will pursue options for developing Hose Assembly CAD software; a challenging task, but one which could prove valuable for many member companies.
5. NAHAD's **Standards Committee** continues its work this year in support of the Hose Safety Institute by introducing the all new **Hose Assembly Fabrication Guides** and five new online **Fabrication Exams**. The committee has labored over the past 18 months to expand and update the Guides, providing even more value for all Institute members.

Congratulations Exam Passers!

The following NAHAD Listed Members have successfully passed a Hose Safety Institute Specification or Design and Fabrication Exam from 5/21/2014 to 7/24/14

Corrugated Metal Hose (Handbook Exam)

- Robert Boatwright, RGA
- Robert Williamson, Central Oklahoma Hose
- Scott Cseh, Valley Industrial Rubber Products
- Peter Maley, The United Distribution Group – GHX
- Randy Wagner, The United Distribution Group – GHX
- Mike Andrulis, The United Distribution Group - GHX

Industrial Hose (Handbook Exam)

- Roger Nelson, Abbott Rubber
- David Gray, LewisGoetz
- Bobby Boatwright, RGA
- Kevin Tutin, GHX
- Chandler Blake, LewisGoetz
- Aaron Plummer, Hose Supplies New Zealand
- Ramon Ruiz, Amazon Hose
- Phil Trehwella, Hose Supplies Pacific
- Joni Thomas, Valley Industrial Rubber Products
- Landon Etchings, Western Hose & Gasket
- Steve Helm, Valley Industrial Rubber
- John LaRossa, Solares Florida
- Dennis Yancoskie, Solares Florida
- Luis Calzada, Solares Florida
- Miguel Salgado, Solares Florida
- Tracy Spicer, Nashville Rubber
- Jeff Masson, ERIKS
- Steve Graff, GHX
- David Lewis, GHX

Composite Hose (Handbook Exam)

- Bobby Boatwright, RGA
- Ty Winsauer, GHX
- Aaron Plummer, Hose Supplies New Zealand
- Jeff Allison, Pacific Rubber
- Miguel Salgado, Solares Florida
- Juan Carlos Mejia, Solares Florida

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PRESIDENT'S LETTER



Dear NAHAD Members,

I am writing to you as NAHAD begins making plans for fall activities and next year's convention. In addition to the projects mentioned on page 1 of this issue, the Standards Committee will be meeting in Annapolis this month. There are two reasons for their meeting. First, they will be meeting with the developers of the Fabrication and Design exams to determine new pass/fail scores for the exams. It is very important that NAHAD continues to monitor and refine both the

material covered in the exams and the criteria necessary to achieve a passing score. The second reason for their meeting is to layout a plan of action for the next few months. More information will follow in the next newsletter.

The Board of Directors will meet in September. With a few exceptions, we have always held our mid-year Board meeting at the site of the following year's convention. So, we will meet at the Loews Miami Beach Hotel. This will give us the opportunity to review the meeting space and to become more familiar with the area. In a sense, we will be able to act as ambassadors for you the members, so that you can ask any of us, as well as the NAHAD staff, any questions that you have about the hotel, as well as the Miami Beach area. We will also review timing and plans for the convention. On page 3, opposite this letter, you can see that we have already set many of the plans in stone for next April; but being on site gives us the opportunity to fine-tune timing, locale and other aspects of the convention.

Last year, in Phoenix, we had a record attendance. There is no reason to expect attendance to diminish in 2015, so we will be planning for growth. In addition to our host hotel, the Loews Miami Beach, we will offer two additional hotels for sleeping rooms. Directly next door to the Loews, is The James Royal Palms Hotel. It is only separated by a driveway from the Loews and from the ocean side, by a short pathway, making it extremely convenient for those attendees who choose to stay there. We are also holding a block of rooms at the Courtyard Marriott South Beach. This hotel is just a short walk away. Over the years, we have found that many of our members are loyal Marriott customers and no matter where the convention is held, those members always look for a nearby Marriott for their stay during the convention. So, in October, we will open up reservations for you with a choice of these three hotels.

Finally, I would like to alert you to a change in our usual schedule. Because we will be located on the beach, it made sense for NAHAD to offer a different pattern - one that actually provides the opportunity for business owners to take their attendance as a long weekend. Arrival is set for Thursday and departures for Monday morning. This will also allow us to open the Showcase of Hose Solutions on Saturday evening. When we first introduced this concept in Las Vegas in 2012, it proved to be a popular and productive use of our members time, so we have scheduled a similar event for 2015.

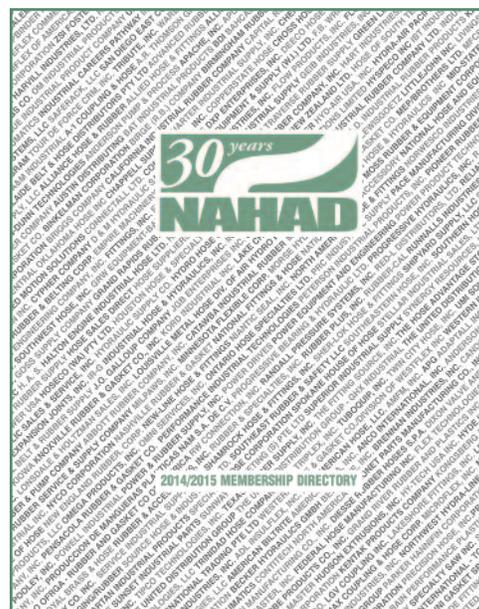
So, I encourage you to take a look at the new schedule and plan accordingly. Take note as well of the company meeting times that are listed. Increasingly, members have told us that they would like the opportunity to have individual meeting time with trading partners during the convention. NAHAD has reserved a series of small meeting rooms that companies can reserve as they make plans and register for the convention. More information on this opportunity will be provided in the October newsletter, after the Board meeting.

I hope that your summer has been productive and profitable. I also hope that you have had a chance to recharge and regroup with some well-deserved vacation time.

Sincerely,

Mark Fournier

Mark Fournier, NAHAD President



The 2014-2015
NAHAD
Membership Directory
is Out Now!

You can order extra copies
online at www.nahad.org

Preliminary Schedule for 2015 Annual Meeting

Wednesday, April 22, 2015

Early Arrivals
Morning Board Meeting
Annual Golf Tournament 12:30 pm Shotgun
(Miami Golf Club)
Open Evening for Early Arrivals

Thursday, April 23, 2015

Main Arrival Day
Convention Registration All Day
HSI Kiosk All Day
Company Meetings Available by pre-appointment
Speed Networking 11:00 am – 2:00 pm
Lunch and Learn 12:00 pm – 2:00 pm
General Session Afternoon
Spouse Salsa and
Cocktail Event 3:30 pm – 5:00 pm
First-Timer Reception 5:30 pm – 6:00 pm
Opening Reception 6:00 pm – 7:00 pm
Children's party 6:00 pm – 10:30 pm
Dinner 7:00 pm – 10:30 pm

Friday, April 24, 2015

Convention Registration All Day
HSI Kiosk All Day
Annual Fun – Run 7:00 am – 7:30 am
Continental Breakfast 7:30 am – 8:30 am
UID in a Day All Day (Morning and
Afternoon Sessions)
Spouse Tour 10:00 am – 3:00 pm
Members' Lunch and 12:00 pm – 2:30 pm
Keynote Americana Ballroom
Company Meetings Available by pre-appointment
UID in a Day All Day (Morning and
Afternoon Sessions)
Set Up for Hospitality Afternoon
Manufacturer Hospitality
Evening 6:30 pm – 11 pm

Saturday, April 25, 2015

Convention Registration All Day
HSI Kiosk All Day
Breakfast 7:30 am – 8:30 am
General Session/
Business Meeting 8:30 am – 9:15 am
Break 9:15 am – 9:30 am
Three Concurrent Breakouts 9:30 am – 11:30 am
Spouse Event Spa/Yoga Morning
Tours/Beach Time Afternoon
Exhibitors Set Up for
Showcase 12:00 pm – 5:00 pm
Company Meetings 12:00 pm – 5:00 pm,
Available by pre-appointment
Showcase Opening 5:30 pm – 7:00 pm
Open Evening

Sunday, April 26, 2015

Convention Registration All Day
HSI Kiosk All Day
Breakfast 7:00 am – 9:00 am
Showcase of Hose Solutions 9:00 am – 1:00 pm
Company meetings Available by pre-appointment
Miami Street Party 5:30 pm – 8:00 pm
Closing Event

Monday, April 27, 2015

Standards Committee Meeting . . . 8:00 am – 11:00 am
Departures

NAHAD

31st Annual Meeting and Convention

Loews Miami Beach Hotel, South Beach, Florida

April 23 – 27, 2015



AmazonSupply (AS): New Competitor and Role Model



By Bruce Merrifield

The news on AmazonSupply.com (AS) will continue to accelerate. AS has recently increased its items for sale into 17 (and climbing?) “vertical” distribution channels in pursuit of “business-to-business” (B2B) sales. On May 8th Forbes Magazine published an article: “Amazon’s Wholesale Slaughter”, which was long on short-term hype, but short on long-term vision.

Because Amazon (AMZ) is the most innovative and channel-changing juggernaut ever, what we see today at AS is just a beginning. Their mission statement suggests more to come: “to sell everything needed to rebuild civilization”. How will AS pressure your 100-year-old channel’s service-model and rules? What other right, best questions about AS have you written down to think about?

IMPROVE ON AND ADD TO THESE QUESTIONS:

- How fast and in what ways might AS poach, which specific-types of customers and products, from your channel and company?
- Will AS target your most-profitable items with Every-Day-Low-Prices (EDLP) as AMZ has done in every retail category they’ve entered?
- If profits and sales are lost on best items, how will you subsidize your super-losing SKUs?
 - What are your top-100, most-net-profitable and un-profitable items? Why are they that way? What should you do with these answers if you get them?
 - AMZ sells popular, small-dollar items, but bundled as add-on-only items and/or at higher prices. And, we still buy them! Why can’t you do that with popular, small-dollar-per-pick items that have less margin dollars than your dollar-cost for the line item pick?
- AS has the supply-chain math to know their cost and net-profit on every line item, order and active customer. You should too! Why? How? Then what new plays are possible?

As you assess AS, what are your analytical blind spots? Are you:

- Over-focusing on what AS can’t currently do to minimize their threat? You won’t be the first! The business press has dismissed AMZ repeatedly. In May ‘97, the media proclaimed “Amazon. Toast” when mighty Barnes and Noble opened their online bookstore. In May ‘99, Barron’s declared: “Amazon. Bomb”; etc. Don’t under-rate AS’s longer-term possibilities!
- AMZ’s core competency is empowering end-users by taking cost (people) and time out of the ordering process with perfect service on “everything”. To empower the customer, they must break existing channel rules that are supplier/product-push and sales-rep centric. The biggest-clout players in the existing order have the most to lose. Who wants to see or believe that they and their rules are losing value?
- Will reacting to a new competitor distract you from being like AS and reinventing your own, next-level, value-solutions for your best target customers?

- Is breakthrough service-value reinvention for best accounts possible? Yes! Check out the 9 minute video below. A CEO explains how his one-location, \$8MM distributorship used customer-centric insights from Line-Item Profit Analytics to pioneer a “customer intimacy” supply-chain re-tuning effort. They doubled sales and increased profits more than 400% in 24 months with their top accounts with solutions AS can’t match! Here’s the link: http://www.apicconference.com/APIC_videosBM.asp

STAYING ON TOP OF THIS UNPREDICTABLE FOE?

The distribution trade press has been watching AS for two years. Google “amazonsupply” + either “Modern Distribution Management” or “Industrial Distribution”. Their ongoing coverage of the facts will appear. Go to Google News and search for both: Amazon.com and AmazonSupply.com. Sign up for news alerts on these names.

Randy Maclean has done both a short write up and video clip on AS. He has identified 5 capabilities of AS against which you should benchmark your service capabilities. The link? <http://randymaclean.guru/latest-news-and-updates/>

Randy’s comments ONLY HINT at what AMZ knows about supply-chain-math profitability and most distributors don’t. For his full, live-coverage on AMZ/AS AND how to get and use supply-chain math, grab one of his few, no-fee, fall-speaking slots for your distributor-group meeting.

Randy and I did a 20-minute video interview about AS and AMZ strategies. At my normal, 417-word-per-minute clip, I touch on how:

1. AMZ has pioneered different pricing and service-models for different segments of the SKUs: (1) popular profitable items; (2) popular, small-dollar items; and (3) “long-tail”, dust-collectors which are “Fulfilled by Amazon (FBA)”.
2. And, how distributors can do their own, next-level, supply-chain-math solutions for best customers. (Link to our video interview: <https://www.youtube.com/watch?v=GogwbWRzh6Q>)
3. Attend the Advanced Profit Innovation Conference on October 1-2, 2014 in Phoenix. There will be a big-gun panel on AS. Plus, the why and how for using net-profit analytics will permeate all of the sessions. (apicconference.com)
4. Check out my deeper-dive exhibit on “AMZ’s Extending Platform Potential, and What-If Scenarios for AS”. See Exhibit 65 at the following link: http://www.merrifield.com/exhibits/Ex_65.asp.

CONCLUSIONS

AMZ is threatening EVERY physical (and digital) product-channel player from Walmart down. Players with biggest, old-rules assets will get hit hardest. Niche producers and dealers, conversely, love AMZ for leveling the marketing, distribution advantages of the Bigs with: “Marketplace + Prime + Fulfillment by Amazon”. Start living the right questions to defend intelligently against AS and innovate like they do! 

*Strategic Insights 34, Merrifield Consulting Group, LLC
Exhibit 65: www.merrifield.com/exhibits/Ex_65.asp*



INSIDE WASHINGTON

Make Your Voice Heard During August Recess. Members of the U.S. House and Senate are never more accessible to manufacturers than during the August recess, when they leave Washington behind for their home districts. The National Association of Manufacturers (NAM) urges manufacturers to use the month-long recess from August 4 through September 8 to remind lawmakers about the NAM's Growth Agenda (full agenda available via a link in the August issue of Hose Connections newsletter) and the importance of manufacturing's role in the economy.

It is important to focus your August outreach efforts on two critical issues that impact manufacturing competitiveness and job creation:

Embrace Responsible and Reasonable Regulations—Manufacturers are committed to protecting the environment through greater sustainability, increased energy efficiency and conservation, and reduced emissions. Over the past three decades, the manufacturing sector has greatly decreased its environmental footprint while improving productivity. However, these advances have not been without cost. With some of the largest, most expensive new regulations in history on the immediate horizon, manufacturers need a balanced approach to environmental policies, not overly restrictive regulations that unnecessarily slow growth, increase costs and hurt competitiveness.

Reauthorize the Export-Import (Ex-Im) Bank—With the Ex-Im Bank set to expire on September 30, it is more critical than ever for manufacturers of all sizes to tell lawmakers about how the bank helps your company export, create jobs and compete overseas. Remind them that failure to reauthorize the Ex-Im Bank threatens manufacturing competitiveness in a tough global economy where overseas competitors are often backed by their own highly aggressive government trade finance programs.

You can most effectively convey manufacturers' priorities through face-to-face interaction with lawmakers. The NAM's Plant Tour Guide (available via a link in the August issue of Hose Connections or by calling the NAHAD Office) is a step-by-step guide for bringing members of Congress into your manufacturing facilities.

"Manufacturing plant visits offer an opportunity to build lasting relationships with members of Congress and their staff," said NAM Vice President of Public Affairs Tiffany Adams. "They provide opportunities for lawmakers to meet with their constituents, hear the success stories and the struggles that manufacturers face, and witness how their policies work in real life."

You also can ask to meet your elected officials in their district office to discuss key legislative priorities with them in person.

In addition, August is an excellent time to gear up for the midterm elections. The NAM is committed to changing the way advocacy is done and making 2014 the "Year of the Manufacturing Voter." In November, Americans will head to the polls to elect 435 representatives, 36 senators and 36 governors. We need thoughtful women and men in office who understand that the right policies can help build a strong, thriving manufacturing economy. We need your help to elect pro-growth, pro-manufacturing candidates.

The NAM's 2014 Election Center offers an array of resources to help you talk with your employees about voting and motivate them to go to the polls. The exciting new tools available include a guide for building an effective and legally sound Get Out the Vote campaign, key voting dates and deadlines, political analysis and summaries of critical manufacturing issues. 

Exam Passers *Continued from page 1*

- Phil Trehwella, Hose Supplies Pacific
- John LaRossa, Solares Florida
- Dennis Yancoskie, Solares Florida
- Luis Calzada, Solares Florida

Hydraulic Hose (Handbook)

- Tim Hayes, LewisGoetz
- Jonathan Reeves, LewisGoetz
- Russell Sheehy, LewisGoetz
- Guillermina Tule, LewisGoetz
- Terry Dixon, LewisGoetz
- Dan Fisher, LewisGoetz
- J.R. Cantu, LewisGoetz
- David Gray, LewisGoetz
- Ty Winsauer, GHX
- Billy Jensen, LewisGoetz
- Nate Green, Inland Pacific Hose
- Cliff Hostutler, Inland Pacific Hose
- Chandler Blake, LewisGoetz
- Miguel Martinez, Amazon Hose
- Ryan Berlin, Hydra-Flex
- Sean Cunningham, Hydra-Flex

Fluoropolymer Hose (Handbook)

- Mike Hines, Inland Pacific
- Nic Buhl, Inland Pacific
- Mike Helm, Valley Industrial Rubber
- Brent Randall, Central Hose

Industrial Hose (Design and Fabrication)

- David Gray, LewisGoetz
- Taylor Dixon, LewisGoetz
- Brian Walker, LewisGoetz
- Robert Wilbur, ERIKS
- Mitch Painter, Nashville Rubber
- Adam Bombard, LewisGoetz
- Dan Fisher, LewisGoetz
- John LaRossa, Solares Florida
- Dennis Yancoskie, Solares Florida
- Chandler Blake, LewisGoetz

Composite Hose (Design and Fabrication)

- Dennis Blakemore, Summers Rubber
- John LaRossa, Solares Florida
- Dennis Yancoskie, Solares Florida

Hydraulic Hose (Design and Fabrication)

- Lorin Gardiner, LewisGoetz
- David Gray, LewisGoetz
- Brian Walker, LewisGoetz
- Tim Hayes, LewisGoetz
- Dan Fisher, LewisGoetz
- Robert Wilbur, ERIKS
- Robert Crockett, ERIKS
- Chandler Blake, LewisGoetz
- Adam Bombard, LewisGoetz

Member to Member Exchange

RYCO proudly introduces RYCO K+ corrosion free plating technology available on all RYCO adapters.



It is the industry leading corrosion free plating technology for extreme environments. RYCO K+ adapters are ideal for all industry applications where highly corrosive conditions exist, including mining, agriculture, construction, de-icing equipment, processing plants and commercial automotive washing facilities.

Where connections are exposed to highly corrosive conditions, RYCO K+ corrosion free plating technology provides invaluable protection.

Nitrogen-based fertilizers, saline environments and some aggressive chemicals can accelerate the corrosion process and lead to premature failure, causing unplanned and expensive equipment downtime. RYCO K+ plating provides guaranteed corrosion protection up to 15 times the SAE Standard.

Gunmetal grey in color, RYCO K+ has been tested and proven to resist the formation of red rust for a minimum of 1000 hours. RYCO K+ plating is now standard across the entire RYCO adapter range. For more information, please call 1-866-821-RYCO (7926) or visit www.RYCO.com.au.



APG welcomes David Deslatte to the APG family as the new CFO. His expertise has proven to be a great asset to APG and APG anticipates a great future with David.

APG continues to develop products for the Tank Truck industry. APG is stocking Tank Truck flanges and flange gaskets, gravity drop and vapor recovery coupler x coupler/adaptor, Teflon Encapsulated O-rings, etc. APG can also weld-fab products to provide that hard to find jump-size coupler that one can't find anywhere else.

Other new products include full rolls of Red Rubber and Neoprene, NH (fire hose) couplings, and Heavy Duty Ductile Iron Cam & Groove couplings. For more information, call 1-800-888-5223 or email info@callapg.com.



Dixon is pleased to announce the appointment of George F. Shea as Refinery Market Specialist.



The Right Connection™

Shea has been working as a Territory Manager out of Chicago for the last seven years. Working under the direction of Tony Haston, Dixon's Energy Market Specialist, George will focus on enhancing Dixon's presence in the refinery sector of the Petrochemical Life Cycle. Until a replacement is appointed, George will continue to fulfill his duties as Territory Manager.

Dixon is also pleased to announce the addition of Steve Wagner as a Territory Manager in the Denver area. Steve has 18 years' experience as a regional sales manager in the printing industry, with prior experience in Fire Hose and Hydraulics. To learn more, visit dixonvalve.com, email sales@dixonvalve.com or call 1-877-963-4966.



Engineered to handle uniform or random shaped and sized carton sealing for virtually any industry or operation where preparing master cartons of finished products are stocked and shipped in volume, durable Case Sealer Blades from **Hyde Industrial Blade Solutions (IBS)** are designed for long life in the field.

This range of knives is designed for use on semi-automatic and fully-automatic case sealing equipment and automatic taping machines. Engineered and manufactured from Chrome Vanadium or A2 steels, Hyde Case Sealer Blades are designed to outperform competitive blades by employing the highest manufacturing and quality control standards in their design and production.

Starting with a wide range of the highest grade alloy steels including powdered metals, Hyde employs proprietary processes in blanking, laser cutting, heat-treating, grinding and polishing to ensure superior cutting performance of each individual blade. Manufactured in facilities with ISO 9001:2008 plant certification, durable Hyde IBS blades are engineered for long-life. The Blades are available in many common sizes, V-toothed configurations and can be made to order for specific sealing operations for original equipment manufacturers' machines, such as 3M, Little David/Loveshaw, OK/Durable, Dekka, Belcor, Bestpack, Intertape and Soco, and many others. For more information, phone: 1-800-872-4933 or visit www.hydeblades.com.

SPIR STAR Ltd., a manufacturer of high pressure thermo-plastic hose located in Houston, Texas,



is proud to announce the promotion of Mr. Joseph B. Derzapf, formerly Vice President and General Manager, to President and CEO of SPIR STAR in May 2014. Mr. Derzapf joined the SPIR STAR team in 1997, and served as Production Manager, before becoming the Vice President and General Manager in 2010.

In addition, Mr. Jerry Carter has been promoted to Vice President of Sales and CCO. Mr. Carter joined SPIR STAR in 1997, working his way up to the position of Shop Foreman, before transferring to inside sales and continuing to work up towards the position of Sales Manager in 2008. Furthermore, SPIR STAR is pleased to announce the promotion of Mr. Lars Zeisig to Vice President of Finance and CFO. Mr. Zeisig joined SPIR STAR in 2010 as a Sales and Research Market Analyst. Mr. Zeisig has a Bachelor of Science in International Business Administration, and is multi-lingual, fluent in Spanish and German, among other languages.



Texcel is pleased to announce some changes to the Texcel Team. Tanya Boucher has recently joined Texcel and will assume the role of Marketing Manager where she will oversee and collaborate on Texcel's marketing initiatives. Tanya comes to Texcel with many years of experience in sales and marketing from her time spent with Delta Rigging & Tools, O'Rourke Petroleum, and Shell Oil.

Don Kilgore another new addition to Texcel, brings many years of experience in industrial distribution from his time spent with Goodyear, Civacon and, most recently, Thermoid. Don will assume the role of Territory Manager – Southwest Region, where he will oversee Texcel's sales strategy in Texas, New Mexico and Oklahoma. Also, Texcel would like to congratulate David Wright. David has been promoted to the position of Director of Business Development where he will oversee Texcel's new market strategy.

For more information please visit the Texcel website at www.texcelrubber.com.



Parker has announced several improvements to the extremely flexible line of E-Z Form™ suction hoses. Series 7395 general service hose now stays flexible to -50°F, and Series 7219 multipurpose hose is rated to 250°F through 1" I.D. Series 7399 high temperature hose is rated for non-SAE power steering return line service. All E-Z Form hoses incorporate reduced minimum bend radii for all sizes (1/2" through 4"), and are offered in convenient 25-foot lengths as well as 300-foot nominal reels through 1" I.D. For more information, contact Parker Customer Service at 1-866-810-HOSE.



Guy Ludwig, President of Operations, **Red-L Distributors Ltd.** is pleased to announce the company has broken ground on its new 100,000 square foot distribution center (DC) scheduled to open in the second quarter 2015. The new south Edmonton DC will serve as the company's corporate headquarters, have an in-house state of the art testing bay, tank farm and wireless warehouse system. Enhanced productivity is planned with numerous operational efficiencies expected from consolidating operations currently occupying three buildings. Shipping and receiving will reap great benefits with six additional bays and an ample staging area. For more information, phone 1-780-437-2630, email guyludwig@redl.com, or visit the web site www.redl.com.



to announce the addition of Rick Smith as an Outside Sales Engineer for Northwest Connecticut/Massachusetts Region. Rick's background includes senior sales and management positions for several hose and fittings manufacturers across the country. He has over 17 years of sales experience with a proven track record of growth. "His skills and background will be a great asset to Faxon," states John Clark, Faxon's President.



Op srl is proud to announce the opening of the new USA branch, Op USA Inc. located in Wilmington, MA. The new office will be an integral part of OP srl's expansion in the USA and North America and another step into the future for OP Group. The local Area Manager, Mr. Christopher Horton, will be supporting customers for the entire US Market.



of the new USA branch, Op USA Inc. located in Wilmington, MA. The new office will be an integral part of OP srl's expansion in the USA and North America and another step into the future for OP Group. The local Area Manager, Mr. Christopher Horton, will be supporting customers for the entire US Market.

OP srl was founded thirty years ago with the aim of producing equipment to process hydraulic hoses for hydraulic systems. OP boasts a wide range of products and a remarkable service in a number of foreign markets. The steady growth of the company is also a result of its sales network expanding at a global level. The oil hydraulic equipment manufactured by OP allows any kind of processing, from cutting to testing, and at all production levels, from small hand-made lots to electronically controlled industrial manufacturing.

OP has also developed a retention system for pressure hoses, internationally patented, called Stopflex. All mechanical parts of their equipment are manufactured by one of their companies specifically established for this purpose. For further information, email horton.christopher@opusainc.com or visit www.opusainc.com



Veyance Technologies Inc., the exclusive manufacturer of Goodyear Engineered Products, is very proud to announce the latest members of the Extremeflex™ industrial hose family. Extremeflex Beverage & Extremeflex Beverage with EZ Clean Cover are the latest innovation from Veyance, designed specifically for edible liquid applications. Extremeflex Beverage is one of the most flexible hoses on the market, which allows for the needed contour while in the service in breweries, wineries, or dairy processing facilities.



Its chlorobutyl tube is FDA and USDA compliant and conforms to 3-A Sanitary Standards as well making this not only a very flexible hose, but a sanitary one at that. EZ Clean cover is quick to clean and will provide added abrasion resistance. For more information, call 1-800-235-4632 or visit www.goodyearep.com



Masterduct, Inc. announces that all of their PUR hoses are now standard antistatic at no additional cost. Thanks to their unique combination of antistatic, flame resistant and FDA conformed features, the company offers a huge spectrum of applications for the widest range of media possible. The Masterduct PUR hoses are highly abrasion-resistant, have good flexibility, and have good chemical and UV resistance properties. For more information, visit www.masterduct.com or call 1-800-318-3300.



Eaton's Guardian Seal™ corrosion-resistant plating technology gives industrial and mobile customers confidence their fluid conveyance connections will perform in today's most challenging environments. Guardian Seal plating technology is incorporated on Walterscheid™ tube fittings, and proven to prevent red corrosion up to a minimum of 720 hours according to VDMA 24576, K5. With this performance, Guardian Seal puts Walterscheid tube fittings performance well above the Society of Automobile Engineers' corrosion resistance requirements of 96 hours to red corrosion.



Powering Business Worldwide



Flexaust releases a newly updated industrial hose and ducting product catalog along with an all new catalog featuring their Flexaust-TUEC commercial & industrial vacuum cleaning hoses and attachments. Each catalog has a Special Application section offering market/application specific products providing new opportunities for distributors to help solve more hose & ducting application problems. Flexaust continues to add value to their existing product offerings by introducing new products, end finishes and accessories to serve their customers requirements. Visit www.flexaust.com to download a copy.



Hi-Tech Duravent announces the hiring of Ben Howard as Key Account Manager and Alex Arabea as Marketing Product Manager.



Howard will be responsible for managing and developing identified industrial accounts. "By adding Howard to the Hi-Tech Duravent team, explains, Jay Schlageter, General Manager, "we have created a focused approach to realizing market demands and meeting customers' needs – while fulfilling the company's overall strategic plan." Howard brings extensive experience in sales, territory management, and customer relationship building. Howard comes to Hi-Tech Duravent, from GBS Building Supply, where he worked as an outside sales representative. Prior to GBS, Howard served as an outside sales representative for Carson's Nut-Bolt & Tool Company and as a territory manager for Silver Line.

As Marketing Product Manager, Arabea will be responsible for executing marketing responsibilities related to Hi-Tech Duravent's new product research, new product launches, and product market expansion.



CONNECTIONS

continued

Arabea comes to Hi-Tech Duravent from Henkel Corporation, a global chemical company, where he served as Territory Manager, and PRISM Rotational Program Associate. Prior to Henkel, Arabea worked as Brand Product Manager for Hubbell Lighting, Inc. He brings extensive experience in new product roll-outs, territory management and lead generation.



Houston-based **GHX Industrial, LLC**



(ghxinc.com),
a subsidiary of **The United Distribution Group** (udginc.com)

reports that it has acquired the operations and assets of Harvey, LA based **Hose Specialty & Supply Co., LLC**.

Hose Specialty & Supply is a value-added fabricating distributor and assembler of fluid transfer and other products for oil and gas, marine, and original equipment manufacturers with a strong presence in Louisiana and the Gulf of Mexico. Founded in 1980, Hose Specialty offers a broad range of hydraulic and pneumatic fluid conveyance products, valves, and accessories from top manufacturing partners. Additional services provided by Hose Specialty include custom assembly and sub-assembly, kitting solutions, and vendor-managed inventory. Hose Specialty backs up its offerings with top-quality customer service from knowledgeable and long-tenured employees. Additionally, Hose Specialty offers 24-hour emergency services to all customers.

The acquired operations include New Iberia LA, Lafayette LA, Shreveport LA, and two operations in Harvey LA including Melville Equipment Co., a hose and fitting specialty store that focuses on the sale of hose and fittings to a broad group of industrial customers in and around the New Orleans area.

According to Richard Harrison, President of GHX Industrial, Hose Specialty & Supply will operate under the GHX family of companies and will continue servicing existing and new customers with its current and an expanded product offering. Jimmy Strickland, the founder of Hose Specialty has been named Region Manager for GHX in the newly acquired locations.

Mr. Strickland, who will work closely with Mr. Harrison, states that he and the entire Hose Specialty team are extremely excited to now be associated with GHX and The United Distribution Group family of companies.

“Expanding our service area throughout the US and Canada is an ongoing strategic focus for our company and the acquisition of Hose Specialty compliments our already strong North American presence” said Darrell Cole, President & CEO of The United Distribution Group.



Brennan Industries, Inc. is more than



located in Mississauga, Ontario.

“We’re in the process of bulking up our product inventory in Mississauga,” said Bill Jarrell, vice president of marketing and operations at Brennan Industries. “We’ve increased our stock in order to meet our growing Canadian customers’ needs.”

Brennan is primarily increasing its inventory of hydraulic and instrumentation product lines. The hydraulic line includes tube fittings, adapters, flanges and clamps. The instrumentation line includes valves and tube fittings.

Brennan opened its Canadian distribution center in 2009 to provide customers in Canada with time and cost savings since shipments would no longer need time to clear customs or be subject to customhouse brokerage fees. The distribution center was moved to 3397 American Drive in Mississauga, Ontario in early 2013.



Officials at **HBD Industries, Inc.** (Dublin, OH) announce that Mr. Eric Fitzpatrick



will become the new Director of Sales and Marketing for HBD/Thermoid, Inc. (Bellefontaine, OH). HBD/Thermoid, Inc. is a subsidiary of HBD Industries, Inc., one of the largest suppliers of industrial products in North America.

“We are pleased to announce the promotion of Eric Fitzpatrick to Director of Sales and Marketing for HBD/Thermoid, Inc.” said Randy L. Greely, Chairman & CEO of HBD Industries, Inc. “With over 20 years of marketing and sales experience, Eric will develop and execute sales and marketing strategies for all Thermoid® brand products. Eric’s leadership, marketing skills and proven sales management experience will assist HBD/Thermoid in meeting the changing needs of its present and future customers.”

In 2013, Eric Fitzpatrick joined HBD/Thermoid, Inc. as the company’s General Sales Manager and was responsible for directing all field sales and marketing activities. Prior to that, Eric worked for Black & Decker, Premix, Newell Rubber and Barnes Distribution, where he held various

sales and marketing management positions and provided sales/services to multiple channels of distribution, such as industrial, automotive and retail. Eric holds a B.A. Degree in Business Administration from Bowling Green State University (Bowling Green, OH). He also has a MBA from Ohio University (Athens, OH).



MFC is proud to congratulate Mike Thull and



Tyler Nead on their recent promotions. Tyler Nead will take

on the role of Senior Account Manager and will manage a territory covering southeastern Wisconsin. Tyler’s efforts will be to grow sales in Wisconsin and build on the momentum created by the acquisition of General Rubber.

Mike Thull will assume the position of National Account Manager, and will continue to grow metal hose and Teflon hose sales nation wide. Mike brings a wealth of knowledge from his time spent on MFC’s inside sales team where he was responsible for maintaining some of MFC’s largest customers.



Spectronics Corporation has introduced the powerful Spectroline® TRITAN™ 365 (Part No. TRI-365HA) — a multi-LED, broad-beam UV leak detection lamp.



When used with Spectroline® fluorescent dyes, it pinpoints fluid leaks in a wide range of industrial systems such as hydraulic equipment, compressors, engines, gearboxes, fuel systems and much more.

The TRITAN 365 features three ultra-hi-flux UV LEDs for fluorescent leak detection, plus a white light LED for general component inspection in dimly lit areas. The lamp’s broad-beam profile provides extra-wide area coverage – 45 inch (114 cm) diameter at a 20-foot (6.1 m) distance – making it ideal for quick leak checking of large surface areas.

Extremely compact and lightweight, the TRITAN 365 weighs just 16 ounces (454 g). The lamp’s compact head gets into cramped areas larger lamps can’t reach. A three-way rocker switch allows easy control of the light sources and a lightweight, angled lamp body ensures fatigue-free inspections. Instant-on operation allows the lamp to reach full intensity immediately. The lamp provides twice the output of conventional 150-watt lamps and has a 100,000-hour LED service life.

For more information, call 1-800-274-8888. Outside the U.S. and Canada, call 1-516-333-4840. Website at www.spectroline.com.



Tribute, Inc. hosted their 30th Annual User's Group Meeting (TribNet) in



Cleveland June 24-26. The meeting was kicked off with a keynote speech by Jack Keough of Industrial Distribution and followed by two and a half days of intense training sessions and networking. Bill Sayavich and Kevin Lenahan from Parker Hannifin conducted a session on the Parker Tracking System (PTS) and a Q&A session with their distributors.

One hundred and sixty four attended the conference including eight of Tribute's preferred solution partners: 3Delta Systems, Enlighten.Net, Harland Technology Services, MITS Distributor Analytics, Rubber Tree Systems Mobile Technology, Strategic Pricing Associates, Tour de Force CRM and WarehouseTWO.

A first timer at TribNet, Jackie Bergman of Rilco Industrial Controls states, "It was great hearing about the new software features and learning time saving tricks which otherwise never would have been known. It was also wonderful to put faces with the names from the Tribute staff whom we've worked with all this time. Everyone was both attentive and helpful, going the extra mile to make sure our questions were satisfied and wish list requests brought to the right set of ears. We met everyone from the guys who actually write code, to the decision makers who make it happen."



BAND-IT IDEX®, INC.offers customers another solution to fit their application needs. **BAND-FAST®** with **COLOR-IT®** is a pre-made colored band used in hose identification, color matching existing hardware and specific applications, decorative poles, and iron identification. Assemblies are constructed with either an Ear-Lokt buckle, Stainless Steel clip or a Center Punch buckle. **BAND-FAST®** is manufactured to the exact length to meet customer's needs and eliminate waste material. The coatings are available in a variety of colors while providing superior performance, UV resistance, and durability. For additional information, please visit WWW.BAND-IT-IDEX.COM. For Phone Orders: 1- 800-525-0758. For E-mail orders: Orders.BAND-IT@Corp.com



Hose Master is proud to announce the advancement of **HOSE MASTER** Joe Valenti to National Sales Manager. Joe has been with Hose Master for over 25 years and will lead Hose Master's national sales team in implementing company strategy, maintaining sales growth, and training all sales personnel.

Hose Master is also pleased to announce the promotion of Chris Dionisio to Regional Sales Manager. Chris will be taking over

leadership of the entire Gulf Region, which includes the states of Texas, Oklahoma, Louisiana, and Arkansas.

In addition, Hose Master introduces its new ABS and DNV Type Approved Products Brochure for Marine & Offshore Applications. ABS and DNV have audited Hose Master's unique fabricating techniques and have granted their approval on sizes (all diameters for ABS and diameters up to 3 inch for DNV) and every configuration of Annuflex, Masterflex, and PressureMax HP® products. Hose Master has also been approved by ABS for their ChemKing® chemical resistant metal hose products.

ABS Type Approval has also been granted for Hose Master's expansion joints -offered in various pressures and temperature ratings for exhaust and multipurpose applications. For more in-depth knowledge of Hose Master's products and capabilities, visit www.hose-master.com, phone 1-800-221-2319 or email info@hosemaster.com



Coxreels introduces the all new idler sprockets for the 1600 Series motorized hose reels. This new add-on benefits the user in reducing the rewind speed, increasing motor torque and fitting an optional 3-way brake.

These high quality, all steel, idler sprockets are chain sprocket assemblies with a corrosion protective coating that change the drive ratio of the motor-to-drum drive system. They are available in three ratios 1:2, 1:3, and 1:4 and available with or without an optional extended shaft allowing for the use of 3-way brakes or electromagnetic brakes.

Coxreels idler sprockets are mounted on a zinc plated steel axle and rotate on two self-lubricated bronze bearings. This add-on is generally used on electric motor drive systems but Coxreels' idler sprocket is also available for hydraulic and 4-Vane air motors with a 1:2 ratio idler sprocket. The idler sprocket is a great addition to the features found on the 1600 Series for professionals who require tailoring and building a reel solution that will suit the most demanding needs. For more information, call 1-800-269 7335 or visit www.coxreels.com.



Reelcraft's full line of stainless steel hose

REELCRAFT reels are ideal for highly corrosive and sanitary environments such as food processing, dairy operations, pre-rinse, pharmaceutical and chemical plants, marine, offshore and many more. All of Reelcraft's stainless steel reel frames are constructed from a 304L grade of heavy

gauge stainless steel and include Viton O-rings. Certain models include aluminum fluid paths and latch parts as standard that are suitable for many applications.

Reelcraft is pleased to announce a new expanded offering of those models with optional stainless steel fluid paths and latch parts allowing the customer to choose the combination that best suits their requirements. Reelcraft's stainless reels are available in spring retractable and hand rewind models that handle hoses up to 1" ID and 100' in length. For additional information, call 1-800-444-3134 or visit www.reelcraft.com. For further information, please contact: Bill Martin, National Sales Manager, 1-260- 248-8188.



Lewis-Goetz is pleased to announce the acquisition of **Advanced Sealing**.



We Keep You Running

Advanced Sealing is a full-spectrum manufacturer and distributor of fluid sealing products to refining, chemical processing, power generation and wastewater treatment facilities. A premier sealing house to customers looking for new solutions to age old problems, Advanced Sealing provides a broad product mix including metallic and non-metallic flange gaskets, valve packings, metallic and elastomeric hoses, stud bolts, hex nuts, steam traps and heat exchanger gaskets.

Advanced Sealing has a special focus on fugitive emission products, proven to meet and exceed today's demanding LDAR sealing standards. Advanced Sealing was incorporated in 1988 and has US based facilities located in Cerritos, California and Pascagoula, Mississippi.

"The acquisition of Advanced Sealing provides high quality products and a professional, customer-focused workforce, further strengthening the solutions-based approach of Lewis-Goetz," explains Jeffrey Crane, CEO and President of ERIKS – LewisGoetz. For more information visit www.eriks.com



Bridgestone Corporation ("Bridgestone") **HOSEPOWER** announces that its wholly owned U.S. subsidiary, Bridgestone Hose America Inc., reached an agreement with the shareholders of Masthead Industries, Inc. (dba HosePower), to acquire the company.

HosePower and Bridgestone have a long history of working together dating back to HosePower's original establishment in 1990. That relationship continued to grow over the years finally ending in this acquisition.

Headquartered in Orange Park, Florida, USA, HosePower is an independent value-added distributor, it operates a large network specializing in hose sales and service companies with locations throughout the U.S. and in Mexico. Hose Power has established an excellent service system capable of meeting the needs of a wide range of customers, from OEM, end users and those requiring on-site mobile service.

Bridgestone began producing hoses in 1937. Today, the Company deals primarily in the hydraulic hoses used in construction machinery and factories, which it manufactures and assembles at eight locations in the world. In addition to supplying machinery manufacturers, it is expanding sales of replacement hoses to end-users while developing a mining solutions business. The acquisition of HosePower will enable Bridgestone to create additional value in hose operations by providing a timely supply of high-quality hoses to a wider range of customers while also offering support through specialized services.

Bridgestone HosePower will employ the same management, sales & branch staff and does not consider any operational changes at the moment. The long-term goal of Bridgestone is to build a National Hose Sales & Service Network with 150 locations and 400+ Mobile Service Units. J. Palmer Clarkson, CEO of HosePower, states "We are excited to have Bridgestone as our partner. Their global reach, engineering excellence and their experience in integrating add-on acquisitions will be an important asset for us as we continue to grow the business."



Kuriyama is pleased to announce the addition of the following new products; New Alfacomma Industrial Rubber Hose Catalog: A new 76 page catalog features an improved format with a new Application Guide. New products include: T720AA Bulk Material S & D Hose, T6D1AA 400 PSI Oil Rigger/Frack Discharge Hose, ST6D2AA 400 PSI Oil Rigger/Frack Discharge Hose with SUPERTUFF Cover, CT601AA 150 PSI Corrugated Oil Rigger/Oil Field-Frack Tank Hose, T340AH (red cover) and T340AA (black cover) 270 PSI EPDM Braided Steam Hose, and T341AH (red cover) and T341AA (black cover) 270 PSI Chlorobutyl Braided Steam Hose.

New Alfacomma Hammer Union Fittings: Both 2" ID two-piece interlock and AlfaCrimp one-piece no-skive versions are available. These are solid one piece constructed, integral fittings, with no need of adapters. Also, New Alfacomma Hydraulic Skive Machine: The KSM300 Series machine is capable of skiving hose sizes from 1/2" to 3" internally and externally. It can be either bench mounted or mounted on its own mobile cart. For more information, call 1-847-755-0360 or visit their web site at: www.kuriyama.com.



Talent Tipsheet

industrial distribution's source for
recruiting, training + managing gen y

You've Got What They Want!

Are you looking for a Millennial to fill an outside sales position? As your Boomer outside sales reps start to retire, you will need to replace them, most likely with Millennials. We all know the younger generation is different from their older colleagues. And, what drives the younger generation is different than what drives more seasoned sales team members.

A recent article in *Entrepreneur* offers **seven tips for dealing with your younger sales team**. Among the tips is being flexible with work hours. This generation is definitely not a 9-to-5 group. They want the freedom to come and go as they see fit as long as the work gets done. Millennials want flexibility, the ability to set their own hours and not have to come in to the office every day. Sounds like an outside sales representative that works for an industrial distributor.

Action Step:

When you post your next opening for an outside sales person, make sure to stress the flexible hours in the position. This position has what Millennials want. Make sure you tell them.

Contact ICP at +1.312.516.2100 or Info@industrialcareerspathway.org.

Post your entry level positions to the ICP Job Board.

NAHAD is in a supporting partnership with ICP.

New Projects Now Under Development *continued from page 1.*

The Institute's **Advisory Council**, composed of end-users from key hose markets, will further expand its Task Groups, addressing solutions to hose safety and market applications. The Hydroblast Hose Task Group completed its work earlier this year, introducing a White Paper at NAHAD's 2014 Annual Convention and now available on the Institute web site (www.HoseSafetyInstitute.org).

The committee is also working to develop a **Hose Safety Institute Mobile App**, designed to be a useful marketing tool for Institute members to use with customers, while providing convenient access to the various Institute resources from members' mobile devices.

6. The **Manufacturer & Associate Committee** will consider hosting an Industry Council meeting later this year, providing supplier members with an opportunity to discuss industry issues and offer their input on NAHAD's various initiatives and projects. More details to come.



Each of the committees and task groups invites member participation – if you have an interest in any of these projects, please contact NAHAD at 800-624-2227 or email me at jthompson@nahad.org.

Joseph M. Thompson
NAHAD Executive Vice President

Spotlight: F.B. Wright of Cincinnati

F. B. Wright of Cincinnati (FBWC) is celebrating its 45th year in business in 2014. A provider of industrial solutions, FBWC has two locations in the Cincinnati, Ohio area with additional locations in Evansville, IN, Charlotte, NC, and central Florida, plus a sales office in Louisville, KY.

F.B. Wright of Cincinnati has many years of fabrication experience working with plastic, rubber, high-temperature insulation and metal; and has the unique capability of designing, engineering, and fabricating a number of products and systems from these materials to solve many industrial problems.

Servicing the power generation, steel, chemical and O.E.M. industry, FBW of Cincinnati supplies all types of hydraulic and industrial hose assemblies and fabricates rubber and metal gaskets up to 190" in diameter. They also specialize in fabricating lightweight conveyor belt by Forbo Siegling. Some other key disciplines are the utilization of a number of types of extremely high temperature materials for blankets, curtains, sleeves, etc. and the machining of industrial plastic materials for a variety of applications.

Fabrication capabilities include gasket cutting with CNC tables, plastic machining with CNC routers, belt slitting, sewing with high temperature thread and the design and assembly of high temperature rubber expansion joints. All of the FBWC dies and patterns are made in-house by FBW employees. Also available are inventory management programs as well as failure analysis, audits, and surveys.

F.B. Wright of Cincinnati's supplier base has always been one of the strengths of the company, which include: Eaton Aeroquip Hose and Fittings, Thermoid handbuilt hose, Goodyear Veyance, Dixon Fittings, Flexaust Ducting Hose, Flexitallic Gasket Corp, Garlock Gasket Corp., SEPCO Packing Corp., Forbo Siegling Light Weight Belt, Quadrant Industrial Plastics, General Rubber Expansion Joints, Hose Master Metal Hose and Expansion Joints, McAllister Mills High Temperature Fabrics, Hitco Carbon Composites, and many others.

Crediting their 45 years of success to their talented workforce, FBWC president Art Colburn says, "We are very fortunate to have a group of long term dedicated employees throughout the corporation, some who started as interns in high school." 

F.B. Wright of Cincinnati

4689 Ashley Dr. Hamilton, OH 45011
1-800-582-0011 • www.hoseandgaskets.com



F.B. Wright of Cincinnati, Hamilton, Ohio

When Should I Place My Past-Due Customer for Collection?

There has always been a direct correlation between age of placement with a collection agency and percentage of recovery. Industry surveys show that even after only 90 days, the probability is that you will collect only about \$.70 of each delinquent dollar



placed. After six months, only about \$.50 of each dollar placed and after one year, the best expectation is that only about \$.23 of every past-due dollar will ever be recovered. So why wait? Slow paying customers

should be closely monitored and sent to collection sooner, rather than later. **Early placement often leads to a full or partial recovery, while waiting may result in a total loss.**

Fortunately, NAHAD has a Value Partner with over 87 years experience in the personal handling of past-due accounts in the US and worldwide. CST Co has been the approved collection agency for NAHAD since 2008. CST is licensed and bonded in all US states where a commercial collection agency license is required. Their adjusters average over 20 years experience in commercial collections; these skilled professionals know what to do and say to coax payment out of even the most reluctant debtors.

NAHAD members receive a 20-25% discount off of CST's regular rates for preliminary collection service. CST offers many low or no cost programs designed to reduce your overall collection expense. One of these is their 10 day Free Demand service. By placing an account using this service, you can customize a Notice to send to your past-due customer that can include not only your own company logo, but the NAHAD logo as well! 

Improve your recovery percentage and lower your cost of collection by calling CST Co today at 800-626-5873, or visit www.cstcoinc.com.

For a complete listing of

NAHAD Value Partners

visit

www.nahad.org

or look on page 13 in your new copy of the

2014-2015

NAHAD

Membership Directory





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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