

NAHAD News

A Bimonthly Newsletter of the
Association for Hose and Accessories Distribution

APRIL 2014

Inside this issue

Executive Report	1,15
Exam Passers	1,11
President's Letter	2
The Tides Are Turning: Why Reshoring Matters to You	3,4
A letter from NAHAD's Industrial Career Pathways (ICP)	4
Welcome New Member: Murdock Industrial, Inc.	5
Welcome NAHAD New Members	5
CONNECTIONS	6-10
IR-G Celebrates 25 Years of Family Ownership	10
New Member Benefit – Value Partner BusinessVoice	10
Inside Washington	12,13
NAM Annual State of Manufacturing Address	13
In Memoriam	14
NewAge® Industries Celebrates Its 60th Anniversary	14
New Board Members and Officers at NAHAD Office in Annapolis	15

Save These Important NAHAD Dates

April 26 – 30	30th Annual Meeting & Convention JW Marriott Desert Ridge Phoenix, AZ
April 23 – 27	31st Annual Meeting & Convention Loews Miami Beach Hotel South Beach, FL

NAHAD Executive's Update

Passion, Innovation, Execution

Joseph Thompson, NAHAD Executive Vice President

Dear NAHAD Members and Industry Colleagues:

Happy 30th Anniversary! This year, NAHAD celebrates its 30th year of strengthening the role of hose and accessories distributors, manufacturers and suppliers, and their customers. For three decades, NAHAD has served as the only trade association in the world addressing hose assembly safety, quality and reliability, and remains uniquely positioned to help our members stay 'connected' to the issues that impact their success, and the success of their various customers and markets.

As the pace of change in our industry continues to accelerate, NAHAD's dedicated member volunteers, committees and task groups, together with an experienced and responsive staff, continue to address the issues and needs of our members. Whether it's developing the industry's future workforce, keeping our policy interests engaged on Capitol Hill, helping members to expand their exports overseas, tracking business trends or developing more useful business intelligence tools, NAHAD is engaged in strengthening your future. See more information about these and other member benefits at NAHAD.org and HoseSafetyInstitute.org.

Three words that may best describe NAHAD's commitment to member service are evidenced in the theme of this year's 30th Annual Convention: **Passion, Innovation, Execution**. I believe that these three values well-describe NAHAD's attitude toward empowering our members. Passion – love what you do, and those you do it for. Innovation – creatively build value. Execution – apply best practices, data and standards to responsibly achieve your goals.

The evidence of these three words in action can be found throughout the year. Our Annual NAHAD Convention brings members together from around the world to network, share, learn and grow, while building stronger businesses and nurturing new relationships. NAHAD's Hose Safety Institute and its Hose Assembly Guidelines deliver exceptional resources for employee education and recognition, industry-leading fabrication standards and powerful marketing and communication tools.

Essential to the success of any association is the membership who support, and participate in, its programs and activities throughout the year. Guided by its elected Board of Directors and its appointed volunteer committee members, the Association is

Continued on page 15

Congratulations Exam Passers!

The following NAHAD Listed Members have successfully passed a Hose Assembly Guidelines Specification or Design and Fabrication Exam from 12/03/2013 to 03/05/2014

Corrugated Metal Hose (Handbook Exam)

- Phil DiBenedetto, GHX
- Jeff Little, GHX
- Jose Peraza, LewisGoetz
- Tom Portesi, Niantic Seal
- M. Douglass Gurley, Niantic Seal

Industrial Hose (Handbook Exam)

- Ryan Shepherd, Adelaide Belt & Hose
- Dion Mills, Adelaide Belt & Hose
- Malcolm Amos, Adelaide Belt & Hose
- Kris Wisthoff, Alaska Rubber
- Skip Bruce, Catawba Rubber
- Tom Walker, Catawba Rubber
- Jeff Little, GHX
- Phil DiBenedetto, GHX
- Glen Wills, GHX
- John Johnson, GHX
- Ben Gregory, Hydro Hose
- Lorin Gardiner, LewisGoetz
- Andrew Pace, LewisGoetz
- Mikel Gardiner, LewisGoetz
- Bryson Pace, LewisGoetz
- Michel Mathias, LewisGoetz
- Austin Smetana, LewisGoetz
- Phil Brown, LewisGoetz
- Terry Pirtle, McCarty Equipment
- Derek Lewis, McCarty Equipment
- Stephen Brown, McCarty Equipment
- Rebecca Lueken, MILPAWS
- Scott Toman, MILPAWS
- Mark Platt, Omni Services
- Jeff Elwell, Omni Services
- Steve Houde, Omni Services
- Kenneth Johnson, Power Equipment and Engineering
- Nathen Gentry, Power Equipment and Engineering
- Zackery Logan, Power Equipment and Engineering
- Chris Albert, River Bend Hose

Continued on page 11

OFFICERS

Terry Weiner
President

Mark Fournier
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Executive Vice President

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Timothy J. O'Shaughnessy

Donald Fritzingler

NAHAD NEWS STAFF

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PRESIDENT'S LETTER



Dear NAHAD Member,

I have just returned from an orientation for NAHAD's new Board Members in NAHAD's headquarter office. Aside from having the opportunity to visit Annapolis again and to see the NAHAD staff in person (instead of by email or telephone call), this was an excellent opportunity for me to revisit the mission and purpose of our association through the eyes of our new leadership team.

The mission of NAHAD is *to promote a high standard of professionalism and integrity within the hose and accessories industry by providing a medium for communications, education and training, so that quality is maximized and profitability enhanced.*

Your newly elected Board members and your new officer and my successor as president certainly represent the first part of the mission statement. The Executive Committee spent a great deal of time reviewing a group of very qualified candidates who were nominated. I think that our final group of nominees, confirmed by the votes of the members over the past few weeks, will be outstanding contributors to the work of NAHAD and I thank past president Don Fritzingler for chairing the Nominations Committee. You can see a picture of our new leadership on page 15 of this issue.

You'll also read a bit more about your incoming president Mark Fournier on page 5 – his company IR-G is celebrating 25 years of family ownership in 2014 and he is profiled in the March/April issue of Industrial Supply magazine. As to our incoming second Vice President, Skip Bruce, his company is a founding member of NAHAD under the ownership of past president George Carver. Skip purchased the company from George when he retired and he and his wife, Pam have been very supportive members attending every NAHAD convention since 1999.

NAHAD has selected the theme of *Passion, Innovation and Execution* to embody the spirit of our 30th Anniversary. We feel that NAHAD and our members' success is based upon those three elements. **Passion** for what you do – both as a company and a trade association. **Innovation** to keep your business, customers and members fully engaged. And, finally, **execution** to bring that passion and those new ideas to life.

That is what we intend to offer in 2014. Our leadership embodies these guiding principles which will serve as a template for this year's Action Plan. If you have not yet done so, please register to attend the convention at the end of this month. I hope to great each one of you in person and to share my passion for our industry with you.

Sincerely,

Terry Weiner

Terry Weiner, NAHAD President



NAHAD's 2014 Annual Convention

There is still time to register!

You may register online at www.nahad.org



The Tides Are Turning: Why Reshoring Matters to You

Harry Moser, Founder and President, Reshoring Initiative
Millar Kelley, Research Analyst, Reshoring Initiative

These days the media is overflowing with news of companies bringing manufacturing back to the US from overseas, and for good reason. Solid numbers are finally emerging that give evidence to what we have long believed. Localization (producing near the consumer) makes more economic sense than offshoring. Many companies are changing their sourcing and factory location decisions as a result.

Figure 1: **Key Statistics**

Documented cases of reshoring since Jan 2010	350+
Total # jobs added since Jan 2010	80,000+
Companies planning to move some production back to US in 2014	37%

It took 50 years for manufacturing to be eroded by offshoring and, since the low point in manufacturing in January 2010 about, four years to “stop the bleeding.” Today we have reached a point of approximately equal rates of new offshoring and reshoring, balancing the equation so that we are no longer losing net jobs. The upward trend of returning manufacturing is expected to continue, rebuilding a strong, stable, broad US industrial base.

Figure 2: **Reported Cases of Reshoring, Kept from Offshoring, and Transplants in the last 7 months, by Industry**

Industry	# Reported cases	
	May '13-	Jan '14
Transportation Equipment	36	36
Apparel/Textiles	36	36
Wood Products	25	25
Energy	24	24
Fabricated Metal Products	22	22
Electrical Equipment/Appliances/Components	21	21
Machinery	19	19
Chemicals	19	19
Computer/Electronic Products	16	16
Plastic/Rubber Products	14	14
Hobbies	12	12
Primary Metal	8	8
Medical Equipment and Supplies	3	3
Non Metallic Minerals	1	1

Source: Reshoring Library, May- January

Of the industries that are most actively reshoring, many include hose and accessory products or have hose components: appliances, machinery, plastics and rubber, and transportation equipment to name a few. Of the OEMs that have or will be reshoring, most are likely to seek parts from local sources. Consumers and retailers alike are demanding more “Made in USA” goods, and the necessary local supply chain that provides them continues to grow.

Figure 3: **Cited Reasons for Reshoring in Documented Cases**

Reason	Number of Times Cited in Articles
Wage and Currency Changes	90
Quality, Warranty, Rework	77
Freight Cost	65
Delivery	57
Image/Brand (prefer U.S.)	46
Lead Time/Time to Market	40
Travel Cost/Time or Local Onsite Audit	39
Total Cost	33
Inventory	31
Intellectual Property Loss or Risk	31
Communications	25
Government Incentives	22
Skilled Workforce Availability and Training	19
Automation/Technology, 3D Printing	18
Manufacturing and engineering joint innovation (R&D), re-design of the part	18
Higher Productivity; Lean manufacturing or other business improvement techniques	13
Loss of Customer Responsiveness OR Customer Responsiveness Improvement	13
Difficulty of Innovation/Product Differentiation	11
Emergency Airfreight	9
Price	8
Green Considerations	7
Natural Disaster Risk	6
Regulatory Compliance	6
Political Instability	5
Burden on Staff	4
Infrastructure	4
Loss of Control, Product Liability, Personnel Risk	3 each

Source: Reshoring Library, October 2013

As the reasons add up, they also grow exponentially in strength: the more manufacturing is reshored, the stronger are the forces that attract it. From a macro point of view, adding manufacturing bolsters research and development, improves infrastructure, increases investment in skilled workforce, and improves our competitiveness, quality of goods, ease of production, and the economy as a whole. Conversely, a strong economy means a healthy consumer market that will ensure the continued demand for local goods that offer the advantage of competitive total cost of ownership (TCO), high quality and quick response.

Continued on page 4

The Tides Are Turning: Why Reshoring Matters to You

Continued from page 3

The cited reasons for reshoring align with the many “hidden costs” that are accounted for in total cost analysis. The Reshoring Initiative offers the Total Cost of Ownership Estimator™, a free tool to help companies easily determine their TCO for specific products. The Estimator uses 26 factors to calculate 29 costs, which it accumulates into a single Total Cost for a product sourced from one particular source. This process can be repeated for each source option, allowing the user to objectively compare the TCO for the same product from multiple sources, whether local or offshore, and whether in-house or outsourced.

The Impact of Using TCO

When it becomes clear that there is often not a penalty associated with domestic sourcing, it is easier for a company to place more emphasis and resources on building strategies such as product differentiation or product innovation. A company might also pursue cost-reduction programs, such as lean, theory of constraints (TOC), design for manufacture and assembly (DFMA), quick response manufacturing (QRM), automation, or training that might have seemed insufficient to close a 30% price gap but are more than able to close a 10% TCO gap. Best business practices are easier to implement close to home and lead to a chain reaction of business profitability and community economic health.

What you can do to help your company and community

NAHAD is the newest sponsor of the Reshoring Initiative. We invite NAHAD members to submit their cases of reshoring on the **Case Study feature** on our website, reshorenw.org. The cases can be your company's decision to reshore or its supplying products to customers who have reshored. (Your choice whether to identify the customer.) We will include your case in our presentation at the NAHAD 2014 annual convention. If your company is reconsidering its sourcing location, or is trying to convince a customer to buy domestic products from you instead of imports from a competitor, we are here to help you. I look forward to working with you in Phoenix! ☞

Contact us:

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Twitter: @reshorenw

Facebook: <http://www.facebook.com/ReshoreNow>

LinkedIn: Reshoring Initiative



A letter from NAHAD's Industrial Career Pathways (ICP)

April, 2014

Hello Fellow NAHAD Members,

Can you believe that we are going to have our 30th Convention next month? Where does the time go!

Since its inception NAHAD has always had an a strong interest in education, both for our own members' internal staffs, as well as for the Industrial Distribution market segment as a whole.

We have endowed NAHAD Scholarships for Industrial Distribution students at a number of Universities across the country. We were one of the original founding members of the University of Industrial Distribution (UID) and we have created guidelines for hose assemblies which has evolved into the Hose Safety Institute.

I am writing to bring to your attention another program – supported by NAHAD - that I believe can be very important to you and your company.

NAHAD has partnered with other industrial distribution associations to create the Industrial Careers Pathway (ICP). The other associations are: ISA (Industrial Supply Association) Educational Foundation, PTDA (Power Transmission Distributors Association) Foundation, and ASA (American Supply Association).

ICP is an Educational initiative supported by a coalition of these trade Associations in various Industrial Distribution Market segments. We are working together to fill the pipeline with a skilled workforce for our members companies. This Initiative provides information to assist you in training your own employees on what industrial distribution is as an Industry, as well as to provide outreach to potential employees in the 18 - 34 year old demographic, as to what careers that are available in ID, as well as provide resources to assist them to get started in finding jobs in this segment, and for us to find them as employees.

I would like to suggest that you go to the website:

www.industrialcareerspathway.org/hire and look at it. If you have been there before, please go back and look now. This site is constantly updating and improving to provide its users a wide-ranging presentation of benefits and resources that will help your business become stronger and more vital through employee training and education.

Mary Jawgiel, the ICP Program Director will join us in Phoenix at our convention and she will have an ICP table in the Registration area. She will be joined in the booth by Amy Luckado of the NAHAD staff and me. I invite you to come by and talk with us and learn more about this vital Industry coalition.

See you in Phoenix.

Curtis Sprague

Curtis Sprague

Curtis is a past president of NAHAD and is currently sales manager for Branham Corporation - Mt. Empire Rubber Co.

WELCOME NEW MEMBER



Murdock Industrial, Inc.

The M.F. Murdock Company was founded in 1904 as the first distributor for The B.F. Goodrich Company and the company provided industrial product and service support. During the time when the Aeroquip brand name was originally owned by Tri-Nova, M.F. Murdock was the second-ever Aeroquip distributor set up in the United States.


In 1999, Murdock Industrial was formed from an asset purchase of The M.F. Murdock Company and the torch was passed to a new venture called Murdock Industrial. The fresh direction and new leadership that came with its formation has been the fundamental driving force in making Murdock Industrial the company it is today.

Murdock Industrial is a multifaceted company which serves the hydraulics, industrial hose, sheet rubber, gaskets, conveyor belting, lace, and power transmission markets. The company's focus is on value-added services designed to facilitate repeat business, such as light manufacturing and proprietary services. "Our favorite hose manufacturers that we represent include Saint-Gobain, Bandit, HBD Thermoid, Eaton (Aeroquip & Multichannel), Flexaust, Dixon, and Foster, "states Tony Price, president " we strongly believe in brand name products."

Murdock Industrial focuses on technology and image. They are constantly creating new tools for end-users and clients to use, such as their websites www.HoseMachine.com, www.HoseDog.com, www.HoseKit.com, www.MurdockTraining.com, and www.TheCatalogRoom.com to name a few. All of their programming is done in-house so that the websites are created by programmers knowledgeable in the fields that the company services.

Tony Price started as a shipper at The M.F. Murdock Company in 1984 while still in high school and went on to work in every division of the company. "I spent my second year of employment in the hose department, and my experience with the ease of Aeroquip's TTC fittings led to deep interest in hydraulics as well as the industry in general. I left to attend Otterbein University, and after graduating I opened a design firm in Philadelphia," he explains. "A few years later, I was afforded the opportunity to come back to The M.F. Murdock Company and have since dedicated my life to working in the industrial field."

When asked "What do you feel differentiates your company from your competitors?" He replies, "I feel we have a stronger knowledge base than most large distributors, and this deep familiarity with the products allows us to offer better recommendations for difficult applications. We also have started weekly and monthly "Lunch & Learn" programs that train our employees and client base on product awareness and assembly procedures, providing them both with tools in making the best product and purchase decisions."

"I want to make a difference in the direction that the distribution and manufacturing of hose and hose support products are going," he continues. "Our industry will continue to grow and change, and it is my goal to be on the forefront of the evolution of our field. With advances including the discovery and production of graphene, use of computer-monitored hose, RFID technology, expanding online solutions, thermoplastic's penetration into the market, and new safety products being offered, my goal is to take these innovations and bring them to the market, becoming a company that creates awareness and gives solutions for safety, maintenance, and performance as they relate to the fluid transfer market." 

MURDOCK INDUSTRIAL INC.

553 Carroll Street, Akron, OH 44304

Mr. Tony Price, President

tony@murdockindustrial.com • www.murdockindustrial.com

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Welcome NAHAD New Members

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Member to Member Exchange

ANCO INTERNATIONAL introduces their new RapidCrimp Fittings. Designed for quick attachment to fluid transfer and chemical hoses for a variety of industrial applications, these new fittings are available in carbon steel and stainless steel. Rated to 500 PSI, the new fittings are designed to attach in a minute or less, so labor is nominal in production applications. They are currently shipping in 2 – 4 inch sizes and will be adding 6 and 8 inch hose options in the near future.

ANCO specializes in custom design and fabrication of hardware that solves the special problems of connections for highly specialized applications in various metals, including carbon steel, stainless steel, aluminum, brass and bronze. These specialized industrial hoses are used for different purposes, from oil and fuel supply for U.S. Naval aircraft carriers to wine and beer processing by breweries requiring special sanitary and durable house couplings. For more information, call 1-909-887-2521.



RGA Rubber & Gasket Company of

RGGA America has acquired Maumee Hose & Belting in Maumee, OH. Along with all of the assets, RGA will retain the current full time staff, but plans to add to the employee roster almost immediately. The strategic location of Maumee Hose & Belting will allow RGA to better service existing customers and allow us to expand into new areas. This acquisition takes the location count to 15, spread over seven states.



Now available in North America the Steam hose line from **ContiTech**. The hoses are available with EPDM cover and as well with oil resistant cover. It outperforms the industry standard and fulfills the stringent European standards. The special tube compound and extreme flexibility make the hose so popular. Safety factor of 20:1 available, for more details about these products please contact: ContiTech NA, Inc., 136 Summit Avenue Montvale, NJ 07645 or by phone: 1-201-930-0600.



McCarty Equipment Company, a wholly owned subsidiary of Houston based **GHX Industrial** and The United Distribution Group has acquired the assets and operations of the Bakersfield, CA location of Alternative Hose.

The Bakersfield location has been operating for seven years. Suppliers include Gates, Kuriyama, NRP Jones and Dixon Valve.

“Bakersfield has been the hub of California oil production and has been one of the U.S.’s top producing areas for decades. The Bakersfield location of Alternative Hose focuses primarily on the upstream business and McCarty can supplement what the location provides with a number of additional key products to better serve key oilfield supply and oilfield service customers.” stated Kelly McCarty, President of McCarty Equipment Company.

Alternative’s core customer base has historically consisted of oilfield service companies, the agriculture industry and power generation companies.

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

Richard Harrison, President of GHX Industrial stated that the branch management, sales and production staff of Alternative will remain with the company after the acquisition.



Eaton has announced the availability of its Industrial Hose Catalog for North America. The catalog is divided into 11 distinct product categories and features more than 130 unique product families. The color-coded, easy reference catalog features a master index and quick reference guide.

A copy of the catalog is available electronically and can be downloaded from PowerSource® or from Eaton’s online literature repository <http://hydliterature.eaton.com/literature>.

In other company news, Eaton recently introduced the MARAUDER™ Concrete Pumping hose and MARAUDER Plaster and Grout hose to address the challenges of heavy use on construction sites.

The MARAUDER Concrete Pumping hose is a 1,230 pounds per square inch (psi) suction and discharge hose used for concrete and cement placement. Also built to withstand 1,230 psi, the MARAUDER Plaster and Grout hose is designed for high-pressure spraying of plaster, grout, sand, gypsum and ready mixed concrete.



After several years with the subsea market as a business, the Norwegian company **TESS** has established TESS Subsea AS.

TESS The company started operations in January this year with 24 employees recruited from TESS. The new business will continue the focus on the subsea market and activities that previously belonged to the production department in TESS. The main activities will include hydraulic flying leads, umbilicals, hydraulic-mechanical assembly services and welding services.



BAND-IT IDEX®, INC., is proud to announce Carol Dauer has joined the Marketing and Sales Team. Relocated from Minnesota, Carol came to BAND-IT in November of 2012. Since her start date, Carol has played a diverse role working her way through the ranks of logistics and customer service. In a continued effort to learn the supply & demand challenges brought forth by the company’s customers, Carol quickly learned how to provide solutions to satisfy customer requests. As an Inside Sales Representative, Carol will be tasked with growing existing customers’ business by identifying product needs and providing value solutions. For additional information regarding BAND-IT® products and tools, please visit WWW.BAND-IT-IDEX.COM, or by phone at 1-800-525-0758.



Dixon's VEP-Series Connect-Under-Pressure hydraulic couplings are for use anywhere there is a need for a tough, reliable hydraulic connection.

Common applications include Oil Field Equipment, Construction Equipment, and Crane Systems. They are: fully interchangeable with all other popular brand products; offer improved connect and disconnect performance up to 5,500 PSI; patented valve mechanism optimizes flow and pressure performance; available with NPTF, BSPP, and ORB end connections; and they are temperature range: -22°F to +212°F (-30°C to +100°C).

Dixon VEP-Series quick disconnects are proudly manufactured in the new state-of-the-art facility in Dallas, NC. To learn more about Dixon's VEP Series hydraulic couplings, visit dixonvalve.com or call 1-704-334-9175.



Horizon Industrial is pleased to announce the opening of four new locations to stock hydraulic adapters and related products to better serve its customers in the Midwest. These locations include Lincoln, NE, Rock Valley, IA, Hiawatha, IA and Hampton, IA. Horizon's Nylon Hose Sleeve was recently approved by MSHA & this is now printed on all sizes of Hydraulic sleeve.

Hose Master is pleased to announce the addition of Maria Lechman as Inside Sales Manager. Maria comes to Hose Master with a wealth of industrial sales and customer service experience. As Inside Sales Manager, Maria is primarily focused on providing customers with the best information and support possible.

Maria will also oversee the continuous training and testing of Hose Master's Inside Sales Team to insure that they remain the foremost experts in product application and design, and affirm their ability to effectively guide customers with the right solutions for their metal hose requirements.

Also new to Hose Master's Inside Sales Team is Tajudeen (Deen) Bankole. Deen brings with him a wide variety of skillsets developed in past positions in Inside Sales and Operations.

For more in-depth knowledge of Hose Master's products and capabilities, visit on line at www.hosemaster.com, phone 1-800-221-2319 or email info@hosemaster.com



Westflex Inc. is pleased to announce the acquisition of Pipe Technology, Inc., a Hawthorne, CA based fabrication and distribution company specializing in concrete pipe, hose, fittings, and accessories. Pipe Technology was founded in 1981 and is a major supplier to the concrete pumping industry.

The acquisition is the first ever for Westflex. "We wanted a foothold in the Los Angeles market and Pipe Tech offered us a solid foundation with strong growth potential. We are very excited to have this opportunity," says Dixon LeGros, President.

Pipe Technology, a Westflex Inc., Co. will be managed by Brian Craig. Brian is currently employed by Western Hose & Gasket Co. another Westflex division. Brian brings with him over twenty years of experience servicing the concrete pumping industry.



Spectronics Corporation has introduced the MDE-2000NC Marksman™II, an ultrasonic diagnostic tool that converts and amplifies inaudible ultrasonic sound into audible "natural" sound. This highly advanced tool allows the technician to "hear" even the smallest compressed air, natural gas, propane tank, vacuum, steam, and other pressurized leaks before they lead to major breakdowns.

The Marksman II uses a two-tiered approach to ensure accurate diagnosis. The receiver converts inaudible ultrasonic sound into audible sound using heterodyne circuitry. Then, its unique Sound Signature Technology fine-tunes the audible sound into the natural sound emitted by the leak itself. A 5-LED signal intensity indicator and audible alarm pinpoint the exact source of the problem. An Internal Noise Control (INC) feature safeguards against ambient noise.

It comes complete with an ultrasonic receiver, full-sized, heavy duty, noise-canceling headphones, a hollow air probe, a solid contact probe and an ultrasonic emitter that helps locate faulty seals, gaskets and weatherstripping in doors, windows, ductwork and other non-pressurized enclosures. All components are packed in a sturdy carrying case. For more information, call toll-free 1-800-274-8888 or visit www.spectroline.com.



Veyance Technologies Inc., the exclusive supplier of Goodyear Engineered Products, is pleased to announce that their current ownership has reached an agreement to sell the company as whole to Continental AG. Specifically Veyance will become part of Continental's ContiTech group. ContiTech is a worldwide leader in Industrial Rubber Products manufacturing, application and marketing. Veyance is excited about the possibilities this may bring as ContiTech looks to diversify its business. ContiTech's direction is to expand their Industrial presence worldwide and Veyance is a great addition to accomplish this goal. One of the most valued and recognized components of merger is Veyance's North American GAD Network and their importance to Veyance's past success and to ContiTech's future success. The acquisition is subject to regulatory approvals. To learn more about Veyance and Goodyear Engineered Product brands of hoses please visit www.GoodyearEP.com or call Veyance Customer Service at 1-800-235-4632.

Kord Industrial Inc. is pleased to announce the recent move to a new 25,000 square foot building combining warehouse, fabrication, engineering, sales and administration in one location. This move, along with the purchase of additional machinery and equipment, provides greater capacity and efficiency enabling Kord Industrial to maintain and exceed its position as a leading supplier of custom fabricated assemblies, with an emphasis on stainless braided Teflon, in a variety of types and configurations. These investments also allow for a greater quality standard of operation and continued compliance with ISO 9001-2008 certification.

World Wide Metric has recently partnered with Viega and added Viega ProPress® and Viega SeaPress® to their wide variety of products. Viega manufactures and distributes high quality products and is best known for their innovative press technology systems for marine, industrial, commercial and residential projects.

Viega ProPress fittings (available in copper and stainless steel materials) are a durable solution designed to perform under the harshest environments on the open sea. Viega SeaPress, designed to stand up to sea water

CONNECTIONS continued

elements, is available in copper nickel. These fittings can be used for compressed air systems, flammable fluids, and other marine systems. For more information, Email: sales@worldwidemetric.com or visit them at www.worldwidemetric.com.



With four locations in Canada servicing the industry for over 38 years, **HosePower Canada** is the exclusive marketing and warehousing representative for the FLEXTRAL line of hydraulic and industrial hose, fittings, and accessories. With extensive inventories of both hydraulic and industrial products, HosePower Canada has the capability to crimp hoses up to a 6" diameter, swage up to 8", as well as pressure test up to 40,000 psi. Additionally, HosePower Canada can produce concrete pump hose assemblies up to 6" diameter, waterblast hose assemblies, and approved propane and NG hose assemblies. Accreditations include ISO 9001 2008, TSSA Registration (CRN hose assemblies) and CSA (propane and NG hose assemblies).



PT Coupling will launch New Hose Management system at NAHAD 2014. The company is launching PT Exaro in their growing Hose Management Product Line. PT Exaro is a web based, user friendly interface that tracks hose assemblies with unique serial numbers. The lifecycle of assemblies, including test dates, is easily viewable and customizable for the needs of each user to improve safety, reliability, and ultimately reduce overall cost. For more information, please email: exaro@ptcoupling.com or visit www.ptcoupling.com or phone: 1-800-654-0320.



Reelcraft's new Series CH37000 hand crank hose reels are ideal for industrial applications requiring longer lengths of 1" I.D. hose. This new reel design helps to eliminate possible bearing misalignment due to heavy vibration in mobile applications by utilizing a static oil lite bearing. The 1" solid main shaft connects to the spindle to form a rigid connection from side to side. The slotted



pool provides a smooth transition for the hose. The new reel design is also available in electric motor driven models (EH37000) and bevel crank models (BH37000). For additional information call 1-800-444-3134 or visit Reelcraft at www.reelcraft.com.



Flexaust offers the combination of two insulation blowing hoses to meet the insulation blowing & removal



needs. Whether the blown-in insulation has been damaged from rodent infestation or debris, dirt and damage caused by remodeling and construction; Flexaust's new E-2 hose and tried and true Mark 2 will help properly remove blown-in insulation and replace with new insulation.

E-2 is a new light-weight polyethylene insulation removal vacuum hose reinforced with a spring steel wire helix which helps to prevent collapsing and increases vacuum capability. E-2 was designed with a wider pitch allowing the user to navigate tight bends. The light-weight hose (.020" wall thickness) is ideal since insulation removal tends to be in over the head, in hard to reach places. Flexaust E-2 is offered in 4" and 6" diameters and standard lengths of 25' and 50'. A perfect complement to Mark 2.

Mark 2® is a crush-resistant insulation blowing hose that was especially developed to aerate and fluff up cellulose and fiberglass insulation to optimize its volume and coverage. It is a medium weight polyethylene hose that is reinforced with a spirally-wound translucent polyethylene helix allowing users to monitor material flow. This hose is easy to handle around corners and up stairs making it the perfect choice for insulation blowing applications. For more information, visit www.flexaust.com.



Tribute Inc., a provider of enterprise business management software for industrial distributors, and **MITs**, a provider of reporting and business intelligence software for distributors, today announced a partnership to offer the **MITs** Distributor Analytics solution to Tribute's TrulinX ERP customers. With this new option, distributors using TrulinX can easily analyze business performance to grow sales, improve operational efficiency, and better manage inventory.

Tribute will immediately begin marketing **MITs** Distributor Analytics to TrulinX ERP customers. **MITs** Distributor Analytics includes two reporting tools, covering analytical and ad hoc reporting, as well as 200+ reports, dashboards and scorecards that are pre-built using data pulled from the TrulinX

ERP system. The **MITs** solution, designed for executives and other non-technical users, is browser-based and accessible via desktop, laptop, tablet and smartphone.

"Tribute carefully researches potential partners and looks to work with 'best in breed,'" said Tim Reynolds, president of Tribute. "When we select a partner, we put great emphasis not only on the quality of the product, but the quality of the company and their knowledge of industrial distribution. We are very excited to partner with **MITs**. They bring business analytics to new levels in a way that is immediately relevant and powerful for our customers."

TrulinX was introduced in 2003 as a Windows SQL-based alternative to Tribute's original software – The Tribute Software System. Utilizing over 25 years of experience in the fluid power and automation marketplace and input from customers, TrulinX was designed from the ground up to meet the unique and specific needs of this industry.



"We are thrilled that Tribute has chosen **MITs** as their Preferred Solution Partner for reporting and analytics," said Mickey Lass, senior vice president of sales and business development for **MITs**. "With a stellar reputation in the industrial distributor market and a commitment to data access and ease-of-use, they are an ideal partner for us. We look forward to helping TrulinX customers leverage the power of **MITs** Distributor Analytics and the knowledge we have gained over 17 years of working with wholesale distributors."



MFC is proud to add 3A approved sanitary hose assemblies to its product line up. This product launch allows **MFC** to break in to the food and beverage, pharmaceutical, and cosmetic industries. **MFC** inventories a variety of sanitary hoses to suit different applications and common 3A approved fittings. Complete assemblies are shipped from the St. Paul, MN warehouse, and come stamped with a 3A certification.

MFC maintains its core focus 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 site www.mfchose.com, email info@mnflex.com, or call customer service at 1-800-351-9069.



NewAge announces the appointment of Michael L. Yakes as Midwest Regional Sales Manager, a new position established to better service the company's current customers and to expand business. NewAge Industries manufactures plastic and rubber tubing for a wide range of industries, as well as AdvantaPure® high purity products and single use systems for the pharmaceutical and biological markets.

"We're very pleased to have Michael as part of our team," notes Stephen Kuhns, National Sales Manager. "His experience involving tubing and fabricated plastics makes him an asset to both our customers and our staff."

At NewAge Yakes is tasked with account management and sales growth for the company's plastic tubing, reinforced hose, fittings and customized products. Based near Chicago, he covers Illinois, Indiana, Kansas, Kentucky, Michigan, Missouri, Ohio and eastern Wisconsin.

Yakes' background includes senior sales and management positions with plastics, healthcare and specialty paper companies. He has over 20 years of sales experience in both inside and outside capacities, a proven track record of growth, and knowledge of customers and markets within the Midwest region.

Texcel is pleased to announce the unveiling of their new e-commerce website. The new, easy-to-use site has a wide variety of features making it easier and more convenient for their authorized distributors. Upload purchase orders from Excel; Speed up ordering with "Order Pad" options; View tracking numbers and other delivery information; View statements; Use "filtering" to find products quicker and easier; and On-demand service with our live chat feature.

Texcel is also pleased to announce some new product additions to their line: Gamma-HTA is a rugged Hot Tar & Asphalt Hose specifically designed for the transfer of petroleum-based products such as high temperature asphalt, tar and hot oils. Sigma-RH-Discharge is a Red PVC Heavy-Duty Lay-Flat Discharge hose designed for higher pressure applications. Tex-SUPERSLAB-10 is a Heavy Gauge 60 Duro Neoprene available in 1" x 48" x 10' slabs. For more information, please visit www.texcelrubber.com or call at 1-800-231-7116.

Rick Lafrance, Vice President of Information Technology is pleased to announce the launch of **Red-L's** new business-to-business (B2B) website. The B2B Integration will provide Red-L customers eCommerce functionality that simplifies data sharing 24/7. The company expects conducting more business electronically will enhance ongoing growth and profitability providing its customers with a mutually rewarding service. For more information contact Red-L Distributors Ltd. Corporate Headquarters, 9727 - 47 Avenue, Edmonton, AB. T6E 5M7. P: 1-780-437-2630, E: support@redl.com.

HosePower is excited to announce its acquisition of Hose Products, Inc., a hose service company with 24 years of service to the Permian Basin area! The five locations throughout Odessa, TX, San Angelo, TX, and Hobbs, NM, gives HosePower an extended service area in the oil and gas market. For more information, please visit www.hosepower.com or phone 1-888-557-6469.

Coxreels® is pleased to announce a new re-engineered outlet riser on the 1175 and 1185 Series reels. These two Series have been enhanced and now come equipped with a remodeled low profile outlet riser offering improved full flow characteristics.

The 1175 and 1185 series feature a new one-piece swept outlet riser and replace the machined flange riser and o-ring flange seal for maximum full-flow fluid path. This innovative low profile outlet riser along with the open drum slot design also allow for a non-crimping, flat smooth hose wrap. These series of reels, featuring a sturdy one piece all welded "A" frame base for maximum stability, handle 1" and 1-1/2" hose I.D and are perfect for high-flow watering and high volume fluid delivery applications. For more information, contact Customer Service at 1-800-269-7335 or visit www.coxreels.com.

PIRTEK Kent has provided on-site hose repair service in the Seattle, WA area since 2006. In the fall

Owner Gabe Gilliam received a call from their customer at the Washington State Fair in Puyallup, WA. This year they added a new attraction, a looping inversion roller coaster which is called the Rainier Rush. It is the only model of this ride in the United States.

It will take riders over 60 feet in the air before catapulting downhill around wild loops, along wavy tracks and bendy curves. The roller coaster needed service to ensure maximum performance during the debut in September 2013.

Rios installed new hydraulic motors on the track just before the coaster cars would navigate the upside down loop. Rios plumbed three motor pumps on this section to speed up the trains. He also installed a new electric control valve on a tank and plumbed it into the internal manifold with hoses. Rios measured, cut and installed hose assemblies in various lengths and sizes. There were 8 PFMU25 hose assemblies with JIC fittings and ferrules and three 115 feet PFMU25 hose assemblies with JIC and NPTF fittings and ferrules. A variety of adapters were used including JIC and NPTF Elbows. Rios also provided a new custom mounting plate, check valves and gauges. The job was completed in six hours with a very happy customer, who has already contacted PIRTEK Kent for other jobs.

PIRTEK Kent is located at 22018 68th Avenue South in Kent, WA. It serves as home base for its mobile fleet and is a convenient hose assembly source for walk-in customers.

Smart-Hose Technologies is pleased to announce the addition of Geoff Pearce to their sales team. Geoff has over 35 years experience in the industrial gas and process chemical hose industries and holds a Higher National Certificate in Engineering. He has represented industry leaders including ERIKS Hose Technology and had 16 years of service to Aflex Hose Ltd., as its International Sales Manager and later its Vice President of sales.

Geoff resides in Brighouse, in the United Kingdom and will be working within the UK, European and Middle Eastern markets. To schedule a Smart-Hose sales meeting, joint calls or contacting Geoff, he can be reached at 44 (0)788 187 4713 or gpearce@smarthose.com.

Power Drives, Inc. (PDI) celebrated the opening of its newest Eaton Aeroquip Express Hose Center in Tonawanda, NY on December 9, 2013. This is PDI's fourth retail location, with other stores in Buffalo, Rochester and Erie, PA. The retail operations bring many products distributed by Power Drives into a clean, well-lit showroom, highlighting all the major manufacturers. Custom hose fabrication is a key element of the PDI stores. Trained specialists are on-site to

CONNECTIONS

continued

assemble hydraulic hoses up to 2 inches in diameter, while the customer waits. The majority of first-time customers to the stores need a custom Eaton Aeroquip hydraulic hose assembly. Once in the store, customers are able to see the wealth of industrial products PDI has to support their operations, and this keeps customer coming back. The primary goal of each store is to tailor inventory to the local geographic area and be the 'go-to' location for hydraulic, pneumatics and mechanical components. For more information, visit pdiretail.com or call 1-800-888-1373.



The **Parker Industrial Hose Division** is preparing



to introduce a new multi-platform mobile application: **Hose Finder**. The **Hose**

Finder app contains a guide to select the most appropriate Parker hoses based on STAMP and other specific application requirements, catalog product data and a convenient Parker industrial hose distributor locator.

Visit Safehose.com and register via News/drop-down to be among the first to receive additional information for the impending **Hose Finder** introduction, product updates and other divisional news.



The **Gates Corporation** recently exhibited at



IFPE 2014 during CONEXPO-CON/AGG in Las Vegas, Nevada. The hose and belt manufacturer introduced

its new industrial hose naming and color-coding system. The new structure uses descriptive, intuitive, and sensible names to streamline hose selection, reduce hassles, and help eliminate downtime. The company has created icons for each major industry category and a color to match. All Gates industrial hoses will henceforth be imprinted with new, color-coded laylines identifying the industry or application.

"Most of the product names in the marketplace today – including ours – are totally meaningless," said Gates Industrial Hose Product Line Manager Tony Widhalm. "You'll find products named after animals, insects, and everything in between. At Gates, we're rebranding our entire industrial hose product line to exist within 14 'family' names that identify the actual application like Chem Master™, Fuel Master™, Mine Master™, etc. And the new hose laylines will also be color-coded by product category for easy identification."




IR-G Celebrates 25 Years of Family Ownership

For 25 years customers have been able to depend on IR-G as a fabricator and distributor of hydraulic and industrial hose, metal hose, belts, couplings, gaskets and other industrial products. It was April, 1989 when George and Joyce Fournier purchased the assets of the Nashville, Tennessee company from bankruptcy. In 2011, Mark Fournier, their son became President, and their daughter, Donna Nock became Vice-President. George then assumed the role of CEO, while Joyce remains the company treasurer.



team members. While the company has grown over the years, its primary mission has not changed: to consistently produce and promptly deliver the highest quality industrial

supply products and services to its customers. IR-G's unique philosophy of taking care of its employees first, its suppliers second and its customers third guarantees success. Mark Fournier emphasizes this thought by stating, "We understand that when our employees and suppliers are treated well, our customers will be treated exceptionally well."

The future is bright, and the company looks to continue its growth as they celebrate 25 years of serving the hydraulic and industrial needs of the mid-South. 

Over the years, IR-G has expanded to include locations in Cookeville and Clarksville, TN, Blytheville, AR, and most recently Decatur, AL, and now has 33

BusinessVoice®

New Member Benefit – Value Partner BusinessVoice

NAHAD has added BusinessVoice as a new Value Partner. BusinessVoice has created a unique On Hold Marketing program specifically for NAHAD members. It guarantees you special pricing, proactive content updates, and brand reinforcement for your company.

Founded in 1989, BusinessVoice is a pioneer in the On Hold Marketing industry. They've won more than 100 awards for creative and marketing excellence. Their work for a NAHAD member was voted the Best On Hold Marketing Production in 2013, at the OHM industry's annual conference.

With a comprehensive BusinessVoice On Hold Marketing program, you'll receive:

- **Customized content.** You'll have a dedicated Creative Consultant who will work with you to create fresh, engaging content that's written to meet your marketing needs.

- **Proactive updates.** Your callers will never hear stale or outdated content. Your Creative Consultant will update productions on a quarterly or tri-annual basis, depending on your program design.
- **Remote delivery.** The no-touch BusinessVoice system is convenient. There are no tapes, MP3s, or CDs to worry about!
- **No up-front capital expenditure.** Installation of the equipment is included as part of your BusinessVoice program.

To get started, contact Brian Burk at (419)724-7368 or bburk@businessvoice.com. You can learn more about the program here.

"The program has been fantastic. Their creative people and production folks do a great job."

*Scott Schoepf,
Marketing Director of Triad Technologies*

Composite Hose (Handbook)

- Malcolm Amos, Adelaide Belt & Hose
- Julia Eppingstall, BAT Industrial Products
- Phil DiBenedetto, GHX
- Jeff Little, GHX
- Tom Collins, Radcoflex Australia

Hydraulic Hose (Handbook)

- Clayton Pieri, Allied Rubber & Supply
- Jeremy Bass, Amazon Hose
- Derek Berlin, Hydra-Flex, Inc.
- Ben Gregory, Hydro Hose
- Andrew Pace, LewisGoetz
- Jeremy Halliday, LewisGoetz
- Mikel Gardiner, LewisGoetz
- Jeff Schwendiman, LewisGoetz
- Cody Cherrington, LewisGoetz
- Mike Milsap, McCarty Equipment
- Terry Pirtle, McCarty Equipment
- Derek Lewis, McCarty Equipment
- Stephen Brown, McCarty Equipment
- Andrew Dale, McCarty Equipment
- Scott Toman, MILPAWS
- Jeff Ellwell, Omni Services
- Ray Soto, Omni Services
- Steve Houde, Omni Services
- Adam Gentry, Power Equipment and Engineering
- Hein Wiik, TESS
- Kevin Jenkins, LewisGoetz

Fluoropolymer Hose (Handbook)

- Phil DiBenedetto, GHX
- Colton Donath, Omni Services
- Mark Platt, Omni Services
- Ray Soto, Omni Services
- Al Iraola, Omni Services
- Jeff Elwell, Omni Services

Corrugated Metal Hose (Design and Fabrication)

- Leo Jeffers, Hose Sales Direct
- Ryan McCay, Summers Rubber Company

Industrial Hose (Design and Fabrication)

- Chris Murphy, Alaska Rubber
- Andrew Barbosa, Alaska Rubber
- Cody Layton, Alaska Rubber
- Fam Fautanu, Alaska Rubber
- Biff Franklin, Alaska Rubber
- Scott Graika, Alaska Rubber
- Paul Lombardo, Allied Rubber & Supply
- Bismarck Martinez, Amazon Hose
- Dave Staib, GHX

- Chris Desselle, GHX
- Leo Jeffers, Hose Sales Direct
- Ben Gregory, Hydro Hose
- Jeff Schwendiman, LewisGoetz
- Bryson Pace, LewisGoetz
- Cody Cherrington, LewisGoetz
- Michel Mathias, LewisGoetz
- Terry Pirtle, McCarty Equipment
- Derek Lewis, McCarty Equipment
- Stephen Brown, McCarty Equipment
- Andrew Dale, McCarty Equipment
- Scott Toman, MILPAWS
- Bob Sandefur, Omni Services
- Jeff Elwell, Omni Services
- Erica Lavallee, Omni Services
- Dan Gellner, Omni Services
- Ray Soto, Omni Services
- Eric Tebbenhoff, PRC Industrial Supply

Composite Hose (Design and Fabrication)

- Julia Eppingstall, BAT Industrial Products
- Ryan McCay, Summers Rubber Company
- Trevor Davis, Radcoflex Australia
- Tom Collins, Radcoflex Australia

Hydraulic Hose (Design and Fabrication)

- Andrew Barbosa, Alaska Rubber
- Scott Graika, Alaska Rubber
- Greg Gladieux, Alaska Rubber
- Ben Gregory, Hydro Hose
- Cody Cherrington, LewisGoetz
- Terry Pirtle, McCarty Equipment
- Derek Lewis, McCarty Equipment
- Andrew Dale, McCarty Equipment
- Stephen Brown, McCarty Equipment
- Jennifer Himes, Omni Services
- Jeff Elwell, Omni Services
- Erica Lavallee, Omni Services
- Dan Gellner, Omni Services
- Adrienne Smith, Omni Services
- Adam Gentry, Power Equipment and Engineering

- Leo Jeffers, Hose Sales Direct
- Kevin Jenkins, LewisGoetz

Fluoropolymer Hose (Design and Fabrication)

- Dick Calarese, Omni Services
- Jeff Elwell, Omni Services
- Mark Platt, Omni Services
- Dan Gellner, Omni Services
- Ryan McCay, Summers Rubber Company



John Johnson
Baltimore, MD - GHX Industrial, LLC



Dave Staib
GHX Industrial, LLC



Glen Wills
Baltimore, MD - GHX Industrial, LLC

Editor's Note

We would be glad to publish pictures of your employees receiving their certificates in an upcoming issue of the *NAHAD News*.

Please send them to kthompson@nahad.org.

INSIDE WASHINGTON



The second part of a two-part series
on Coalitions

COALITIONS

The National Association of Wholesaler-Distributors (NAW)'s COALITION LEADERSHIP AND PARTICIPATION - STRENGTH IN NUMBERS

One of the most effective ways to fight a legislative or regulatory battle in Washington is through coalitions in which organizations like NAW unite to achieve a common goal. Coalitions multiply the Washington-based and grassroots power of each organization's members, thereby making the whole stronger than the sum of its parts. By effectively mobilizing this political power, coalitions also become a much sought-after resource for legislators and public policy-makers. As a member association of NAW, NAHAD is part of this umbrella organization and its coalitions.

N · A · W For this reason, NAW serves its members by participating in a significant number of coalitions that deal with a wide range of issues important to wholesaler-distributors. NAW is frequently a founder of important business coalitions and just as frequently serves them in a managerial capacity. In recent years, industry goals such as the enactment of tax relief legislation, opposing parental leave and other government-mandated employee benefits, defeat of the so-called Employee Free Choice Act or card check legislation, advancing Federal legal reform measures, and opposition to repeal of LIFO – pocket-book issues affecting a wholesaler-distributor's bottom line — all have been furthered by NAW coalition participation.

Each of the coalitions listed below has similarly served wholesale distribution more generally by enhancing NAW's legislative and information networks and by raising the industry's visibility in Washington.

BUDGET / TAXATION / REGULATION / GENERAL GOVERNMENT

The Alliance for Energy and Economic Growth (AEEG)

The Alliance for Energy and Economic Growth is a broad-based coalition of more than 1,200 members that develop, deliver or consume energy from all sources. With members in every state, the Alliance represents consumers; energy companies involved in all phases of energy exploration, production and transmission; agricultural groups; and business and labor organizations—all united in support of a comprehensive national energy plan.

Coalition for Affordable American Energy (CAAE) • Founding Member • Management Committee

CAAE is a coalition of business consumers of energy and was formed by NAW and several allied trade associations in 2008 in response to skyrocketing energy prices. CAAE advocates for the development of all available domestic energy sources including alternatives, renewables, coal, oil and gas, and opposes enactment of the so-called “cap and trade” legislation.

Coalition for Fair Effective Tax Rates (CFETR) • Co-Founder • Management Committee

CFETR was formed in 2013 to urge that any tax reform legislation be viewed through the lens of effective tax rates, the amount of taxes businesses actually pay, rather than statutory tax rates. The coalition advocates for tax reform that levels the playing field, broadens the tax base, and increases fairness in the tax code by basing reform on effective tax rates.

Coalition for Fairness in Tax Compliance

A coalition formed in 2007 to address legislative and regulatory efforts to close the “tax gap” – the amount of tax revenue owed to the government but not remitted, estimated to be more than \$350 billion each year. The mission of the Coalition is to ensure that efforts to enforce payment of the taxes that are owed but not voluntarily paid do not over-reach and impose costly regulatory burdens on law-abiding taxpayers, particularly small businesses.

Coalition for Transportation Productivity (CTP)

CTP is a coalition of shippers and allied associations dedicated to increasing the Federal vehicle weight limit to 97,000 pounds for vehicles equipped with an additional (sixth) axle. CTP advocates for heavier – not bigger – six-axle trucks that meet the same safety standards as trucks currently allowed on interstates. Raising interstate weight limits for six-axle tractor-trailers would effectively help address the safety, economic and environmental challenges facing the nation's freight transportation network. CTP supports a user fee on units equipped with the additional axle that would be used for bridge repair.

Family Business Estate Tax Coalition • Co-Director

A coalition of over 100 national trade associations committed to permanent repeal of the estate “death” tax. FBETC lobbied for the compromise death tax provisions enacted in the 2010 lame duck session of Congress – 35% rate with a \$5 million per spouse exemption – to prevent return of a 55% rate on estates over \$1 million. FBETC will continue to advocate for permanent full death tax repeal.

Fiscal Responsibility Coalition • Co-Founder • Management Committee • Steering Committee

A coalition composed of business organizations and advocacy groups which joined together to support fiscal restraint and budget priorities to win the war on terrorism, assure homeland security, and strengthen the U.S. economy.

The [Last-In, First-Out] LIFO Coalition • Co-Founder • Executive Secretariat • Steering Committee

The LIFO Coalition, organized and led by NAW, was created in May 2006 in response to the Senate Republican Leadership's proposal to repeal the LIFO accounting method as part of their legislation to respond to high gas prices. President Obama has proposed LIFO repeal in each of his budgets. In addition, the President's Deficit Reduction Commission included LIFO repeal in its



National Association of Manufacturers (NAM) Annual State of Manufacturing Address

President and CEO Jay Timmons heralded the renewed vigor of the manufacturing sector in his annual State of Manufacturing address on February 25. “Today, I’m pleased to report to you that manufacturing in America is making a comeback,” Timmons said before an audience of 150 business, professional and community leaders at the Greater Houston Partnership in Houston, Texas, the nation’s number-one city for manufacturing. “That’s a tribute to the hard-working men and women who produce the goods and generate the ideas that power the U.S. economy as well as the global economy.”



Timmons’ address garnered significant media coverage in Washington and across the country. His RealClearPolitics op-ed, “Manufacturing: A Key Ingredient for U.S. Growth,” reached a national audience Timmons participated in an interview with the nationally syndicated “Morning in America with Bill Bennett” radio show.

Timmons outlined just how manufacturing contributes to growing the economy at home and increasing our competitiveness abroad. For the first time in history, manufacturing in the United States surpassed the \$2 trillion mark in 2013. “Our manufacturing sector alone is larger than the entire economies of all but seven countries, and manufacturing exports have reached an all-time high.”

The future of manufacturing could be even brighter. According to the Manufacturers Alliance, manufacturing employment can grow by more than 300,000 jobs every year, and the economy can grow by an additional \$1.5 trillion if manufacturing’s share of the U.S. economy rose from 12 percent to 15 percent—where it was at the beginning of the last decade. Manufacturers, Timmons said, must therefore confront the question, “How do we ensure that manufacturing in the United States is robust, dynamic and ready to meet the needs of our economy and our workers?”

Timmons’ answer called for a focus on products, people and policy. Manufacturers in the United States are making more products today and making them better than ever before. But they need people—specifically, a qualified workforce—to fill manufacturing jobs from the shop floor to the C-suite. Although opportunities abound, 82 percent of manufacturers report unfilled jobs due to the skills gap. The NAM is taking the lead to address the skills shortage. The NAM Task Force on Competitiveness & the Workforce met earlier in February to discuss ways to develop the next generation of manufacturers. The Manufacturing

Institute, one of the NAM’s independent affiliate organizations, runs a skills certification program that enables U.S. workers to receive a portable credential demonstrating the skills they possess.

Manufacturers are also working to increase STEM (science, technology, engineering and mathematics) education and bring

women and service members into the fold.

Another critical factor in the “people equation” is immigration reform. The NAM has been a strong, consistent voice for comprehensive immigration reform in Washington.

Timmons then moved on to the policy component. The scope of policies that impact manufacturing—and the people who work in manufacturing—is incredibly broad and incredibly impactful. While there are many reasons to be optimistic about the future of American manufacturing, government overreach poses the biggest threat. As the President and his team take more aggressive executive action, and as Congress has become more gridlocked, more of these regulatory battles are playing out in the courts. That’s why the NAM is making a strong commitment to litigating on behalf of manufacturers through our Manufacturers’ Center for Legal Action. We’re involved in a number of cases, including a Supreme Court case against the Environmental Protection Agency’s (EPA) greenhouse gas regulations, and we won a major victory against the National Labor Relations Board’s overreach into the workplace. The NAM also continues to push back against federal overreach into the workplace; advance an “all-of-the-above” energy strategy; advocate comprehensive tax reform; provide real solutions that bring down health care costs, giving manufacturers and other employers a greater ability to plan for the future; secure a trade agenda that allows our products to reach the 95 percent of consumers who live outside U.S. borders; and more.

The manufacturing sector in the United States holds the key to economic growth and the competitiveness of the United States on the global stage.

NAHAD is a member association of NAM and NAHAD’s Executive Vice President, Joseph Thompson serves on NAM’s Council of Manufacturing Associations.

report in December, 2010, and repeal remains part of the discussion of both deficit reduction and tax reform. The Coalition’s top priority today is persuading Congress not to include LIFO repeal in any comprehensive tax reform proposal.

Marketplace Fairness Coalition • Management Committee • Steering Committee

A coalition of national, state and local trade associations and companies advocating the enactment of Federal legislation to empower states to require remote sellers to collect and remit state sales and use taxes on on-line sales just as “brick and mortar” business do.

Tax Relief Coalition • Co-Founder • Executive Secretariat • Management Committee • Steering Committee • Legislative Working Group

A coalition of over 1,000 organizations, representing 1.8 million businesses, which worked to help enact the 2001 and 2003 tax cuts. TRC was very active in support of extension of the 2001 and 2003 rates in the 111th Congress and will continue to advocate for enactment of comprehensive tax reform that encompasses both the corporate and individual tax rates, simplifies the law, and broadens the tax base to ensure a fair system.

Zero Capital Gains Tax Caucus Coalition

A coalition of associations who believe that all capital gains taxes should be abolished, and have joined together to make this belief a reality.


In Memoriam

Industry Friend and Partner

It is with great sadness that the Industrial Supply Association announces the sudden death of **John Buckley** on February 12 of an apparent heart attack. John served as Executive Vice President of ISA since July 2004. Known for his energy, passion, knowledge of the industry and team building skill, John will be sorely missed.

John began his long and illustrious career in the wholesale distribution industry 30 years ago. Starting out in the member services side of the association management business, he held a variety of positions working on retention and recruitment through research and economic reporting. He spent 25 years with the National Paper Trade Association and was one of the founders of the Paper and Plastics Education Research Foundation. He also published the award winning association magazine, *Sales & Marketing News*.

John served on the Board of Directors of **NAW**, the Distribution Research and Education Foundation and the U.S. Chamber of Commerce Committee of 100. For 20 years, John represented the U.S. at EUROPA and the Common Market Congress of the Paper Industry. He was an advisor to four startup companies in the real estate development, technology and digital advertising areas.

John was ISA's chief staff executive and he also served on the ISA Education Foundation Board of Trustees and the Advisory Board for the **Industrial Careers Pathways**. In his role as ICP advisory board member, John served alongside of NAHAD staff member, Amy Luckado and NAHAD past president, Curtis Sprague. 

In Memoriam


Lauralea T. "L.T." Goodall of Chestertown, MD died on Sunday, February 23, 2014 at Hospice of Queen Anne's, Inc., after a graceful battle with cancer. She was 68. L. T. was the beloved wife of Richard L. "Dick" Goodall, CEO of **Dixon Valve & Coupling Company** and the mother of Taylor Goodall, Vice President of Distribution for the company. In 2013, L.T. was a proud member of the audience when Dick received the George W. Carver award for outstanding commitment to industry excellence from the NAHAD community.

LT was born on June 15, 1945 in Blackwell, OK. She was the daughter of the late Frank and Anilee Turvey Taylor. She graduated from Tonkawa High School, class of 1963, where she was President of the student council, homecoming queen, and cheerleader. She also played basketball and was 50 yard dash – State Champion. L.T. attended Northern Oklahoma College, University of Oklahoma and graduated from

Kansas State University in 1967, earning a Master's Degree in Journalism in 1969 and was a proud member of Alpha Chi Omega.

In 1970, she married Richard Goodall and they lived in Philadelphia. L.T. was the first female IBM sales representative and won sales representative of the year, her first two years. She opened a children's clothing store in Stratford, PA and later in Chestertown, MD when she and her husband moved in 1976. L.T. ran the clothing store into the 1980's when she decided to become a Real Estate Agent.

In addition to her husband and best friend, Dick and her son, Taylor, she is survived by a daughter, Kate Goodall Gray and husband Kenny of Chestertown, MD.

In lieu of flowers, contributions may be made in her memory to Horizons at Radcliffe Creek School, 201 Talbot Ave. Chestertown, MD 21620. 

NewAge® Industries Celebrates Its 60th Anniversary

Much has changed since 1954 when founder Raymond Baker, a young salesman-turned-entrepreneur, purchased a small company that produced and sold metal hardness testing instruments. Although Baker was successful in the testing equipment industry, he came across a completely different item that he liked and believed would sell well.

He started a second product line with that item, Nylobrade® PVC hose, and it continues to be one of NewAge Industries' top-selling products.

"It's exciting to see NewAge reach the sixty year mark," stated Ken Baker, CEO. "The company has far surpassed what my father envisioned back in the fifties. We're now a global manufacturer, involved with dozens and dozens of industries, with a loyal and long-standing customer base that relies on the quality of our products and our people."

Through the years NewAge went from distributing plastic and rubber tubing and reinforced hose, to manufacturing it, to exploring emerging markets and becoming a leader in single-use tubing products for clean-application industries. The testing instruments part of the company was sold in early 2000 and allowed the company to focus on improving and expanding its tubing business.


Today NewAge offers unreinforced tubing and reinforced hose in many types of materials and specializes in products for the pharmaceutical and

biopharmaceutical industries through its AdvantaPure® high purity division. The company also offers automated product identification and tracking systems involving RFID through its Verigenics™ group.

NewAge is headquartered in Southampton, Bucks County, Pennsylvania, just north of Philadelphia. Recent improvements at the facility include a rooftop solar panel array that generates half of the company's electricity requirements, a new trash recycling program, new lighting and windows, new electrical motors for building operation functions, proper electronic waste recycling, and reduced water usage thanks to changes in manufacturing processes.

NewAge Industries' team members own forty percent of the company through an ESOP (Employee Stock Ownership Plan). They have a thorough understanding of how their everyday actions affect the company's bottom line and ultimately their own. Improvement initiatives are a standard practice at the company.

In addition to promoting the sixtieth anniversary on its website, in its advertising and at industry tradeshows, NewAge plans to observe the occasion with a corporate-wide team member celebration.

"You don't reach the sixty year mark without focusing on quality, investing in your future and appreciating your employees," noted Baker. 



First Quarter 2014 Shows Economic Optimism from US Manufacturers

Recent events around the world remind us that the global economic and political environment remains uncertain. Manufacturers have had to cope with weather-related softness over the past few months, worries about the geopolitical situation and slowing growth rates in some of our largest trading partners, specifically China. Despite these challenges, they continue to be mostly upbeat about future activity.

The latest NAM/IndustryWeek Survey of Manufacturers found that 86.1 percent of respondents were positive about their company's outlook, up from 78.1 percent three months ago, with increased expectations for sales, exports, employment and capital spending. Still, smaller manufacturers were less positive, particularly in their investment plans. The top challenges were the business climate and rising health care and insurance costs, with respondents noting the need for comprehensive tax reform and expressing concern about ever-increasing regulatory burdens.

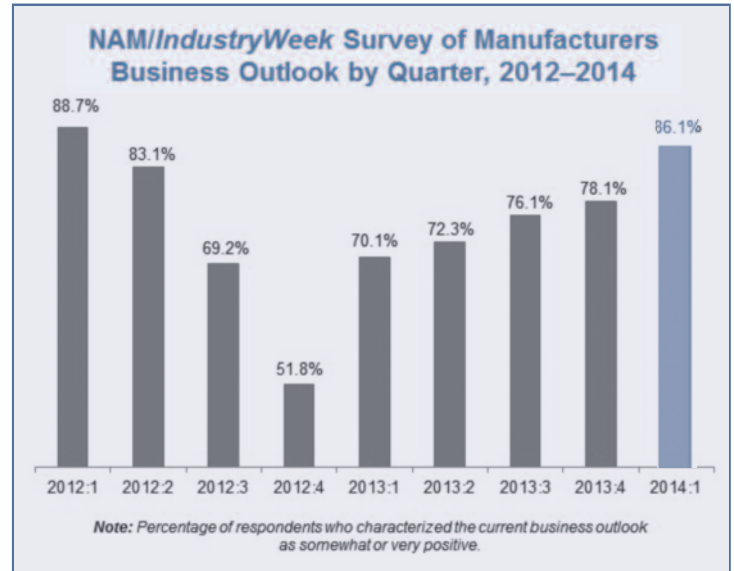
Government regulations were also cited as the most important problem in the latest National Federation of Independent Business (NFIB) survey of small business owners. It

was one of two sentiment surveys released last week showing reduced confidence. NFIB's Small Business Optimism Index fell sharply, down from 94.1 in January to 91.4 in February. The percentage saying it was a good time to expand declined, with weak sales and earnings expectations. Likewise, preliminary March consumer confidence numbers from the University of Michigan and Thomson Reuters were also lower, perhaps reflecting concerns about job and income growth.

On the positive side, retail sales began to rebound in February, up 0.3 percent. While this was not enough to make up for the weather-induced declines of December and January, it did suggest there were possible "green

shoots" on the consumer spending front, with Americans starting to return to the stores. For instance, the auto sector saw modest sales gains in February, a trend seen in other hard-hit sectors as well. ➤

Excerpt from Full Report dated March 17, 2014 from Chad Moutray, Chief Economist, NAM



New Board Members and Officers Orientation

With NAHAD Board elections concluded in early February, the incoming board members and new Treasurer gathered in Annapolis, Maryland recently to receive an orientation to the business of the association and to see the NAHAD office and staff.

The new Board members include: Dean Gordon, President of DEETAG, LTD. 15825 Robin's Hill Road London, ON CANADA; Sam Petillo, Vice President/Regional Manager of SUMMERS RUBBER COMPANY 12555 Berea Road Cleveland, OH and Edmond S. Solymosy, Jr. President of APG 6039 Armour Drive Houston, TX. They will each serve a three-year term and will be formally introduced to the

NAHAD membership at the annual meeting of members on Monday, April 27 in Phoenix, AZ.

Marvin "Skip" Bruce, President of CATAWBA INDUSTRIAL RUBBER COMPANY, INC. 4629 Dwight Evans Road Charlotte, NC is NAHAD's incoming Second Vice President and Treasurer. He will also begin his term of office in April, serving as an officer for the association.

The orientation included a welcome from NAHAD's president, Terry Weiner and incoming President Mark Fournier. Terry will preside over the 2014 Annual Meeting and Convention in Phoenix, where he will turn over the office to Mark at the conclusion of the convention. ➤



Visiting the Annapolis headquarters and pictured from left to right: First VP Mark Fournier, Ed Solymosy, Dean Gordon, President Terry Weiner, Sam Petillo and incoming Treasurer Skip Bruce.

NAHAD Executive's Update

Continued from page 1



Joseph Thompson

blessed with strong and committed leaders, who ensure that the principles that were the foundation of the organization in 1984 continue to this day. The board, committees and staff

continue to focus resources on improving the business of each member company, and the professionalism of their employees. At the end of 2013, NAHAD company membership included 301 Distributors, 153 Manufacturers, 22 Associates, and 22 Affiliates, along with 382 branch operations, totaling 3,010 individuals. Since January 1, 2014, twelve additional companies have joined the Association in order to gain the benefits that membership offers.

To those members who were part of NAHAD's founding in 1984, we say a sincere "Thank you" for your Passion, Innovation and Execution. To all those who have joined NAHAD anytime since, we say "Thank you" for nurturing those values over the past thirty years and for working to ensure that NAHAD continues to **Make All the Right Connections!** ➤



THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

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

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.

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

Mail or Fax completed information to NAHAD:
105 Eastern Ave., Suite 104, Annapolis, MD 21403
Phone: (410) 263-1014 Fax: 410-263-1659 or email to: kthompson@nahad.org.

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.

NAHAD NEWS • CONNECTIONS FORM
Member to Member Exchange