

NAHAD News

JUNE 2018

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Save These Important NAHAD Dates

October 16-17...Hose + Coupling 2018 World Conference & Expo	George R. Brown Convention Center Houston, TX
April 5 - 1035th Annual Convention	Bellagio Las Vegas, NV

SEE MORE
PHOTOS at
NAHAD.com

NAHAD's 2018 Annual Meeting and Convention Recap

By Molly Alton Mullins, Executive Vice President, NAHAD

(excerpt from NAHAD Blog, visit www.NAHAD.org to subscribe and read full blog complete with testimonials, additional survey results, and data charts.)

NAHAD recently hosted its 34th Annual Meeting & Convention at the JW Marriott in Marco Island, Florida. In addition to offering attendees white sand beaches with breathtaking sunsets overlooking the Gulf, this year's Convention also served up some changes to the program to meet the changing demands of NAHAD attendees. So how did we do? NAHAD recently surveyed its attendees to find out what they liked, and what they didn't, about this year's Annual Convention.

Overall, the Program Exceeded Expectations

NAHAD prides itself on offering its members exceptional business and networking opportunities with great educational sessions available. This year's Annual Convention did not disappoint, with almost 60 percent of respondents saying this year's program "exceeded or highly exceeded" their expectations.

Changes to the Program Were Well Received

Last year attendees provided feedback that they would like more time to host company meetings and interact directly with customers. Based on this feedback, NAHAD designed a schedule with time specifically allocated to interact with customers. We sold out company meeting space with a record 40 room time slots reserved, and overall, 54 percent of respondents stated they preferred this format because it allowed more time to engage with their customers. A total of 23 percent would have liked more educational programming, so we will make sure to plan additional sessions in 2019 to meet this request.

What's in Store for NAHAD 2019?

Looking ahead to 2019, we are excited to host NAHAD's Annual Convention at the Bellagio from

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Set Smarter Goals

by Tom Reilly

"If you aim at nothing, you will hit it every time." Zig Ziglar

Our best sales practices study helped us identify what makes top achievers successful. A distinguishing factor among top-achievers is setting and achieving goals. Our research



shows that nearly 90 percent of top-achievers have written sales objectives and more than 70 percent of top-achievers have personal

goals outside of work. Top-achievers know the first step in achieving a goal is setting a goal.

Every achievement begins with a dream, an idea, or a vision. To accomplish the mission and realize the dream, the person establishes benchmarks (goals or objectives) to gauge one's progress. The individual then steps on the path that leads to the goal.

Most people set goals; some even achieve them. Sadly, fewer than ten percent of those who set New Year's resolutions stick to them. Experienced and successful goal setters set SMART goals. SMART is an acronym intro-

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Welcome New NAHAD President, Karen Brandvold

Dear NAHAD Members,

Wow! What a great NAHAD Annual Meeting and Convention we just had in Marco Island. The attendance was near record high, the speakers offered many relevant business insights and the location was beautiful. Thank you Scott Moss for your contribution to the successful convention and for your leadership and commitment to NAHAD's mission these past years.

I am truly honored to be incoming president of this thriving organization. As technology advances further and faster, as the pressure of consolidation accelerates and as our available workforce shrinks the challenge to deliver profitable growth – consistently – becomes that much tougher. NAHAD is here to help. In this year ahead, I would like to focus on two priorities, 1) increasing member engagement within NAHAD and more specifically the Distributor Performance Dashboard (DPD) Benchmarking Program and the Hose Safety Institute; and 2) increasing diversity within NAHAD and our industry. I believe there is a business case for both.

As we are on a quest to improve our company's performances, the notion of benchmarking cannot be ignored. Benchmarking is used by top performing companies in all industries. It can be used to identify areas of opportunity as well as validate our own assumptions. Benchmarking helps us to set performance expectations. How do you stack up on Sales per employee? Gross Margin percent? Inventory turns? Where is your company on the leaderboard? If you know where you stand on the leaderboard – and more importantly “why” – how much more confident would you be about facing the future, and about setting goals and priorities?

I would also like to reflect for a moment on the concept of diversity. This year the movies brought us Black Panther and Wonder Woman – and these two films, with let's call them “less than traditional” superheroes – exploded in the box office. A fact not lost on me as I became the first woman president of our association in its 35 years of existence. But I consider myself a business person and an industry professional. So my own personal support for and encouragement of even more diversity is grounded in business, and I am not alone. McKinsey & Company just completed a study which showed gender and ethnic diversity clearly correlate with profitability. The likelihood of outperforming the national industry median in profitability was 21% higher if gender diverse and 33% higher if ethnically diverse. For every 10% increase in diversity on the senior-executive team, EBIT increased 0.8%. Similar results have been found by Gallup Group, Catalyst and a host of other studies. Couple this with the fact that women make up nearly half of our shrinking workforce and it is clear to have the most skilled and talented workforce, our companies need to learn how to attract and retain women and minorities as well as men. From my vantage point, facts like these make a compelling business case for diversity and as the business professionals we all are, we can perhaps agree it is a case we really do need to reflect upon. I urge you to join Women in NAHAD or WIN, and join us as we discuss and find ways to attract women to our industry.

As we are all on this “journey to get better,” be sure to take advantage of all NAHAD has to offer. Discover areas of opportunities for your company by participating in the DPD benchmarking program. Take advantage of the many other NAHAD programs such as the Hose Safety Institute which has set the standards for making safe hose assemblies. Additionally, if you would like to participate more fully in NAHAD's direction, consider joining one of NAHAD's committees. And please participate in WIN and help us attract and retain a more diverse workforce. It will be through our dynamic partnership, our dynamic ENGAGEMENT – between distributors, manufacturers and NAHAD that will make our companies and our NAHAD organization stronger and more relevant. Thank you for the honor of being your President this year.

Sincerely,

Karen Brandvold

Karen Brandvold
NAHAD President



Kuriyama of America, Inc.



Celebrating 50 Years of Innovation and Manufacturing

Celebrating its 50th anniversary this year, Kuriyama of America, Inc., a subsidiary of the Kuriyama Holdings Corporation, is a manufacturer and wholesale distributor of industrial rubber and plastic component parts, specializing in rubber and plastic hoses and hose fittings.

Today, the Kuriyama of America, Inc. group of companies includes eight subsidiaries and six distribution centers.

When it first opened its doors back in 1965, Kuriyama started out as a representative office; a reseller of goods imported from its Japanese parent company, Kuriyama Rubber Co., Ltd. Since then, through collaboration and acquisitions, it has grown into a global supplier with one of the most diverse product catalogs in the industry.

While the representative office was first opened in New York in 1965, it was not until 1968 that Kuriyama of America, Inc. would be incorporated in Chicago, Illinois at 777 Milwaukee Ave., as a wholly-owned subsidiary of Kuriyama Rubber Co., Ltd.

In 1978, Tigerflex Corporation was established as a joint venture with Kuriyama utilizing the “Tigerflex” brand name. No longer having to import these products, Kuriyama was now able to both manufacture these products in the U.S. and have them available for distribution to their distributors.

In 1984, Kuriyama Canada, Inc. was established in Brantford, Ontario, Canada, as a manufacturer of yarn and wire reinforced thermoplastic hose and tubing products. This was a significant development for Kuriyama in that it was their first wholly owned manufacturing plant for thermoplastic hose and tubing products in North America.

Elk Grove building, 1981



In 1989, Kuriyama acquired Accuflex Industrial Hose Ltd., a manufacturer of thermoplastic hose and tubing products in Guelph, Ontario, Canada.

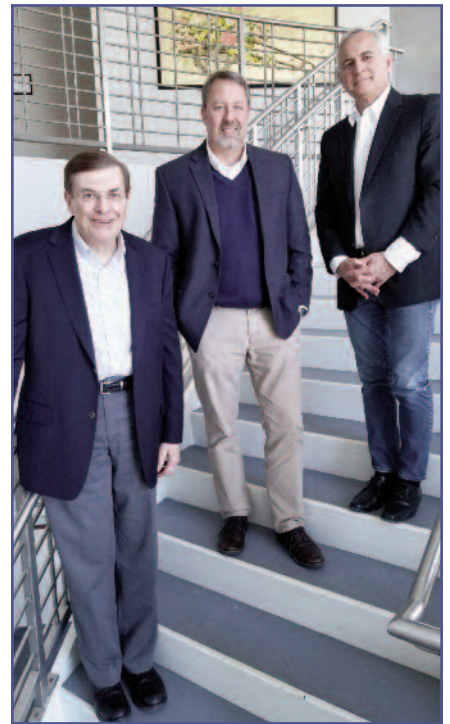
Hose Technology, Inc. in Williamsport, Indiana was acquired back in 1997 and got Kuriyama involved in the metal hose business. With this acquisition, Kuriyama also acquired additional land, enabling them to build Kuri Tec Manufacturing, Inc., a new manufacturing facility for thermoplastic hose and tubing based in the U.S.

Similarly, the acquisition of Piranha Hose Products (2005) brought the company into the high-pressure sewer and jetting hose and thermoplastic hydraulic markets.

In 2015, Kuriyama Holdings announced the acquisition of the Tipsa Group of companies with manufacturing operations in Spain and Argentina and sales, marketing and warehousing operations in the United States and Australia. The key product lines for Tipsa Group are specialty rubber blended layflat products designed for mining, agricultural, irrigation, oil and gas and water transport markets around the world.

Twenty years ago, Kuriyama’s competitive advantage was the breadth of its product line. Today, it still is their mantra to provide the widest assortment of hoses, tubing and accessories to their distributors, but they also offer customized solutions by virtue of their technical capabilities. Despite all of the changes in the industry, the company still values a one-on-one “human touch” approach to dealing

with customers. Besides the obvious advantage of building customer loyalty with good customer service, Kuriyama has also used this strategy to find gaps in the market, identify customer needs and develop products to meet those needs. 



Schaumburg building, 2005



*From left to right: **Gary Kammes**, Corporate Manager – Public Communications, **Brian Dutton**, Vice President and General Manager, and **Les Kraska**, President.*

President's Reception



Opening Beach Party



Hospitalities



General Session



The Singer Equities Team



Member to Member Exchange

CRP Industrial, full line supplier of Reinflex high-pressure thermoplastic hoses, produces a complete product line of airless paint spray hose assemblies that are available to ship from



CRP's New Jersey hose fabrication facility. CRP Industrial's market focused program has both wire and fabric reinforced products with a range of 1,900psi to 10,000psi working pressures in sizes from 1/8" to 1" inner diameters. Its fittings are designed and tested to properly work on the full paint spray line up. Most common end thread designs are available in both plated steel and stainless steel. They can customize with a unique layline or specific color or even design a specific hose for application requirements. Contact CRP Industrial at 1-800-526-4066 or visit www.crpindustrial.com for more information.



Bee Valve Inc. proudly announces the availability of its pressure gauge line. Bee Valve gauges are designed for use with gas, oil, water, and any other medium not corrosive to brass or bronze. Also available is a gauge line specifically designed for agricultural anhydrous ammonia applications. Gauge options available include single and dual scale, bottom and back mount, dry filled or glycerin filled, pressures up to 5,000 PSI. A vacuum gauge model is also available. Face sizes range from 1.5" to 4". Bee Valve Inc. is a manufacturer of low-pressure fluid control and handling products and offers a complete line of ball valves, couplers, adapters, strainers and fittings; as well as gaskets, clamps, gauges and sealants.



BEE VALVE INC.



Interpump Hydraulic Connectors is pleased to announce its partnership with Hose & Accessory Sales (HAS) of Houston, Texas. The partnership brings together two, experienced veterans of hydraulic hose. Interpump Hydraulic Connectors' product line is now available through HAS, who will serve as a sales agent for the brand in Texas, Oklahoma, Louisiana and Arkansas. The product line is



stored in Houston, Texas, at HAS warehouse – leased by Interpump Hydraulic Connectors – for quick delivery to best support the industry of the Gulf Coast. For more information about Interpump Hydraulic Connectors and its products, please visit www.interpumphose.com or call 1-844-745-6335.



Truex, Incorporated has recently been awarded the newest quality certification – ISO 9001-2015. A multi-day audit of Truex's management and quality systems



confirmed compliance to the Quality Management System standard. This certification is the newest available to manufacturers and shows Truex's continuing commitment to providing high quality products to our customers. Truex manufactures hose ferrules, brass garden hose couplings and custom deep drawn parts. Please visit www.truexinc.com to see our catalog of ferrules and garden hose couplings or contact us at (800) 458-7939



MCS Hydraulics is now member of the Hydro Holding. As an Italian stainless-steel manufacturer, MCS Hydraulics represents a further step in the group's strategic growth plan. The integration of stainless steel fittings in their portfolio allows them to enrich the product range, both with flexible hose fittings and with rigid pipe adapters.



NRP Jones is pleased to announce the recent investments to substantially increase capacity at the Nephi, UT hose manufacturing facility with the addition of new state-of-the-art braiders in addition to advanced wrapping and unwrap technology for hose produced at this facility. The additional equipment will deliver as much as a 20% increase in hydraulic hose capacity for NRP Jones. These improvements come on the heels of additional major upgrades made in 2017 that focused on improvements as well as substantial output capacity associated with NRP Jones Oilfield Hose products. The combined efforts and improvements will deliver measurable reduc-



tions of lead times enabling the distributor network to better meet the increased demands of the clients. Mark Prast (NRP Jones – COO), states "Our upgrades in 2017 positions NRP Jones with the ability to double our Oilfield Hose output, while our most recent investments provide us the capacity to increase our Hydraulic Hose output by 20%. Given the current market demands and economic pressures facing imported product, we consider these investments timely and feel assured we are better positioning our clients for continued market penetration and overall growth."



Manuli Hydraulics is always on the lookout for ways to improve both the efficiency and the quality of new and existing production operations. The company has reassessed its cutting equipment offering. After many hours of field testing, Manuli Hydraulics found the best solution for its partners: new cutting blades which are proven to provide an extended operational life of up to 2 times that of the current blades, a very clean cut and up to 50% noise decrease. These upgraded blades replace the previous 400 mm and 520 mm blades. Visit the website or contact a Manuli Hydraulics representative to find out more about this and the rest of the assembly equipment range.



Bishop Lifting has acquired Safeway Sling USA, a sling fabrication company headquartered in Greendale, Wisconsin. Safeway Sling USA is a manufacturer of 100% USA made nylon and polyester lifting slings as well as wire rope slings, chain slings, and tie-down assemblies that meet all WSTDA standards. Safeway Sling USA, Inc. has a proven record of excellence in designing and fabricating 100% USA made lifting slings for 40 years and has gained recognition as the "Gold Standard" for overhead lifting slings. Harold King, President of Bishop Lifting Products, stated that "we are excited with the addition of Safeway Sling to our family of companies. Safeway Sling has a proven track record in our industry of supplying the highest quality synthetic slings with the highest level of service. They will make a



great addition to our team.” Sue Szymczak, President of Safeway Sling USA, added that “We feel that BLP is the ideal fit to carry on our legacy of excellence.”

Bishop Lifting Products, along with **Singer Equities**, are wholly owned subsidiaries of SBP Holdings. Bishop Lifting is engaged in the fabrication, distribution and rental of wire rope, sling and rigging products and services. Singer Equities specializes in industrial hose, hydraulic hose, conveyor belt and gasket material fabrication and services. More information can be found at www.sbpholdings.com, www.safewaysling.com, and www.lifting.com.



Continental announced a new beverage hose; the Vintner Reserve transfer hose is easy to clean and lightweight; as well as crush & kink resistant. This



ContiTech

new hose, available in 1” to 3” ID’s, is primarily used for liquid transfer in wineries, breweries and for beverage production applications. Its Chlorobutyl tube will not impact taste or odor, is FDA/USDA compliant, and conforms to 3-A Sanitary Standard 18-03. Continental Crimp Specifications are now available with Sanitary Fittings for this hose. To learn more about Continental and the new Vintner Reserve hose, please contact them at 800.235.4632 or visit www.contitech.us.



Dixon is pleased to announce the recent addition of Kevin Hudak to its sales team. Kevin joins the company as Territory Manager after 18



The Right Connection®

years in the automobile/truck sales business where he started out in service and worked the last 4 years as Commercial Sales Manager. After organizational and product training at Dixon headquarters, Kevin will begin working with customers in southern California and southern Nevada to help grow their business.

Dixon exhibited their BC Series centrifugal pump at the 2018 NAHAD Convention. The pump features an uncomplicated design with the following advantages: all product contact surfaces 316L Stainless Steel, maximum flow 1200 GPM, Maximum head 300’, couples to a standard C-face motor, Unmatched Dixon service and inventory.



PIRTEK Broadway received high honors as **PIRTEK USA’s National**



Franchise of the Year for 2017 – the second consecutive year the San Antonio, TX, location has won the award. Owners Dean and Lisa Akin, who own two other PIRTEK franchises in Texas, received the award during PIRTEK’s annual conference, held this year in Scottsdale, AZ. This year’s annual conference in March also celebrated the 20th anniversary of PIRTEK’s launch in the United States. The event included workshops and panel sessions featuring owners and executives from PIRTEK Australia, where the PIRTEK brand was first launched nearly 30 years ago. “This is a real tribute to our team, to the people who make all this possible day after day,” said Dean Akin, who recently acquired PIRTEK Northwest Crossing in Houston and opened a mobile-only PIRTEK in Austin, TX. “I was so glad to receive this award again. It validates everyone’s hard work, and it shows that we’re on the right track.” The Franchise of the Year award recognizes high performance, excellence in franchise operation, personal commitment and enthusiasm for the PIRTEK brand. Read more at www.pirtekusa.com.



Equipment manufacturers recommend replacing bolts every time knives are sharpened or replaced to avoid costly downtime and catastrophic events. Failure of fastening bolts on the knives can result in damage to the more expensive knives and/or recycling processing machines. Manufactured under an ISO 9001:2015 quality system, replacement Granulator Knife Bolts from D&S Manufacturing, a division of **Hyde Industrial Blade Solutions (IBS)**, help reduce the risk of knife failure due to bolt fatigue.



Industrial Blade Solutions

D&S Granulator Knife Bolts are made from carbon alloy steel and are quenched and tempered to achieve optimum tensile strength. These Grade 8 bolts are rated to a minimum tensile strength of 150,000 PSI, strong enough to withstand the toughest granulating production challenges. For more information on replacement Granulator Knife Bolts from D&S Manufacturing and Hyde Industrial Blade Solutions, contact us at 54 Eastford Road, Southbridge, MA 01550 or call 800-872-4933. For more information, visit our website and at: www.industrialbladesandknives.com/markets/plastics-processing/ and download the brochures.



Solares Florida introduces its Single Load Arm truck loading skid, ideally suited for the avi-



ation fueling and small terminal/industrial market. SLA’s are available in 3” and 4” and capable to handle flow rates up to 750GPM and configurable for right or left-side loading tankers. Systems are fully equipped with strainer, dP gauge, flow meter, digital preset and control valve, RTD, pressure gauges, and ground/overflow monitor. Multiple SLA’s can be ganged together to provide multi-load arm capability at a fraction of the cost of custom-designed load skids. Its compact design cuts down on transport and handling expense – being self-contained, plug and play, and ships worldwide.

Solares is an industry leading systems integrator and distributor, providing mission-critical technology solutions for the downstream oil & gas market. The company is an Emerson Local Business Partner covering Florida, Central America, and the Caribbean. Its Refined Fuels and LPG/NH3 business unit excels in measurement and control technologies for the transportation, storage, and custody transfer of hydrocarbons. Solares is ISO 9001:2008 certified. Visit www.solaresflorida.com for more information.



Proco Products, Inc is excited to announce Leticia Valdez as a new addition to the Customer Service Team.



Leticia has seven years of expansion joint experience and will be a great asset to the sales staff. Please feel free to contact Leticia leticia.valdez@procoproducts.com for all expansion joint needs.



Lillbacka USA recently announced that the new Finn-Power ICC Control is now being delivered on the Serial and Heavy Duty product lines. Serial and Heavy Duty crimpers are frequently used by NAHAD members for professional, high quality hose crimping. The ICC is the first control built specifically for a crimper. The ICC gathers critical crimper parameters unlike any other crimper and presents them in real-time on a hardened industrial screen. The industrial-grade screen is able to handle harsh environments and is ‘glove friendly’. This single screen control is easy to navigate through programs, work queues and user profiles. The ICC uses simple Icons to allow you crimp in 1 standard mode and 4 optional modes. The modes are aligned with the

CONNECTIONS

continued

desired crimp process and result. ICC Basic allows you to quickly and accurately crimp to a programmed diameter. There are 4 other ICC options: ICC1- Crimp to Pressure, ICC2- Step Crimping, ICC3- Quality Monitoring, and ICC4- Graphical Quality Monitoring. The ICC allows customers to better manage data, improve quality, minimize errors, trace users and increase efficiencies. For more information, email Sales@lillbackausa.com.



Saint-Gobain is pleased to announce that it has acquired the pharmaceutical business of Micro Hydraulics, an Irish based supplier and manufacturer of single-use fluid handling components and systems in high performance plastics for high purity applications in the pharmaceutical and biopharmaceutical industries. It will strengthen Saint-Gobain's High-Performance Materials Activity, allowing the Group to expand its service and product offering and enhance its local presence for customers in the Healthcare market. This acquisition is in line with the Group's strategy to develop new adjacent technological niches in fast-growing markets.

Hannay Reels offers stainless steel options for industries that require safe, clean fluid transfer or are prone to harsh environmental conditions. Stainless steel construction provides a clean environment and protection from product contamination in food processing plants, dairy operations, bottling plants, pharmaceutical and cosmetics facilities. It also provides protection from rust and rot in marine fueling and other land or offshore operations where reels can come in contact with salt water or are stored outdoors. Hannay manufactures a variety of spring, manual and power rewind hose reels, that handle pressures up to 3000 psi (with some options up to 5000 psi) and temperatures ranging from 20°F to 400°F. Reels also help protect valuable hose from being dragged on the ground, getting kinked or run over. Hose storage reels are also available. Visit hannay.com for more information on the variety of hose reels we offer.



One of **IRP's** goals is to maximize customer satisfaction through technology related initiatives that streamline business processes. **IRP** is proud to announce that they have begun the implementation of Pathguide's Latitude Wireless Warehouse. Pathguide's Warehouse Management System will help streamline warehouse processes, making it easier for customers to do business with **IRP**, through the reduction of ship-times and errors. Becoming more efficient in the warehouse, and more effective throughout the entire organization, gives **IRP's** distributors a competitive advantage within the industry.

Ponaflex is proud to announce the transition to its new warehousing network is completed. The network will feature new facilities in Chicago, Houston, and Los Angeles. With the change, **Ponaflex** believes that customers will be pleased with a more streamlined operation. Along with being housed in newer, cleaner buildings, these state-of-the-art facilities will feature barcode scanning and EDI capabilities that will have orders updated directly to the warehouses' WMS. The use of EDI will result in quicker turnaround times and ensure accurate order picking. The new network will also feature their own trucking services further improving our supply chain efficiency.

Eaton introduces a new mobile version of our crimp spec tool which provides you with more options to access your crimp specs so you can get what you need, when you need it. The new mobile tool takes the guesswork out of finding crimp specs and provides a four-step guided selection process that walks you through selection criteria for quick access on your mobile device. Learn more at: www.Eaton.com/crimp.

Parker has announced that its Industrial Hose Products Division and Hose Products Division are consolidating, effective July 1, 2018. The consolidated division—offering both industrial hose and hydraulic hose—enables **Parker** to: simplify products, services, and customer experience; support and grow OEM and distribution channels, leverage resources to quickly design, develop, and introduce new products, merge technical expertise across hose platforms; and refine and capitalize upon manufacturing efficiencies.

The resulting unit will be known as the Hose Products Division. This action allows the company to solidify and enhance its position across diversified markets and product lines. **Parker** will continue to inform customers and industry stakeholders as the consolidation progresses.

OP is pleased to introduce the Unispeed USFL01ES, the new machine for DIN2353 cutting rings preassembling and 37° JIC rigid tubes flaring up to 42 mm diameter and 4 mm thickness, which is particularly suitable for series production. The USFL01ES is highly performing thanks to the new electronic control with color display and touch screen which enables an automatic detection of the tool into the machine and an automatic pressure setting for preassembling and flaring. It is possible to manually store recipes that are automatically recalled thanks to the automatic detection of the standard tools introduced into the machine. Please visit www.opusainc.com or write to info@opusainc.com for any further information.

Bill Hosier, of **ANCO**, announced today the installation of a new robotic CNC Lathe from Takisawa Machine Tool company of Okayama Japan. The new machine will increase the production capability for a rapidly selling category of products and assist and control costs associated with these products. The fully robotic machine is a step toward head to head competition with foreign competitors. "Our goal with this machine is to lower our costs enough to better compete with offshore prices. Of course, we always beat them on delivery time," Hosier says. "We are on the path to continually embrace the digital economy and automate our facility."

The TCC-2100G is a high productivity 6" chuck, high speed, high accuracy CNC turning cell with gantry loading / unloading and parts stocking system. Material is loaded on pallets, and a robotic arm handles transfer to the lathe area, flips and returns each piece to a finish palette. The product is then loaded directly onto shipping crates already stacked. Other than initial set up and period loading and unloading for raw material and finished product, the machine is completely unattended.



Flexaust manufactures sewn temporary



heater and ventilation ducts for commercial and industrial

rental use that provide smooth airflow to keep workers more comfortable in all types of construction sites and remote oil industry applications. The FX-Series high strength sewn ducts allow for better performance in low and higher temperatures, are flame retardant to UL 94V-0, offer great compressibility and are reinforced with an external wearstrip creating additional abrasion and drag resistance. FX-180 is a light weight PVC vinyl coated polyester fabric hose that operates at -20°F to 180°F and is ideal for dehumidification and ventilation applications. FX-400 is a light weight urethane coated polyester fabric hose that operates at -60°F to 400°F and is ideal for cooling event tents. The urethane coating increases puncture, abrasion and tear resistance. Both the FX-180 and FX-400 hoses are moisture resistant and UV stabilized to prevent mold and mildew. FX-550 is a heavy duty silicone coated fiberglass fabric hose that operates at -50°F to 550°F. This flexible heater duct withstands higher temperatures and maintains flexibility in cold weather conditions making it ideal for cold weather construction and oil and gas sites. The FX-400 and FX-550 ducts can be combined for an economical way to manage high heat. Combination ducting allows for direct preheated air to be delivered to various shelters and workplaces. Visit www.flexaust.com for all the details on this innovative sewn construction product line.



Balflex would like to thank NAHAD and



everyone who visited the booth at the 2018 NAHAD Annual

Convention at the Marriott Marco Island Resort. The booth had a record number of visitors, and most of these visitors were interested in representing Balflex for their hydraulic hose and fittings needs. The increase in activity is a sure sign for another year of continued growth for both Balflex and the industry in general. Balflex looks forward to attending next year's show in Las Vegas.



Adaptall's Product Development Specialist,



Brian Schinkel has announced his

retirement for later this year after nice fantastic years together and 42 years in the industry. Brian helped open Adaptall's doors in 1985 and went on to successfully run his own shop, Schinkel Hydraulics which ultimately merged into Fluidline. Adaptall wishes Brian all the best during his retirement.



NORRES has developed special types of leaf collection vacuum hoses and foliage collectors. Highly abrasion-resistant and



flexible - high throughput and easy to handle.

A product overview:

Flexible to medium-heavy duty: AIRDUC® PUR 350 AS - in

accordance with ATEX 2014/34/EU suitable for pneumatic transport of flammable dusts and bulk materials and flame-retardant according to UL94-V2 and DIN 4102-B1.

Crush-resistant, highly abrasion-resistant and highly flexible, PROTAPÉ® PUR 327 MEMORY and PROTAPÉ® PUR 327 PP ease of handling and long lasting service life on municipal vehicles.

Flame-resistant, highly abrasion-resistant and microbe-resistant: AIRDUC® PUR 355 AS - heavy duty - for use on all lawn mowers, slope mowers, leaf vacuum cleaners and all leaf collectors

Multi-purpose hose PROTAPÉ® PUR 330 AS, light weight and reinforced: highly flexible, abrasion-resistant, microbe-resistant and flame retardant, optimally suited for all leaf collection applications



Brennan Industries recently hired Diane Swencki as National Aerospace/Manufacturing Product



Manager. Diane will be working

out of Brennan's manufacturing facility in Euclid, Ohio. Diane joins Brennan with over 25 years of experience in the aviation and aerospace industry, with 22 of those years spent at Continental Airlines as a Global Sales Manager. Most recently, Diane was employed at Trust Technologies where she was a sales engineer. In that role, she worked to expand significant opportunities and diversify the business while creating a new client portfolio. In her new role at Brennan, Diane will be responsible for business development of our aerospace products along with direct sales for our manufacturing facility.



Motion Industries, Inc., a wholly owned



subsidiary of Genuine Parts Company (GPC), has entered into a definitive agreement to acquire Power

Industries, Inc., also known as Santa Rosa MRO, LLC, headquartered in Santa Rosa, California. Execution of the transaction occurred on May 1, 2018. Founded in 1951, Power Industries specializes in distributing MRO parts including bearings, power transmission, fluid power, and hose and fittings. The company's factory specialists assist customers with cost savings and productivity in their applications. Industries served include wineries, food and beverage, water treatment, forest products, construction, and manufacturing. The addition of Power Industries, which shares its locations with two NAPA AUTO PARTS stores in Santa Rosa and Napa, expands Motion Industries' footprint and customer service capabilities in the San Francisco Bay Area. "The industry and product knowledge of Power Industries employees will be a big plus for our business, particularly in Northern California," said Tim Breen, Motion Industries' President and CEO. "We welcome them to the Motion family, and look forward to achieving great things together." The agreement marks Motion Industries' second acquisition of a California company in the last year. Numatic Engineering (Los Angeles) joined the Motion Industries team in August 2017. For more information visit www.MotionIndustries.com or call toll-free 1-800- 526-9328.



Congratulations Exam Passers!

The following employees of Hose Safety Institute member companies have passed exams during the period of March 8, 2018 – May 7, 2018

Composite Fabrication Exam

- Alphonzo Griffin – Motion Industries

Composite Handbook Exam

- Alphonzo Griffin – Motion Industries

Corrugated Fabrication Exam

- Brad Klages – Motion Industries
- Brandon Rostas – Motion Industries
- Hugo Garcia – Motion Industries
- Lee Sasser – Motion Industries
- Timothy Pugh – Motion Industries
- William Otto – Motion Industries

Corrugated Handbook Exam

- Brad Klages – Motion Industries
- Brandon Rostas – Motion Industries
- Keith Thomas – Motion Industries
- Kenneth Dennis – Motion Industries
- Ryan Czopek – Anderson Process
- Sarah Bess – The United Distribution Group - GHX Industrial
- Timothy Pugh – Motion Industries
- William Otto – Motion Industries

Fluoropolymer Fabrication Exam

- Alphonzo Griffin – Motion Industries
- Arlon Solomon – Motion Industries
- Brad Huebler – Applied Industrial Technologies, Inc.
- Christopher Beltran – Motion Industries
- Dan Gipson – Anderson Process
- David Bowling – Applied Industrial Technologies, Inc.
- David Nelson – Motion Industries
- Doug Lindstrom – Motion Industries
- Jared Redmon – Motion Industries
- Jordan Banta – Motion Industries
- Lee Jeter – Moss Rubber & Equip. - Motion Industries
- Michael D. Boatwright – Applied Industrial Technologies
- Michelle Gunkel – Applied Industrial Technologies, Inc.
- Robert Clay – Motion Industries
- William Otto – Motion Industries

Fluoropolymer Handbook Exam

- Alphonzo Griffin – Motion Industries
- Brad Huebler – Applied Industrial Technologies, Inc.
- Jared Redmon – Motion Industries
- Keith Davasher – Motion Industries
- Lee Jeter – Moss Rubber & Equip. - Motion Industries
- Lee Sasser – Motion Industries
- Michael D. Boatwright – Applied Industrial Technologies
- William Otto – Motion Industries

Hydraulic Fabrication Exam

- Aaron Stys – Alternative Hose
- Adam Yang – Alaska Rubber Group
- Arlon Solomon – Motion Industries
- Brad Huebler – Applied Industrial Technologies, Inc.
- Bryan Winterling – Motion Industries
- Charles Amaral – Motion Industries
- Charles Semon – ERIKS - Lewis-Goetz
- Chris Zavala – Alternative Hose
- David Bowling – Applied Industrial Technologies, Inc.
- David Nelson – Motion Industries
- Doug Lindstrom – Motion Industries
- Freddy Mitchell – JGB Enterprises Inc.
- Gregory Geiss – JGB Enterprises Inc.
- James Allen – Motion Industries
- Jason Norton – Alternative Hose
- Javen Tufaga – Alaska Rubber Group
- Michael D. Boatwright – Applied Industrial Technologies
- Mike Petron – Motion Industries
- Ryan Martin – Alaska Rubber Group

Hydraulic Handbook Exam

- Bill Southern – Motion Industries
- Bryan Winterling – Motion Industries
- David Anderson – IBT Industrial Solutions
- David Nelson – Motion Industries
- Dennis Cerda – Motion Industries
- Derek Glass – Royal Brass and Hose
- Donald Waggoner – Central Hydraulics, Inc.
- Edward Centeno – ERIKS - Lewis-Goetz
- Hunter Hartman – Hampton Rubber Co.
- James Allen – Motion Industries
- Jason Williams – Royal Brass and Hose
- Keith Davasher – Motion Industries
- Kyle Foxworthy – Royal Brass and Hose
- Laura Summers – Force America - Heartland Technical Sales - IA
- Mark A. Moore – ERIKS - Lewis-Goetz Rockport Division
- Mary A. Staton – Royal Brass and Hose
- Michael D. Boatwright – Applied Industrial Technologies
- Roy Bogan – Motion Industries
- Russell Carey – Anderson Process
- Tim Mallory – ERIKS - Lewis-Goetz
- Yongsheng Tang – Blue Future Industrial (Shanghai) Co., Ltd.

Industrial Fabrication Exam

- Adalberto Huertas – Applied Industrial Technologies, Inc.
- Adam Yang – Alaska Rubber Group
- Arlon Solomon – Motion Industries
- Brad Huebler – Applied Industrial Technologies, Inc.
- Brandon Carnefix – ERIKS - Lewis-Goetz
- Bryan Winterling – Motion Industries
- Cecil Young – US Hose and Coupling
- Chuck Mendoza – Motion Industries
- Darius Brown – Applied Industrial Technologies, Inc.
- Doug Lindstrom – Motion Industries
- Duke Briscoe – Motion Industries
- Gary Mattson – Motion Industries
- Greg Sudol – Mid-State Sales, Inc.
- Jacobie Williams – Motion Industries
- Jared Redmon – Motion Industries
- Javen Tufaga – Alaska Rubber Group
- Jeremy Brown – Applied Industrial Technologies, Inc.
- Lawrence Cannon – JGB Enterprises Inc.
- Michael D. Boatwright – Applied Industrial Technologies
- Michael Reive – NZ Safety Blackwoods Hose Assembly
- Michelle Gunkel – Applied Industrial Technologies, Inc.
- Ryan Frawley – Industratech

Industrial Handbook Exam

- Adalberto Huertas – Applied Industrial Technologies, Inc.
- Amanda Shurte – UIP International, Inc.
- Andrew Dunberg – A&M Industrial
- Arlon Solomon – Motion Industries
- Austin Guilbeau – Solares Florida Corporation
- Bryan Winterling – Motion Industries
- Cecil Young – US Hose and Coupling
- David Anderson – IBT Industrial Solutions
- Donald Waggoner – Central Hydraulics, Inc.
- Edward Centeno – ERIKS - Lewis-Goetz
- Eric Staalsen – Motion Industries
- Gary Mattson – Motion Industries
- Jacobie Williams – Motion Industries
- Jared Redmon – Motion Industries
- Jason Choo – Dixon Valve And Coupling Company
- Jeremy Brown – Applied Industrial Technologies, Inc.
- John Knecht – Netherland Rubber Company
- Keith Davasher – Motion Industries
- Lee Sasser – Motion Industries
- Matthew Epple – Munro Supply Inc.
- Mingchang Kang – Blue Future Industrial (Shanghai) Co., Ltd.
- Ryan Frawley – Industratech
- Sarah Bess – The United Distribution Group - GHX Industrial



Hose Safety Institute Update

By *Debbie Mitchell, NAHAD Standards Director*

NAHAD's Standards Committee met Saturday, April 28 at the 2018

NAHAD convention to set the direction for the Hose Safety Institute along with priorities for the upcoming year. It was announced that Rob Huber of Gates



*Susanna Vandenberg
Chair, Standards
Committee*

Corporation has reached the end of his term as committee chair and is stepping down; the committee is grateful for Rob's leadership over the last two years.

Susanna Vandenberg of


Flexaust is the new chair and is looking forward to leading the group as the focus shifts from technical work on the Guidelines to marketing - how we better drive visibility of HSI and become the recognized brand in the industry.

The meeting began with continued work on the Standards Committee strategic plan; as we shift towards marketing, it is clear we need a better handle on who we are serving, what they need, and what we need from them. The group brainstormed a vision for the Institute and confirmed its understanding of Institute stakeholders. As marketing plans are developed and executed, they will be carefully honed to meet specific needs of these groups.

Work has been completed on a third revision of the Institute's Handbook; several resources such as the Institute's whitepaper series, and the hose assembly testing guide (all available on the NAHAD website for free) have been incorporated into the Handbook, along with a number of excellent updates. These changes DO NOT impact the current testing program, so no


new tests are being developed or will be required at this time. The Standards Committee supports making an electronic copy of the Handbook more easily accessible to all, so stay tuned for announcements on when version 3 will be available. Hardcopy updates will also be available for purchase.

Work continues on our fourth whitepaper, High Purity Applications for Fluoropolymer Hose which should be published soon, and a fifth and sixth whitepaper are both in the works. Number 5 will address hose assembly tracking and testing for industrial hose, while number 6 will educate end users on key aspects of safety: potential impact on the bottom line through things like OSHA fines, insurance rates, etc., and the importance of providing the right information when specifying hose assembly requirements for a specific application using tools like STAMPED.

And finally, if you haven't heard the buzz yet, NAHAD is partnering with Hose + Coupling World in the inaugural offering of their Conference and Expo set for October 16-17, 2018 in Houston, TX. The event will cover a variety of related topics that are essential to today's industrial and hydraulic markets and will engage end users, safety managers, hose assembly distributors and suppliers, offering a variety of educational sessions as well as a major exhibit spotlighting technology and developments in hose assemblies. NAHAD members are encouraged to both attend and get involved – present a paper, exhibit your capabilities, get your best and brightest involved! This is the first of its kind and we're excited about the possibilities of both raising the bar for the industry AND raising awareness of NAHAD and the Hose Safety Institute. The Institute will be delivering a full day of training to pre-registered attendees on hose safety issues – don't miss out! 



Get Involved in The Hose + Coupling World 2018 Exhibition

The conference will be complemented by the exhibition, where exhibitors will be on-site to answer questions, provide information and showcase what their brands have to offer. Manufacturers, suppliers and distributors will present their latest products and establish relationships for the years ahead. Participants can expect to encounter a high-level of expertise and the opportunity to network in an informal and social atmosphere. The event is designed to initiate the free exchange of ideas, practical information and firsthand experience. Register online to walk the expo floor—it is free!
www.hosecouplingexpo.com 

Speed Networking



NAHAD Program 2018

NAHAD's 2018 Annual Meeting and Convention Recap Continued from page 1



April 5-10 in Las Vegas. We know that Vegas brings lots of entertainment options and potential distractions, and we will work to build a program that provides you with the value you expect from NAHAD. Look for premier educational content, exciting networking opportunities, unique tours, and plenty of quality time for meetings with customers in the Showcase of Hose Solutions. Every year we want to try something different that matches the needs of NAHAD's members, and our venue and location. But we need to hear from you. Please email me anytime to share your thoughts on the Convention, or NAHAD's programs and services in general. I promise we read every comment and I will personally respond to every email and suggestion. Thanks for being a part of NAHAD and I'm looking forward to seeing you at future Conventions! ➡

Molly Alton Mullins is the Executive Vice President of NAHAD. She can be reached at mmullins@nahad.org or 410-940-6340.



2018 George Carver Award recipient **James R. Parrish**



Joe and Kristin Thompson



Showcase of Hose Solutions





The increased capacity crisis facing the trucking industry means shippers will not be able to rely on just one carrier moving forward, having a diverse mix of providers to depend on will be crucial to avoid missed pickups and rate increases. Here are some things to consider when selecting your LTL Carriers.

Regional Carriers

More often than not, a regional provider can get your shipment from its origin to destination in less time and in a more cost-effective manner than a national carrier who must be equipped to service the entire United States.

Transit Time

Similar to the question above, transit time can greatly impact how effective a carrier can be for servicing your business. Consider the impact of using consolidator services such as those offered by Roadrunner or Clear Lane Freight if transit time is not important- or focusing on regionals if it is.

Location Management

With the right amount of research, technology and data, an in-depth freight strategy would utilize a fairly unique carrier mix at each location you ship from/to. While many locations may share a few common national carriers, the regional and specialty carriers at your location in Ohio should be substantially different than the ones you utilize in a place like California.

For help with this, or any other logistics challenge, reach out to Jaron Klopstein and the Motus Logistics Team: www.motuslogistics.com/ jklopstein@motuslogistics.com / 262-888-1864

Set Smarter Goals

Continued from page 1

duced by G.T. Doran in a 1981 article in *Management Review*, *There's a S.M.A.R.T. Way to Write Management's Goals and Objectives*. Doran's definition included these five criteria:

- **Specific:** target a specific area for improvement.
- **Measurable:** quantify, or at least suggest, an indicator of progress.
- **Assignable:** specify who will do it.
- **Realistic:** state what results can realistically be achieved given available resources.
- **Time-related:** specify when the result can be achieved.

Since 1981, this model has been adapted; words like action-oriented, achievable, relevant, and results-oriented have replaced the original text to fit the context of the goal. Most goals focus on outcome—what the person wants to achieve.

Smarter goals include two important enhancements to this formula. The “E” stands for effort and the “R” stands for results. Effort goals describe action; result goals describe the outcome of that effort. Another way to view this is that effort goals are action oriented; they describe activities. Result goals are achievement oriented; they describe accomplishments. The motivational power of effort goals is that the goal setter has control over his or her behavior. When effort goals are aligned correctly, they lead to the outcomes the goal setter desires.

Specific goals add clarity to one's efforts. Measurement benchmarks progress and provides valuable feedback about the viability of one's efforts. Accepting responsibility for achieving goals encourages accountability which inspires action. Realistic goals cause the goal setter to stretch, not snap. Time schedules help avoid procrastination. Effort includes controllable activities that move the goal setter closer to the outcome he or she desires. Results are the outcome—accomplishments. Those who do this will set and achieve smarter goals.

NAHAD is a Proud Endorser of MFG Day!

The Deloitte and Manufacturing Institute (MI) Public Opinion of Manufacturing study shows that there is overwhelming support for manufacturing. And yet, only one out of three parents would encourage their children to pursue manufacturing careers. Why the gap? Most people simply don't have much first-hand knowledge of manufacturing.

Help us encourage the next generation of manufacturers to step up by hosting or attending an event on Manufacturing Day. Let's show the world what today's manufacturing is really like and change public opinion! Visit www.mfgday.com to learn how you can get your company involved.



35th Annual Convention Bellagio

Las Vegas, Nevada
April 6 – 10, 2019

New NAHAD Members

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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. You are encouraged to submit your company logo to cwiate@nahad.org, along with your news item in WORD format.

News items should focus on new or additional personnel changes, appointments or promotions, facility expansion, new products lines or advertising/promotion plans. Articles should be written in the third person (use "they" instead of "we"). Exclude sales features claims and direct or indirect comparisons with competitors' products. Of course, all articles will be published on a space-avaliable basis.

NAHAD assumes no liability for incorrect or deleted information, but will publish corrections upon request.

Email submissions to cwiate@nahad.org are preferred, but you may send by mail or fax, as well.

COMPANY NAME: _____

CONTACT: _____

Please include the following article in NAHAD's Connections section. (Be sure to indicate "who", "what", "when", "where" as appropriate.)

Newsletter Issue	Material Due to NAHAD	Mailing Date
February	1/5/18	2/5/18
April	3/2/18	4/6/18
June	5/2/18	6/4/18
August	7/6/18	8/3/18
October	9/5/18	10/5/18
December	11/2/18	12/3/18

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