

NAHAD

news

A BIMONTHLY NEWSLETTER of
THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

A KEY STRATEGY TO RETAINING EMPLOYEES

W **HERE A DECADE AGO,** many workers were desperate to find jobs, recruiters and employers across industries now find themselves in heated competition for workers, a reflection of a low overall nationwide unemployment rate of 3.6%, according to the April 2019 report from the Bureau of Labor Statistics.

With qualified, experienced job candidates becoming as rare as black rhinos, more distributors and manufacturers find themselves doing something they once avoided: training new employees.

That can take many forms, from strategic onboarding, to years'-long apprenticeship programs. But the goal is singular: Make sure new employees have the skills they need to succeed and advance in the company. The reasoning is that investing in an employee and showing them a route to advancement means they will likely stay longer.

Happy and fulfilled employees are more likely to stay and boost your bottom line. (Robert Half, 2017) Professional Development/Continued Education will:

- Increase team's collective knowledge
- Increase job satisfaction
- Make your company more appealing
- Attract the right in-demand candidates
- Aid retention
- Assist in corporate succession planning

NAHAD has a training tool ready and waiting for its members to use. NAHAD Academy offers members affordable, online access to education and training content that can be customized to meet any need. Go to NAHAD.org/academy to learn more.

NAHAD | Skill, Knowledge
ACADEMY & Competence

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"Happy and fulfilled employees are more likely to stay and boost your bottom line. (Robert Half, 2017)"

SAVE THE DATE

Special Webinar: NAHAD Academy
Tuesday, October 1, 2019
2:00 – 3:00 PM ET

During this presentation we will give you a tour of the program, explain how it works and the capabilities you'll have as the end user. Visit NAHAD.org to register for this free webinar.



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Dear NAHAD Members



EACH FALL, NAHAD's board of directors gets together for our annual Strategic Planning Discussion. During the course of a weekend, we discuss industry trends and developments, as well as outline NAHAD's key initiatives and priorities for the upcoming year. We also have a cocktail or two together and spent time enjoying great locations, so overall, it's not a bad gig and another great reason to get involved with NAHAD's board.

During our most recent Strategic Planning Meeting, NAHAD updated its 2019-2020 Action Plan which outlined the association's primary goals and objectives for the next 24 months. We shared this plan with NAHAD members earlier this year in Las Vegas, and I'm pleased to report we have made significant progress advancing our key initiatives. One such objective was launching regional training sessions, to provide NAHAD member companies and their employees with specialized training on best practices in hose manufacturing and fabrication. The board saw there was a need for industry-specific training sessions related to hose assembly and design, and this is an area where NAHAD can play a pivotal role to benefit our membership at large.

Our first training session will take place next month in my home state of Ohio, from September 10-11. For those who remember, NAHAD hosted a series of training sessions several years ago designed to bring hose safety and the HSI guidelines to NAHAD member companies and their employees. Our goal with this year's training session is to build a program that promotes hose safety so attendees can learn firsthand best practices to implement in their respective facilities. I am pleased to report that 40 percent of registrants have less than five years' experience in the industry, so NAHAD is able to offer training that is directly applicable to the retention and betterment of its membership and their workforce.

I also want to personally thank both Summers Rubber and Hose Master for stepping up to host these training sessions, and for opening their facilities to NAHAD and our attendees. As we plan future regional training sessions, I encourage any NAHAD member who's interested to reach out to offer their expertise and participation. Participation is what makes NAHAD and our programs successful and getting as many member companies as possible involved in the planning and training process is a primary goal of NAHAD's board.

I look forward to seeing you in Cleveland very soon and we always want your feedback on NAHAD's regional training sessions and any of our efforts. I welcome your comments at spetillo@singerequities.com or you can contact NAHAD's Executive Vice President Molly Alton Mullins at mmullins@nahad.org.

Sincerely,

Sam Petillo
 PRESIDENT
 SINGER EQUITIES
 NAHAD 2019-2020 PRESIDENT

“Participation is what makes NAHAD and our programs successful and getting as many member companies as possible involved in the planning and training process is a primary goal of NAHAD’s board.”

NEW HOSE SAFETY INSTITUTE CHANGES ANNOUNCED

THE HOSE SAFETY INSTITUTE is a highly recognized and regarded program among association members and in the industry at large. The program continues to be committed to the mission outlined in its 2011 Board approved Charter:

The Hose Safety Institute is a **core educational program** of NAHAD which provides a forum for Distribution, Manufacturing, end users and related organizations to explore and drive hose assembly safety, quality and reliability. Its core deliverable is the NAHAD Hose Assembly Guidelines, the product of an evolving coalition of manufacturers and distributors, which supports the continuous improvement of safety, quality and reliability of hose assemblies through establishing minimum performance standards for hose assembly design, fabrication, and overall management.

The Institute's success has been its ability to leverage the results of its collaboration and research. Hose Safety Institute has been and continues to be appropriately positioned to identify best practices and develop the educational content that supports and promotes the understanding and implementation of them in the field.

The Standards Committee will host two webinars on Tuesday, October 15, 2019. Please plan on attending at least one of these sessions. In both webinar sessions, we will provide an overview of the Hose Safety Institute program and changes made to the delivery of the HSI certification programs.

Tuesday, October 15, 2019

What's New with the Hose Safety Institute

1:00 – 2:00 PM ET

This webinar is open to all NAHAD members. Find out more about NAHAD's signature program and it's mission is to elevate the industry in hose assembly safety resulting in quality and reliability through education, collaboration and research. We will touch on the HSI certification program and eligibility for Hose Safety Institute membership.

For HSI Members – Important Updates

3:00 – 4:00 PM ET

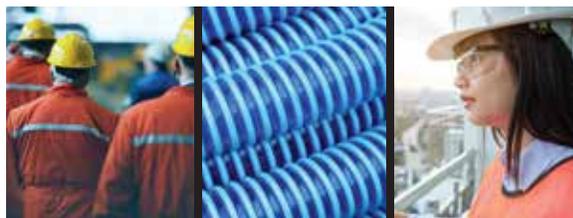
Hose Safety Institute members are invited to join us for this special session where we'll discuss and answer your questions related to the updates and changes made in 2019 and how they may impact you. Learn more about the HSI rebranding, changes to the Hose Safety Institute Handbook and Fabrication Guide Certification process, the adoption of a continuing education requirement, and the revision of the HSI application.

Already a NAHAD Academy User? Join us for a special webinar designed for Training Coordinators/Administrators.

Tuesday, October 29, 2019

2:00 – 3:00 PM ET

During this presentation we will review some of the available functionality including course assignments, managing Learners accounts and exporting reports from the system. This will also be a perfect opportunity to ask questions about the program.



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

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

Congratulations Exam Passers!

The following employees of Hose Safety Institute member companies have passed exams during the period May 23, 2019 – August 9, 2019.

COMPOSITE HANDBOOK EXAM

Alan Ramsey	Bridgestone HosePower, LLC
Kayla Russ	HANSA-FLEX USA

CORRUGATED FABRICATION EXAM

Carson Campbell	ERIKS
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CORRUGATED HANDBOOK EXAM

Carson Campbell	ERIKS
Carson Campbell	GHX Industrial, LLC
Frank Caprio	Hose Master
Gary Carroll	River Bend Hose Specialty
Kayla Russ	HANSA-FLEX USA

HYDRAULIC FABRICATION EXAM

Jesse Billiot	Spartan Industrial and Marine
Jason Brooks	GHX Industrial, LLC
Damien DeMossa	Hose Source LLC
Lesther Diaz	Anderson Process
Matthew Dwyer	ERIKS
Christopher Dye	GHX Industrial
Hunter Eichelberger	Applied Industrial Technologies, Inc.
Cody Hill	GHX Industrial, LLC
Daniel Lewis	ERIKS
Christo Oosthuizen	Jachris Hose and Couplings (Pty) Ltd.
Maxwell Osei-Bonsu	Jachris Hose and Couplings (Pty) Ltd.
Andre Romero	Hose Source LLC

HYDRAULIC HANDBOOK EXAM

Elliott Dennis	ERIKS
Bryce Dolin	GHX Industrial, LLC
Matthew Dwyer	ERIKS
Michael Kane	Western Integrated Technologies
Tim Medina	GHX Industrial, LLC
Landon Polce	Tiefenbach North America
Kayla Russ	HANSA-FLEX USA

INDUSTRIAL FABRICATION EXAM

Cris Acosta	Western Hose & Gasket Co./Div. of Westflex Inc.
Reginald Becton	SunSource - GHX Industrial
Jesse Billiot	Spartan Industrial and Marine
Jason Brooks	GHX Industrial, LLC
Patrick Connolly	GHX Industrial
Damien DeMossa	Hose Source LLC
Lesther Diaz	Anderson Process
Matthew Dwyer	ERIKS
Christopher Dye	GHX Industrial
Hunter Eichelberger	Applied Industrial Technologies, Inc.
Landon Etchings	Western Hose & Gasket Co./Div. of Westflex Inc.
Shawn Faló	Western Hose & Gasket Co./Div. of Westflex Inc.
Cody Hill	GHX Industrial, LLC
Allen Ondes	Husky Corporation
Andre Romero	Hose Source LLC
Nick Shipp	TIPCO Technologies, Inc.
Lorena Vasquez	Western Hose & Gasket Co./Div. of Westflex Inc.

INDUSTRIAL HANDBOOK EXAM

Chantelle Ackermann	Jachris Hose and Couplings (Pty) Ltd.
Nadia Bezuidenhout	Jachris Hose and Couplings (Pty) Ltd.
Ryan Bromilow	ERIKS - Lewis-Goetz Sarnia Division
Eddy Butler	ERIKS
Elliott Dennis	ERIKS
Bryce Dolin	GHX Industrial, LLC
Matthew Dwyer	ERIKS
Tim Medina	GHX Industrial, LLC
Tim Medina	GHX Industrial, LLC
Landon Polce	Tiefenbach North America
Ross Rayner	ERIKS
Kayla Russ	HANSA-FLEX USA
Tajindar Singh	Pipeline Industries Ltd
Lizelle van Wyk	Jachris Hose and Couplings (Pty) Ltd.

Don't Keep It Simple, Keep It Complex

BY PAUL REILLY



IN BUSINESS (AND EVERYWHERE ELSE), how often do you hear, “Keep it simple!” It makes sense, right? Try not to complicate things. But when assessing the buyer’s needs, keeping it simple doesn’t work. If a buyer has simple needs, then any generic solution will do. When discussing the buyer’s needs, keep it complex!

Buyers rely on mental shortcuts to make complex decisions. Buyers oversimplify their needs to expedite the decision-making process. They simplify the complex because it takes less effort. These mental shortcuts bypass your value added and go directly to price.

Price-sensitive buyers also value-strip solutions, stripping down all of those layers of value to your solution’s most basic, naked core-commodity purchase. For example, one of my clients sells high-end, technical industrial painting and coating services. A procurement manager referred to their specialty services as the equivalent of “slapping paint on steel.” How commoditized. When buyers value-strip, it’s easier to focus the conversation on price.

As a value-added seller, remind the buyer of the complexity of their needs. When that happens, buyers are more open to your value-added solution. Enlarge the conversation beyond price. Keeping it simple keeps the conversation focused on price. Keep it complex so you can focus the conversation on value. Here are three tips to help you enlarge the conversation.

ASK BIGGER QUESTIONS

Generic questions further commoditize your solution. Instead, ask bigger questions to expand the buyer’s mind. Probe into the buyer’s critical needs and concerns. Ask questions to elicit a better conversation or discuss the full scope of the buyer’s needs. Discuss the impact their decision has on other functional areas of the business:

- What are the mission-critical issues for this project?
- Describe the full scope of this project and your concerns.
- How will this decision impact operations, marketing, engineering, etc.?

“Buyers rely on mental shortcuts to make complex decisions. Buyers oversimplify their needs to expedite the decision-making process.”

TELL A COMPELLING STORY

Storytelling is critical for salespeople. Storytelling is more than sharing examples, it’s also sharing the emotional impact in your examples. Humans don’t just use reason and logic to make decisions, they use emotion. So, buyers need more than facts and figures to make decisions. When you share examples, also share the emotional impact your solution had on the buyer.

SELL A BUNDLED PACKAGE

Any commoditized product becomes a unique offering when bundled with your value-added extras. Your solution is an amalgamated package of the product, your company, and you—the salesperson. You, the salesperson, are an inseparable part of your total solution. Explain to your buyer the value you and your company provide. Buying the same product from a different company and salesperson is a completely different package. What value would the buyer forego if they decided to buy your product/service from another provider?

Simplifying your buyer’s needs leads to simple, generic solutions. Simple solutions encourage the buyer to focus on price. Buyers who are aware of the complexity of their needs are more open to your value-added solution. When assessing your buyer’s needs, keeping it simple doesn’t work. Enlarge the conversation and make the buyer aware of their complex needs. ●



SECTION 199A: QUALIFIED BUSINESS INCOME DEDUCTION FOR PASS-THROUGH BUSINESSES

Small business owners have a new tax deduction to lower their business's taxable income. As part of the Tax Cuts and Jobs Act (TCJA), Congress lowered the tax rates of all businesses, lowering the corporate tax rate to 21 percent and a 20 percent tax deduction for pass-through businesses. Unfortunately the pass-through deduction is temporary and will expire December 31, 2025. This brief will explain the new Qualified Business Income tax deduction and how it applies to pass-through businesses.

SECTION 199A

The Tax Cuts and Jobs Act (TCJA) included a new provision to lower taxes on pass-through businesses. The new deduction for qualified business income (QBI) reduces a business's taxable income by up to 20 percent if the trade or business meets certain requirements.

New Law: For taxable years 2018-2025 non-C corporate business owners (referred to as pass-through business owners) may receive a deduction up to 20 percent of the taxpayer's share of QBI depending on total income and type of business.

This provision was implemented to lower the effective tax rate of pass-through business income at a rate similar to the corporate tax rate.

Limitations on QBI Deduction: The final regulations released by the Department of Treasury help to clarify the implementation and guard rails contained in TCJA to prevent abuse of the deduction. There are two primary limitations that regulate the size of the deduction applied to the taxpayer's income:

Pass-through business owners with income below a safe-harbor threshold of \$315,000 (married filing jointly) or \$157,500 (other

filing statuses) can utilize the full 20 percent deduction regardless of business type.

- The deduction for qualifying businesses over the threshold are limited to either:
 - 50 percent of W-2 wages paid to all common law employees (except owners), or
 - 25 percent of W-2 wages plus 2.5 percent of unadjusted basis immediately after acquisition (UBIA) of qualifying property.

An additional test is applied based on the type of business if the taxpayer's income is above the safe-harbor threshold, to prevent abuse of the deduction. Certain service businesses such as health, accounting, financial services, or a "business where the principal asset is the reputation or skill of one or more of its employees" do not qualify for the deduction. Based on the final regulations, any wholesale-distributor will qualify for the full QBI deduction if they meet the W-2 or qualifying property limitation.

2018 tax filing: Normally the final rules would supersede the proposed rules, however because the timing of the final rule came just prior to tax season the IRS is allowing businesses to use the proposed rule or final rule when filing their 2018 taxes. This is an uncommon practice, but helpful for businesses already in the process of tax planning. If you have not already begun your tax filing, using the final rules is preferred.

EXAMPLE CALCULATIONS OF QBI DEDUCTION:

Example 1: QBI below safe-harbor threshold: Single owner S-corporation with \$1 million in gross income, \$100,000 in net income.

Example 2: Full deduction: Single owner S-corporation with \$1 million in gross income, \$250,000 in W-2 wages (not including owner's compensation), \$500,000 in net income.

Example 3: Deduction reduced by wage limitation: Single owner S-corporation with \$1 million in gross income, \$150,000 in W-2 wages (not including owner's compensation), \$500,000 in net income.

Example 4: Full deduction allowed via wage and property limitation: Single owner S-corporation with \$1 million in gross income, \$150,000 in W-2 wages (not including owner's compensation), \$2,500,000 in qualifying property, \$500,000 in net income.

ADDITIONAL NOTES TO CONSIDER:

Tax experts and accountants are continuing to examine and evaluate the final Sec. 199A regulations. Below are some notes on how the final regulations will affect common practices in the HVACR wholesale-distribution industry.

Multiple businesses: Business owners with multiple businesses in a common field may aggregate the incomes from those businesses for purposes of claiming the 199A deduction. This allows businesses with multiple entities to do a single wage and qualifying property test to receive the deduction. In order for the multiple businesses to aggregate, each entity must meet four requirements: 1. Each aggregated trade or business must meet the requirements of Section 162 (be in business to make a profit, not as a hobby) 2. The same person or group of persons must own at least 50 percent of all of the businesses to be aggregated, 3. Each of the businesses must be owned for a majority of the year and include the last day of the year, 4. All business taxes must be reported in the same taxable year, 5. All businesses must qualify



for the QBI deduction. This simplifies the deduction process and allows the business owners to receive the largest deduction possible. If any of the businesses have a loss for the year, that loss is offset by gains from the other aggregated businesses; a loss can only be carried forward to another taxable year if the loss is greater than the gain of all aggregated businesses. It is important to note that once a group of businesses aggregates it must continue to aggregate until there is a change in the facts and circumstances of the businesses.

Leasing real estate to the main

business: Business owners that hold real estate in a separate business entity from their main wholesale business can aggregate the income from the lease with the wholesale business income as long as at least 50% of both the real estate and wholesale businesses share common owners and the lease is not a triple net lease where the tenant is responsible for all costs including repairs, property taxes, insurance, and maintenance.

Trusts: Generally, any trust or trusts established for estate planning or liability reasons may qualify to receive the QBI deduction. However, any trust(s) established solely for the purpose of reducing income taxes by qualifying for the QBI deduction will be disallowed. ●

Visit
NAHAD.org
 for more
Issue Alerts.

Reaping the Benefits of Distributed Generation



Across the United States, business operators are reducing energy costs and improving environmental footprints with distributed generation. Also known as onsite power generation, distributed generation systems use renewable energy sources, such as solar power or combined heat and power, to generate energy at the end user's site. Distributed generation systems are ideal for businesses with ample land, roof space, or parking lots. Reducing dependence on utility companies, distributed generation systems help organizations to lower both short-term and long-term energy costs. While distributed generation output ranges, most systems produce 250 kilowatt hours to several megawatts.

Financial value. "The number one benefit of implementing distributed generation is the financial value, including day-one savings and predictable, long-term energy cost hedging," said Chris D. Fraga, Founder & CEO of Alternative Energy Development Group, a firm that develops, finances, owns, and operates clean energy projects for commercial and industrial clients. "Increasingly, we're seeing energy costs from distributed generation systems beating energy costs from traditional utility companies. Customer cost savings are between 10 to 40 percent."

Funding. Particularly in states with higher electricity costs, such as California and states in New England and the East Coast, more states are adopting stronger renewable portfolio standards, which drive more state-based financial incentives for distributed generation projects. Additionally, more financial institutions are offering competitive loan rates to fund distributed generation projects. Third party investors are also available to finance, own, and operate distributed generation equipment, and sell energy by the kilowatt hour to the end user.

How it works. If we look at a temperature-controlled manufacturing facility that has distributed generation installed, the manufacturer will typically consume 100% of the energy generated from the system, and if necessary, seamlessly draw additional energy from its local utility company as a secondary source with separate metering. Storage of onsite generated energy is increasing in popularity as more businesses are using distributed generation and energy storage to manage peak demand charges and time-of-day energy production and consumption.

Sustainability. In addition to early and long-term cost savings, benefits of distributed generation include sustainability and environmental perks. For example, innovations in solar energy have resulted in development of higher density solar panels, which require less costs and less space to produce more energy. Currently, an estimated two million solar systems are operating in the United States. In addition, those businesses that install combined heat and power benefit from higher efficiency. Combined heat and power systems transform natural gas at a rate 25 to 50 percent more efficient than utility electric grids. In addition, businesses that consume energy from distributed generation ease demand on aging grids and deteriorating power plants.

Get started. The first step to implementing distributed generation is to contact a distributed generation energy expert for a consultation. An expert will provide a full analysis of your facility's energy consumption and needs, as well as an evaluation of costs, options, necessary permits, and available interconnection capacity to your local utility company. Today, 158 trade associations and chambers of commerce endorse consulting firm APPI Energy to reduce and manage costs for members. Contact APPI Energy at 800-520-6685 for a complimentary consultation. ●

APPI Energy is a NAHAD member benefit program that provides data driven procurement solutions that reduce and manage electricity and natural gas supply costs for members on an ongoing basis.

MEMBER CONNECTIONS



Parker Hose Products Division is enhancing the quality of air

conditioning and refrigeration systems with the development of a new hose fitting solution. A/C Clip, A/C Clip Chamber and 1A Series fittings to be used with our 285 Refrigeration hose, provide an end-to-end solution for a high-quality replacement assembly. Assemblies can be made in six simple steps, do not require a crimping machine and offer superior flexibility for tight routing applications. Visit www.parkerhose.com to learn more about our simplified solution.



Thermoid announces the launch of the new

Transporter Fuel Delivery Hose – Black. The Transporter hose is uniquely engineered to convey a variety of common fuels for use on commercial and residential delivery trucks for fuel oil heaters. The hose features a smooth Thermalon cover to provide durability and longevity against ozone, abrasion, and oil. Visit www.thermoid.com to learn more.



Fairview Ltd. employees and customers enjoyed 50th Anniversary

celebrations across Canada on Friday, June 14th at their Head Office in Oakville, Ontario Canada and at all of the Fairview warehouse locations across Canada. Vice President of Sales Jim Forbes commented “On behalf of Fairview, the ownership and it’s employees we would like to thank all of our valued customers for their loyal support and trust over the last 50 years... we very much look forward to continued growth and building on our already strong relationships with our customers over the next 50 years”. Fairview Ltd. “Products for Industry, Service for People” since 1969.



[O+P USA] The new crimper Tubomatic HS54ES, recently introduced in our wide range of crimpers, is

ideal for the series production of small hoses, ropes, cables, electrical resistances and eyelet terminals, which makes it particularly suitable for the automotive industry and low pressure water systems. The processing of small hoses needs a lower tonnage and a reduced opening and this has allowed us to increase the re-opening speed and the productivity of the machine, which results in a higher number of crimpings per hour (1650). The machine is provided with a quick lubricating system by means of greasing points placed on the front flange. This characteristic allows the user to integrate the machine in an automated system. The ES3 electronic control, an easy and intuitive software provided with colour touch-screen display, guarantees maximum precision as well as high productivity. Contact us for any further information at info@opusainc.com or visit our website www.opusainc.com.



Kurt E-Z Bend Hose more pliable with less force to bend. Line

expanded to include hose I.D from 5/8” up to 2”. E-Z Bend Hose with four spiral layers of high-tensile, steel wire braid boosts half the bend radius of standard hydraulic hoses. E-Z Bend provides easier routing and more space savings for compact equipment. E-Z Bend Hose is designed with a synthetic rubber tubing that provides oil and abrasion resistance while meeting MSHA flame-resistance designation. With a superior working temperature range from -40°F to +212°F, E-Z Bend Hose has resistance to server weather and increased ozone conditions, providing long life cycles in difficult operating environments.



Dixon announces the addition of Rapp-it Pipe Repair

kits to its product offering. Applications include, but are not limited to, on-site emergency pipe repair in: mining, processing, oil and gas, petrochemical, manufacturing, marine, and agricultural industries for use with steel, poly, PVC, copper, concrete, or rubber.

Features:

- No mixing or measuring required, easy to apply
- Contains leaking substances quickly, keeping the workplace safe
- Tenacious bond: 5 to 10 minutes, functional cure in approximately 30 minutes
- One product that can be used on a vast array of pipe sizes, shapes, and materials
- Suitable for use on acid lines, gas, most diluted chemicals, sea water, fuels, and oil
- Chemical resistant to hydrocarbons, ketones, esters, alcohols, halocarbons, aqueous salt solutions, dilute acids/bases
- Suitable for wet or dry pipe: apply under fresh and saltwater
- NATO Certification 4730-66-1257893

To learn more visit dixonvalve.com, call 877.963.4966, or contact your local sales representative.



Coxreels is proud to announce a seal upgrade to the nitrile

1.5” and 2” inline swivels with advanced multi-lobe sealing technology. The enhanced seals are designed to maximize seal integrity, improve overall seal performance, and maximize seal life. In-depth testing has shown that the performance of the multi-lobe seals exceeds that of the standard O-ring, cup, and T-seals for large capacity fluid handling and high-volume delivery in both high- and low-pressure applications.

MEMBER CONNECTIONS

Additionally, the new seal geometry has a better resistance to compression set, which is a leading cause of premature seal failure. For further information call (800) 269-7335 or visit www.coxreels.com.



IR-G is pleased to recognize their 30th year of operations under Fournier family ownership. From humble beginnings of one tiny location, and 4 employees in April 1989, they have grown to 5 locations amongst 3 states, and 43 employees. They look forward to many more years of being the premier Hydraulic and Industrial Hose supplier in the Mid-South. Learn more at www.ir-g.com.



Continental's Infinity Man is

BACK. Super-Hero Tough with Insta-Lock™, Flexible and Amazingly Lightweight. Three versions of Infinity are available: Fuel, Fuel HD, & Chemical hoses. All are lightweight & flexible. Available in 2, 3, & 4" ID complete with crimp specs for Insta-Lock fittings for all sizes. The hoses are available immediately through Continental's North American distribution network. For full details on the Infinity hoses; please contact them at 800.235.4632 or visit www.continental-industry.com.



CRP Industrial, a full line supplier of Reinflex high-pressure thermoplastic hoses,

offers a complete line of Compressed Natural Gas (CNG) Dispensing Hose. They can supply CSA Certified CNG hose assemblies to fit your application. CRP's focused industry program has SAE100R7, SAE100R8, and VHP products available from 3/16" ID to 1" ID. CRP carries a variety of fittings, ferrules, and spring guards in both plated and stainless steel for your hose needs, as well as bend restrictors. Contact

CRP Industrial at 1-800-526-4066 or visit www.crpindustrial.com for more information.



Atlantex Manufacturing Corporation is

pleased to announce the acquisition of a new, larger facility in nearby Kennett Square, PA. The site is nearly 60% larger and will accommodate the company's growing need for office, warehouse, and upgraded manufacturing operations. Michael Ford, COO, says that the new facility will provide additional production capacity and storage space for raw materials and finished product inventory, resulting in shorter lead times for distributors.



Hannay Reels® The reel leader.

Hannay Reels offers industrial

vacuum reel options. Four new series of industrial strength reels are now available. The VAC4000, VAC900, VACN900 & VAC2900, all designed specifically for shop vacuum applications, car detailing operations and general industrial vacuum needs. These reels handle up to 50' of 1-1/2" or 2" ID vacuum hose, are constructed of heavy-duty steel and available in manual or spring return to automatically rewind hose. Visit hannay.com for more information on the variety of hose reels we offer.



Inform ERP Software from **DDI System** is

designed to help Industrial Hose and Rubber distributors run operations without complexity and exceed ever-changing customer demands. Vital features such as embedded CRM, next-generation eCommerce and flexible mobility, inspire repeat business and anywhere, anytime ordering. DDI recently announced operational workflow enhancements that expand the MTO assembly functionality within Inform ERP Software. The enhancement provides full access to component

procurement, cost, sell price and substitute components directly from the POS or sales order screen. The new functionality gives NAHAD distributors full control over the life cycle of components in an MTO fabrication. "Using Inform, we're easily able to measure key performance metrics and execute essential tasks, such as kitting, to improve processes throughout the business. Most importantly to the team at Gopher Industrial, Inform continues to improve with each new version," says David Jones, co-owner of Gopher Industrial and NAHAD member. To learn more about Inform's latest enhancements and industry-specific features for NAHAD members, please visit: www.ddisystem.com/nahad.



The **APG** Hose Fitting Crimp Calculator Tool

is now available to download for free on Android and iOS devices. Simply enter the specified dimensions to calculate the final crimp diameter for your fitting and to determine the recommended die set. To begin utilizing this convenient app and building your own hose and hose compression settings go to www.callapg.com/crimp-calculator-tool.



Eaton's Fluid Conveyance Americas team welcomes Eric

Stager into the role of Senior Product Manager responsible for the Industrial and Specialty category of products. This category includes industrial hose, thermoplastic hose, and other specialty product lines. In addition, Chris Schwab has been named Senior Product Manager responsible for the Rubber Hydraulic Hose and Fittings category, including the Aeroquip, Weatherhead, and Winner branded hydraulic hose products. With 20 years of industry experience each, they are well positioned to serve Eaton's Fluid Conveyance distributor partners. For more information on Eaton's product portfolio, visit www.eaton.com.



Goodyear Rubber Products is searching for a dynamic and experienced Sales

Manager to lead its Industrial Distribution Sales Team. This exciting opportunity, primarily in Southwest Florida, will manage sales activities and increase the company's already strong sales growth and profitability. Interested in applying? Send your resume to sales@goodyearrubberproducts.com.



Adaptall is pleased to announce that Jeff Schauss has joined

our Houston Facility as Customer Service representative. He brings with him a vast amount of industry knowledge, logistics and supply chain management experience that will be a benefit to our valued customers. We are happy to have Jeff join our Adaptall family and we look forward to his growth as Adaptall continues to provide excellent customer service with healthy and robust inventories that will

meet or exceed our customers expectations. Adaptall Inc. (Canada) is also pleased to announce that Riley Smith has joined our Manufacturing Operations in a very challenging position as CNC Set up Programmer with his experience we expect that he will grow into an operational role as we align our processes and ramp up our manufacturing capabilities. We are happy to have Riley on board and we are looking forward to what he brings to the Adaptall team.



IRP is pleased to introduce their

new line of sheet rubber & matting products, PLIFLEX. With over 25 different types of sheet rubber, in ranging durometers, the PLIFLEX brand ensures that, for any job, or any application, IRP products has you covered. This new line continues the trend of IRP brands committed to delivering exceptional quality, value and performance. IRP would like extend their appreciation to their staff for the successful implementation of Pathguide's Wireless Warehouse. This

MEMBER CONNECTIONS

system will help streamline warehouse processes, by reducing errors and allowing them to ship products out the door faster. Becoming more efficient in the warehouse, and more effective throughout the entire organization, allows IRP to give customers a competitive advantage in their industry.



MFC is proud to be celebrating its 50th year in business in 2019! MFC is a leading fabricator of industrial and hydraulic hose,

fittings, and formed tube products. With six locations, they market their products throughout North America to various industrial and commercial customers. For more information visit their website at www.mfchose.com or e-mail info@mnflex.com. Stay up to date with company updates and product spotlights via MFC's LinkedIn page [linkedin.com/company/Minnesota-flexible](https://www.linkedin.com/company/Minnesota-flexible).

NAHAD NEWS 2019 PRODUCTION SCHEDULE

NAHAD member companies are invited to submit brief news items for inclusion in the "Member Connections" section of NAHAD News.

- Please write your articles in complete sentences, and limit them to 60 words, including pertinent phone numbers, urls, etc.
- Submit Microsoft WORD format along with 4-color company logo.
- News items should focus on new or additional personnel changes, appointments or promotions, facility expansion, new products lines or advertising/promotion plans.
- Articles should be written in the third person (use "they" instead of "we").
- Exclude sales features claims and direct or indirect comparisons with competitors' products.
- All articles should be sent to cwiafe@NAHAD.org by the materials deadline listed below. ●

NEWSLETTER ISSUE	MATERIAL DUE TO NAHAD	MAILING DATE
October	9/13/2019	10/11/2019
December	11/8/2019	12/13/2019

NOTE: All articles will be published on a space-available basis. NAHAD assumes no liability for incorrect or deleted information but will publish corrections upon request.

Hose + Coupling World Expo
November 26-28, 2019
Maastricht, The Netherlands



We invite all members to join NAHAD in the Netherlands for the Hose + Coupling World Expo Europe! Aside from industry-leading workshops, the conference also offers opportunities to connect with industry leaders, manufacturers, and distributors on a global scale. ●

Learn more at
Hose-Coupling-World.com

Global Manufacturing Economic Update

BY CHAD MOUTRAY AND LINDA DEMPSEY

NATIONAL ASSOCIATION OF MANUFACTURERS

U.S.-Manufactured Goods Exports Have Fallen 2 Percent So Far in 2019.

1. In the first half of 2019, U.S.-manufactured goods exports have fallen 2.0 percent relative to the pace seen in the same time frame in 2018. International demand for U.S.-manufactured goods has weakened so far this year after experiencing better data in both 2017 and 2018.
2. The J.P. Morgan Global Manufacturing PMI contracted for the third straight month, down to the lowest reading since October 2012. PMI data continue to reflect softening in manufacturing activity worldwide, even with some stabilization in Canada, our largest trading partner. Twelve of the top 20 markets for U.S.-manufactured goods exports experienced contractions in manufacturing activity in July, up from 11 in June, nine in May and six in April.
3. The IHS Markit Eurozone Manufacturing PMI contracted for the sixth straight month, dropping to the lowest point since December 2012. Germany, the largest market in Europe, has contracted in every month so far in 2019, and the United Kingdom, which continues to have lingering uncertainties related to Brexit, was unchanged in July, continuing to shrink at the fastest rate since February 2013. Eurozone real GDP slowed to just 1.1 percent year-over-year in the second quarter, but encouragingly, the unemployment rate was the best since July 2008.
4. Prior to the current trade skirmish, there were signs that the Caixin China General Manufacturing PMI had stabilized somewhat in July despite continuing to contract marginally (49.9). Nonetheless,

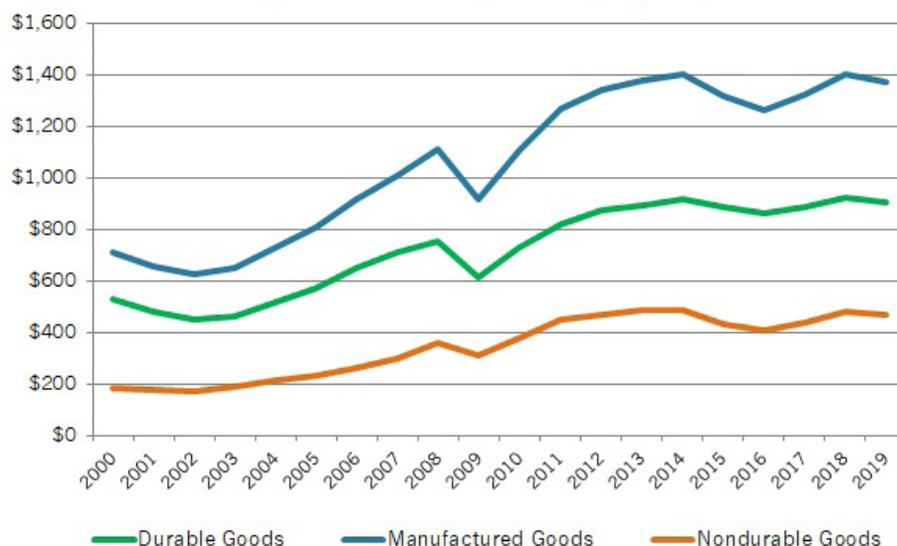
real GDP grew 6.2 percent year-over-year in the second quarter, down from 6.4 percent in the first quarter and the slowest pace since the first quarter of 1992, illustrating how much its economy has decelerated. Of course, the latest headlines could impact those figures negatively, with the Chinese yuan falling to the lowest point against the U.S. dollar since April 2008.

5. Overall, the U.S. dollar has appreciated 9.1 percent against major currencies since Jan. 25, 2018, according to the Federal Reserve, and manufacturers continue to cite foreign exchange risks in their earnings reports.
6. Worries about a global economic slowdown—which has been exacerbated by renewed trade uncertainties—has caused financial markets to fall dramatically. For instance, the Dow Jones Industrial Average has fallen roughly 5 percent since July 15, and yields on 10-year Treasury notes have plummeted to the lowest rates since October 2016.

7. Manufacturers are working through August to push strong trade outcomes with Congress and meet challenges overseas, including:
 - Building support among key members of Congress to move the U.S.–Mexico–Canada Agreement and a robust reauthorization of the U.S. Export-Import Bank as quickly as possible in the fall;
 - Seeking concrete movement on U.S.–China bilateral trade agreement negotiations to correct market distortions, while also addressing challenging tariffs and retaliation;
 - Pressing for stronger action to tackle the rising tide of counterfeit products;
 - Seeking movement on multilateral talks to reform and modernize the World Trade Organization; and
 - Monitoring and providing input on new sanctions activity. ●

U.S.-Manufactured Goods Exports, 2000–2019

(in Billions of Dollars, Seasonally Adjusted)



Note: 2019 data are annualized using data through the second quarter.

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A BIMONTHLY NEWSLETTER of
THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION

A KEY STRATEGY TO RETAINING EMPLOYEES



SAVE THE DATE

Special Webinar: NAHAD Academy
Tuesday, October 1, 2019
2:00 – 3:00 PM ET

in this issue

- 1 Retaining Employees
 - 2 President's Letter
 - 3 Hose Safety Institute
 - 4 HSI Exam Passers
- And more!

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