

Planning in Uncertain Times: NAHAD's Industry Insights Committee Weighs In

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IN A TIME WHEN TARIFF COSTS CHANGE DAILY AND CUSTOMER DEMANDS ARE AT AN ALL TIME HIGH, HOW DO NAHAD COMPANIES PLAN FOR BUSINESS GROWTH WHEN EVERY DAY LOOKS DIFFERENT THAN THE DAY BEFORE?

NAHAD's Industry Insights Committee recently met to discuss this and much more, as well as plan opportunities for NAHAD members to connect on tough issues. We posed the question, "In today's uncertain marketplace, where are you seeing the most opportunity for business growth?"

Here is what they had to say:

"In an industry that has seen its ups and downs since the pandemic, you name it as to why; supply chain shortages, inflation, tariffs, people shortages, we are seeing growth in the refuse and utility truck market. The demand for equipment is still strong due to the aforementioned supply chain shortage that affected the production of truck chassis. End users of said equipment have not been able to stay on their life cycle plans and are still catching up."

Ryan Pobuda

*Vice President of Sales
FORCE America*

"In an uncertain market, we are striving to continue investing in our people and production capacity by constantly looking for new ways to improve tasks across our entire internal supply chain. Our people are the number one resource and keeping them happy in uncertain times remains paramount to anything else we do at SEH!"

Trey Travis

*Vice President of Operations
Southeastern Hose Inc.*

"We continue to see opportunities in the government sector as funding continues to flow. We also continue to see opportunities in the semiconductor and data center markets. Our current customer base is expecting the transportation sector to bottom at the end of this year and start to rebound in 2026. This of course could all change with a social media post."

Ryan Gallagher

*Sr. Vice President of Business Development
Tramec, LLC*

"In volatile times, optimizing what you already have beats chasing new opportunities. The biggest growth opportunity is hiding in plain sight: pricing optimization. We're seeing distributors unlock \$100,000-\$500,000 annually not by raising prices, but by fixing pricing leaks and freeing their best people from spreadsheet hell. When operations leaders stop spending 10+ hours weekly on manual pricing and redirect that time to strategic growth, margins and revenue both accelerate."

Nelson Valderrama

*CEO
Intuilize*

"In today's unpredictable environment—whether it's due to tariffs, supply chain volatility, or inconsistent demand—we're seeing the most opportunity for growth through customer service. While we can't control every market factor, we can control how we respond to our customers' needs.

We've focused on being flexible with lead times, reacting quickly to urgent orders, and helping our customers navigate challenges like overseas tariff increases or stockouts. By solving problems for our existing distributors and stepping up when others can't, we've not only strengthened current relationships but also opened the door to new business. In short, exceptional service has become our biggest growth engine."

William Washer

*Vice President of Operations
Rubber Fab & Molding*

"It's not AI. It's not SEO. We're seeing the greatest opportunity in establishing genuine, human-to-human connections. We're doubling down on an old-school tactic—face-to-face relationship building—and our outside sales team is driving a surge in new business by actively engaging new customers in person."

Brian Hoaglin

*CEO
TCH Industries, Inc.*

"With the uncertainty of the marketplace, we continue to look at the necessities of most Americans. We all must eat, drive our cars, and need the air conditioning in the summer. We are actively pursuing food, beverage, and energy sectors. What this is allowing us to do is grow our knowledge in these sectors, expanding our vendor base with products and services that we are not accustomed to."

Continued on page 4

Officer Listing

OFFICERS

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 Roy Torres, *First Vice President*
 Scott Nelson, *Second Vice President*
 Brian Pellegrin, *Immediate Past President*
 Molly Alton Mullins, *Executive Vice President*

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 Brian Dutton
 Ryan Gocher
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Dear NAHAD Members



AS WE HEAD INTO THE FALL, NAHAD IS LEANING INTO PRIORITIES THAT I FEEL DEFINE OUR VALUE AS AN ASSOCIATION: HOSE SAFETY AND INVESTING IN OUR PEOPLE WITH BOTH TECHNICAL SKILLS TRAINING AND LEADERSHIP DEVELOPMENT. EACH ONE OF THESE PRIORITIES ARE ANCHORED BY PROGRAMS DESIGNED TO MAKE A REAL IMPACT AND ADD VALUE TO YOUR BUSINESS.

This month, we celebrate **Hose Safety Awareness Week**, September 7–13. This is our opportunity to put safety in the spotlight and reinforce the best practices that protect our teams, our customers, and the integrity of the products we supply. The NAHAD toolkit is ready to help you plan activities, hold safety talks, and share your efforts across your company and social channels. By joining the conversation, sharing your hose safety best practices and using **#HSAW2025**, you can demonstrate our industry's commitment to doing things the right way.

In October, we bring that same commitment to life in Denver during the HSI Hands-On Training, October 20–21. This two-day program blends classroom learning with real-world applications, including some great facility visits and demonstrations. It's designed to give attendees stronger technical skills, a clearer understanding of HSI guidelines, and the confidence to apply them on the job. If you haven't already secured spots for your team, I encourage you to do so soon, as space is limited.

Looking ahead to 2026, I'm very excited to share that NAHAD will launch the Leadership Exploration and Development (LEAD) program—our newest initiative to invest in the future of leadership in the hose and fittings industry. LEAD offers three tracks designed for new and emerging leaders from all parts of your organization: Apprentice, Technician, and Master. These tracks focus on linking personality profiles to leadership success, sharpening communication skills, and building transformative leadership capabilities through vision, influence, strategy, and change. Participants will gain a deeper understanding of their leadership style, improve their communication skills, and learn how to drive performance and change within their teams. The Apprentice track begins in February 2026 and includes monthly workshops, a DiSC assessment, professional facilitation, and the guidance of a veteran industry mentor—culminating in an all-day leadership workshop at the NAHAD Annual Convention. If you have high-potential team members with at least two years in the industry, this program will prepare them to take the next step. If you're already a seasoned leader in our industry, this program is for you too! I promise that sharing your skills and experience, as you "pay it forward" in our industry will be a valuable and rewarding experience for you as well.

These initiatives—Hose Safety Awareness Week, HSI Hands-On Training, and the LEAD program—reflect our shared commitment to building a stronger, safer, and better-prepared industry together. I encourage you to engage fully with each of them, bring your teams along, and help NAHAD set the standard for excellence in the months and years ahead.

Sincerely,
Mike Mortensen
 NAHAD President
 CEO
 ARG Industrial

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This month, we celebrate Hose Safety Awareness Week, September 7–13.”

Mergers & Acquisitions

DW Industries joins TIPCO Technologies

TIPCO Technologies (TIPCO), a distributor of fluid conveyance solutions, has acquired DW Industries (DW).

The strategic partnership enhances TIPCO's existing capabilities and expands its reach within the Houston market. DW Industries will continue to operate under the leadership of Richard Weaver, who shares a unified vision of growth through people, partnerships, and innovation.

Founded in 1979 by Dale Weaver and his family, DW Industries has provided a complete line of hoses and hose assemblies. DW specializes in high-quality tested and certified products tailored to meet specific applications across a wide range of industries, including petrochemical, oilfield, military defense, agriculture, marine, and HVAC. Operating from a state-of-the-art ISO- and API-certified facility, the company manufactures a high volume of assemblies each day, delivering the highest quality solutions to customers in the OEM, heavy equipment, and military supply markets.

"I truly believe that the partnership between DW Industries and TIPCO Technologies marks the beginning of an extraordinary chapter for both organizations," said Richard Weaver. "By bringing together the legacy, expertise and relationships of DW with the innovation, scale, and strategic vision of TIPCO, we are uniquely positioned to create a powerful force in the manufacturing and distribution space. This union is more than just a business decision—it's a meaningful alignment of values, culture, and commitment to excellence. I'm confident that together, we will not only enhance our capabilities but also make a lasting, positive impact on the marketplace, our customers, and the communities we serve. The future is bright, and I'm incredibly excited for what we will accomplish—together."

Rob Lyons, TIPCO CEO of commercial business added, "TIPCO Technologies is excited to announce our partnership with Richard Weaver and the exceptional team at DW Industries in the vibrant Houston market. Together, we look forward to building on DW Industries' world-class fabrication capabilities, supported by industry-leading certifications and a commitment to excellence in quality control."

The partnership between TIPCO Technologies and DW Industries will expand TIPCO's footprint to 42 locations across 17 states.

Celebrate Hose Safety Awareness Week

September 7-13, 2025

A Week of Hose Safety to Promote Everyday Best Practices



NAHAD is committed to ensuring that all hose manufacturers and distributors have the tools they need to promote hose safety with their teams and end-users. NAHAD, through the Hose Safety Institute (HSI), provides education and training through a series of prescribed best practices, educational webinars, downloadable resources, and hands-on instruction throughout the year. Visit nahad.org to learn more.



Hampton Rubber Company Celebrates 70 Years of Service

Hampton Rubber Company is pleased to announce the celebration of its 70th anniversary in 2025. Established in 1955 by Joseph Tannen, the company has been a longstanding provider of hose, gasket, and fluid handling solutions to customers across the United States. The company was purchased in 1979 by Rolf Czerlinsky and Norm Schnell and it was their commitment and vision that allowed for the tremendous growth and success the company has experienced over the last four decades.

On January 2, 1999, Hampton Rubber became the first company to be acquired by what is now Singer Industrial. This milestone marked the beginning of a strategic relationship that has supported the company's continued growth while maintaining its commitment to quality service and regional industry support.

Hampton Rubber serves both commercial and military markets from its state-of-the-art facilities in Hampton and Norfolk, Virginia, specializing in high-quality assemblies and sealing products for critical fluid systems.

"Seventy years is a testament to the hard work, dedication, and adaptability of every person who has been a part of

our journey. We've weathered challenges and embraced opportunities, always with an eye on serving our industries with integrity," said Hampton Rubber General Manager David Saunders.

"While we honor our past 70 years, we are equally excited about the future," Saunders explained. "We will continue to evolve, innovate, and adapt to meet the changing needs of our customers, always striving to be the supplier of choice for the next 70 years and beyond."

As part of the Singer Industrial group, Hampton Rubber continues to expand its reach and capabilities while remaining rooted in its original mission: to deliver dependable products and responsive service to every customer.

"Congratulations to the team at Hampton Rubber Company for 70 incredible years! I'm grateful to have spent a few years at Hampton Rubber and could not think of a better group of people to have been the start of Singer Industrial," said Pete Haberbosch, Singer Industrial President. "Here's to what you have accomplished and continued success ahead!"

To learn more about Hampton Rubber and its extensive product offerings, visit www.hamptonrubber.com.

PLANNING IN UNCERTAIN TIMES (CONTINUED FROM PAGE 1)

Mitch Painter

Vice-President

Knoxville Rubber and Gasket

Tri-Cities Rubber and Gasket

"In today's uncertain market, several external factors can create challenges, including fluctuating tariffs, volatile raw material prices, high interest rates, and geopolitical conflicts. Despite these uncertainties, we see our greatest opportunity for growth by looking inward and investing in the training and development of our team. We have cross-training initiatives, internal promotions,

and are developing the next generation of hosers. By empowering our employees, we're building a stronger foundation for future success."

Van Vo

Director of SHF Product Line Sales

OmegaOne

"In today's uncertain marketplace, we are seeing business growth in two areas: MRO and aftermarket services and value-add services. Many customers are holding off on capital expenditures, instead focusing on maintaining and extending

the life of their equipment. Additionally, customers are looking for partners who can solve problems, not just sell parts. SunSource thrives in this arena by offering hydraulic, pneumatic, and electronic repair/rebuilds, customized assemblies (eg. hose kits, manifolds, panels), and by providing engineering support and design assistance."

Paul Powers

Cross Selling Specialist – South

Business Unit

SunSource

Custom Hydraulic & Machine Celebrates 60 Years of Excellence in Hydraulic Solutions

Custom Hydraulic & Machine, a Singer Industrial company, is proud to announce the celebration of its 60th anniversary on May 23, 2025. Since its founding in 1965, the Washington-based company has been a trusted supplier of high-performance hydraulic fittings and hose assemblies for military, marine, and aerospace applications.

Over the years, Custom Hydraulic & Machine has built a reputation for precision and reliability, serving as a direct supplier to U.S. government production lines. Its components consistently meet rigorous quality standards, including MIL-I-45208A, MIL-H-24135, MIL-H-24136, and MIL-F-24787, with hydrostatic testing capabilities up to 10,000 PSI. Reflecting on this longstanding commitment to excellence, Custom Hydraulic & Machine's 14 employees collectively provide more than 200 years of experience, with an average of 15 years each.

The company mainly manufactures top-tier marine hose end fittings specifically designed for demanding marine environments and are suitable for pressures up to 5,000 pounds per square inch.

In 2024, Custom Hydraulic & Machine joined Singer

Industrial, one of the nation's premier value-added distributors of industrial products and solutions. This strategic move expanded Custom Hydraulic's capabilities, allowing the company to better serve its customers with enhanced resources, broader industry expertise, and access to a nationwide support network. "We're thrilled that Custom Hydraulic & Machine joined the Singer Industrial family. Their unique manufacturing and fabrication capabilities have greatly enhanced our group's military marine product offering," said Sam Petillo, President of Singer Industrial's Rubber Division.

"We're incredibly proud to have reached 60 years in business. While the industry has seen major changes over the years, our commitment to our customers has stayed the same. Serving the military marine industry for six decades is an accomplishment we truly value, and this milestone wouldn't be possible without the trust and support of our customers, partners, and team," said the Custom Hydraulic & Machine team in a statement celebrating the company's 60th anniversary.

To learn more about Custom Hydraulic & Machine and its extensive product offerings, visit www.customhydraulic.com.

National Hose & Accessory Celebrates Four Decades in the Industrial Hose Industry

National Hose & Accessory celebrated its 40th anniversary this July, recognizing four decades of service to customers across Texas and the surrounding region.

Founded by Mike Deem in 1985, the company has grown steadily to become a trusted source for high-quality hose solutions and support. Known for its wide-ranging inventory and technical capabilities, National Hose & Accessory serves a broad base of industries with products and services that include custom hose assembly, on-site testing, and vendor-managed inventory.

In addition to its hose and fitting offerings, the company provides custom gasket and flash cutting, OEM kitting, and ASME-certified hose welding. These services are supported by a team with deep industry knowledge and a focus on dependable, solution-oriented support.

"We are proud of the 40 years of dedication, hard work, unwavering commitment to our customers and to our employees," said National Hose General Manager Nathan Hanna. "Our employees are like family and we wouldn't be successful without them. We look forward to 40 more years of continued success."

National Hose & Accessory joined the Singer Industrial group in September 2007, becoming part of a nationwide network of industrial solution providers. This alliance has enhanced the company's resources and extended its market presence, all while preserving the trusted, customer-focused service it has offered since 1985.

For more information about National Hose & Accessory, visit www.nationalhose.com.

MEMBER CONNECTIONS



Coxreels is pleased to offer our customers thousands of standard products to choose from; however, in the event that a customer cannot locate the perfect reel for a specific application, Coxreels has the capability to custom build any product to your exact specification. Coxreels custom built products offer a complete solution to any of your hose, cord, and cable reel needs. Coxreels offers custom design expertise and manufacturing flexibility that is unique in our industry, which is why we are proud to manufacture the most complete and diverse line of custom reels in the industry.

For us here at Coxreels, analyzing individual customer requirements and arriving at the best reeling solution for the application at hand comes naturally. After 100 years in the hose, cord, and cable reeling industry, Coxreels® has set the bar as the expert in custom designed and engineered products. Coxreels® has remained steadfast and focused on manufacturing high quality professional grade hose, cord, and cable reels since 1923. Offering a full product line serving the industry in every channel and application, Coxreels® takes great pride in designing, building, and supporting all of their products right here in the USA. For further information on the Coxreels® custom products, contact Customer Service at (800) 269-7335 or visit www.coxreels.com.



Coxreels V-100 Series product line has been improved and expanded! Introducing the new 1 ¼" vacuum hose reel V-112-735 without hose and the V-112H-735 with hose. The new model is a smaller frame size featuring 12"

diameter discs instead of the original 17" diameter discs and is designed for use with 35' of 1 ¼" vacuum hose. The outlet connecting to the hose remains 1 ½" and our 1 ¼" hose comes equipped with 1 ½" slip cuffs on both ends for maximum flow. In addition to the new models, the swivel has been improved on the entire product line. The new swivel design still allows for the connection of multiple hose sizes by using the inside and the outside of the housing, but a greater gradual taper has increased the amount of compatible inlet hose cuffs. This remains important because retail shop vacuums are coming with larger and larger hoses, some as big as 2.5". The swivel also includes hidden improvements via an enhanced O-ring sealing system for greater vacuum consistency and performance. The hose has a super flexible "crush-proof" smooth interior hose suitable for commercial cleaning applications and is equipped with standard 1.5" threaded hose cuffs on both hose sizes. For further information on Coxreels® new options for the V-100 Series, contact Customer Service at (800) 269-7335 or visit www.coxreels.com.



CRP Industrial offers a full line of Reinflex non-conductive thermoplastic hoses, including SAE 100R7, R8, R18, and very high pressure (VHP) versions. VHP hoses rated to 10,000 PSI are available in 3/16" (2104KNC), 1/4" (2106UKNC), and 3/8" (2110UKNC) IDs. Cross braid construction provides flexibility and low weight without metal reinforcement. Ideal for rescue tools, jacking, utility, and bolting. Learn more at www.crpindustrial.com.



Dixon is pleased to welcome Jason Davis as the Southwest Regional Manager. With 27 years in the MRO industry, Jason has sold Dixon products throughout his career, most recently working in downstream oil and gas sales in the fluid sealing and conveyance sector in Texas. His background encompasses both operations and sales as a distributor, with a strong emphasis on serving end users. Jason is excited to now represent Dixon directly and looks forward to continuing to build and strengthen partnerships. For more information, visit dixonvalve.com.



Hydraquip celebrated the grand opening of its new Colorado facility — marking a major milestone in the company's continued growth. The new location features a state-of-the-art hose build center, expanded fluid conveyance capabilities, and a fully equipped service & repair center. Hydraquip now offers both open and closed circuit testing up to 150 HP and 6,000 PSI, with advanced features like pressure compensation, load sense, HP limiting, with real-time data acquisition. A strong step forward in supporting customers with faster turnaround, expanded services, and even more solutions under one roof.



InterLynx is excited to share a recent update we've made to our Quote Management System. When you go to your reporting suite, you'll see the Quotations tab, to access the Quote Management Service. When you open this tab, it will default to the new "Quote Detail" view. This view shows a list of every single quote, including the supplier, relevant dates, quote number and amount, to whom it is assigned in your organization, how long it took to view, whether it was posted, how long it took to post, and the current status.

You'll also notice red highlighted fields, which indicate quotes that either haven't been responded to or are still open and require a future update. From this report, you can click directly to update the quote status, giving you a simplified view to manage everything efficiently. If a quote is still open, you'll get automatic reminders. You can also update any open quote manually if there are

final details pending. Across the top, you will see filters for territory, quote status, probability, supplier, and more. Helping you create a customized view. This is a multi-level report, so everyone from management to distributor sales reps can easily view and manage quotes in one place. We hope this is a valuable improvement and believe it will help you get even more utility from our Quote Management System.



OP USA recently moved into a brand-new, larger facility to serve North American customers even better! With more space, optimized workflow, and improved inventory capacity, OP USA offer faster deliveries and enhanced support—confirming their strong commitment to the U.S. market.



Riley Baxter has been recently promoted as Branch Manager of **OP USA**. With his energy, customer focus, and industry experience, OP USA will strengthen their leadership and push for even greater service quality and business growth in the region.



OP USA has recently launched the machine H47L to redefine mobile crimping. Weighing just 27lbs and capable of crimping up to 3/4" – 2 braids, it's the ideal solution for professionals who need power on the go. OP USA has packed performance, reliability, and portability into one compact tool!

42nd Annual NAHAD Meeting & Convention

Accelerating Connections, Driving Performance

May 16-19, 2026
Indianapolis, Indiana



Continental Names New Head of Distribution for Industrial Solutions Americas

Continental's group sector ContiTech has appointed **Ryan Gocher** as head of distribution for its Industrial Solutions business in the Americas, effective July 1. He will succeed Guy Enta, who is retiring in July.

In his new role, Gocher will report to Andreas Gerstenberger, CEO of ContiTech USA and head of the business area Industrial Solutions Americas.

"Ryan is a strategic leader who combines business insight with a strong focus on execution," Gerstenberger said. "He brings a wealth of experience and a deep understanding of the industrial landscape, which will be instrumental as we continue to sharpen our distribution model to better serve our customers."

Gocher currently serves as ContiTech head of distribution for the United States, a position he has held since February 2024. He previously

led product management for Industrial Solutions Americas and held several senior leadership roles including global business director for hydraulics and portfolio director for Industrial Fluid Solutions Americas.



On behalf of the ContiTech Industrial Solutions Americas team, Gerstenberger thanked Enta for his many years of service and leadership and wished him well in his retirement. "Guy has been a valued leader whose industry expertise and unwavering commitment have made a lasting impact," Gerstenberger said. "We are grateful for his dedication and the legacy he leaves behind. He will be greatly missed, both professionally and personally."

Flexaust Announces Retirement and Leadership Transition

After 20 years at FLEXAUST, and more than 40 years in the hose and ducting industry, Mike O'Brien, Vice President of Sales & Marketing, will retire on December 19, 2025. Over two decades, Mike has been instrumental in expanding the company's market presence, strengthening customer partnerships, and building a high-performing sales team. His leadership and mentorship have left a lasting impact on teammates across the organization and helped drive remarkable growth.

"There's no way to measure Mike's impact in numbers alone," said Richard Meyer, President. "He's been a steady hand, a thoughtful leader, and someone who truly cares about people. His influence will be part of FLEXAUST for years to come."

As we honor Mike's incredible career, we're also preparing for the future. Effective yearend 2025, Mike Welk and Chris Sharpe will be promoted to Co-Sales Managers, each responsible for specific territo-

ries across North, Central, and South America. Scott Whitley will continue as National Sales Manager of



Commercial Products, and as Mike O'Brien's responsibilities transition, Susanna Vandenberg will serve as the primary contact for all marketing-related matters. This new structure will help us stay close to our customers, focus on opportunities in each region, and continue building on the momentum Mike helped create.

Marking another important transition, Mike Harvey, who has been part of the FLEXAUST family for 28 years will step into the role of President on October 1, 2025. Mike has led as our Vice President & General Manager with dedication, deep expertise, and a leadership style rooted in respect and collaboration. He will succeed Richard Meyer, who will focus on strategic investments and new opportunities for the Schauenburg Hose Group.

Boost Your Visibility with NAHAD

NAHAD's full member directory will be delivered to member inboxes on October 31, a valuable opportunity to increase your company's visibility.

To help you make the most of this exposure, we're offering exclusive advertising discounts run through October 24:

- **20% off the 6-month Premier Package**
 - Use code: **NAHADPREMIER20**
 - Regular price: \$4,800 | Discounted rate: \$3,840
- **15% off the 6-month Standard Package**
 - Use code: **NAHADSTANDARD15**
 - Regular price: \$2,400 | Discounted rate: \$2,040

Don't miss this chance to stand out in front of the entire NAHAD membership.

Email us at bgarcia@nahad.org to secure your spot.

NAHAD

What's NAHAD 365

Excellence in education... Any day of the year.

With a dual emphasis on safety and employee performance, **NAHAD 365** offers professional development and job training content offered in a diverse variety of formats, extending beyond the annual convention, 365 days a year.

Discover NAHAD 365 below:

NAHAD CONVENTION

NAHAD Convention

The NAHAD Convention is your best opportunity to connect with leaders in the industry, attend thought-provoking business sessions, and maximize your presence through the Showcase of Hose Solutions.

NAHADWEBINARS

NAHAD Webinars

NAHAD's Education Committee is focused on providing webinar topics of interest to both manufacturers and distributors. These webinars are a "must-attend" for anyone looking to grow in the areas of leadership, operations, career development, compliance and risk analysis, fabrication and more.

NAHAD ACADEMY

Skill, Knowledge
& Competence

NAHAD Academy

An e-Learning platform Designed to ensure all member organizations, regardless of size or budget, have access to affordable, quality, and relevant education content. More than 200 course titles are available with three subscription options to choose from.

NAHAD HOSE SAFETY INSTITUTE

Safety, Quality
& Reliability

The Hose Safety Institute (HSI)

Members of NAHAD's Hose Safety Institute® represent distributors, manufacturers and suppliers who share a passion for the industry. Membership demonstrates to your customers that you take care great in the products you deliver to the field by following prescribed design and standards specifications for top-tier assembly, design, fabrication, handling, and management.

NAHAD

Hands-On
Training

HSI Hands-On Training

Formerly Regional Training, this program is designed to promote and develop an understanding and adoption of HSI guidelines and best practices in hose design and fabrication. Attendees will participate in a series of interactive presentations, visit distributor locations for hands-on exercises, and tour a manufacturer's warehouse.

Distribute Innovation

INFLUENCE//IMPLEMENT//INTEGRATE

University of Innovative Distribution (UID)

Sponsored by the Association Education Alliance (AEA), a consortium of 40+ distribution professional associations and in cooperation with the Department of Technology Leadership and Innovation of Purdue University, UID is a concentrated educational program designed to enhance and fortify your knowledge, skills, and abilities.

Courses are grouped into six educational tracks: Distribution Strategy, Leadership & Professional Development, Management, Marketing, Operations, and Sales.

NAHAD Employee Development ROADMAP

Employee Development Roadmap

Proper recruitment, selection, onboarding and training of new employees and the ongoing education of current employees is critical to their success, and that of your business. This Roadmap provides you with important and timely Human Resources updates, policies, and templates. It identifies the key positions within the typical NAHAD distribution company, by title, with sample Job Task Descriptions for each.

NAHAD the OD

The Outer Diameter (OD) Podcast

This podcast series is designed to promote professional development and continuing education for distributors and manufacturers. Content includes new industry developments, innovative tactics for any business model, and valuable need-to-know information centered around the hose distribution industry

NAHAD

Handbooks •
Guides • Reports

Handbooks, Guides, & Reports

NAHAD provides members with access to comprehensive tools, recommendations, and best practices packaged in a collection of various handbooks, guidelines, and reports.

Topics cover hose assembly, the basics of industrial distribution, value-added selling, compensation, and other financial/productivity data.

Congratulations Exam Passers!

The following employees of Hose Safety Institute member companies have passed exams during the period of need dates.

EXAMS

- Composite Hose Fabrication
- ◆ Composite Hose Handbook

- Corrugated Metal Hose Fabrication
- ◆ Corrugated Metal Hose Handbook
- Fluoropolymer Hose Fabrication

- ◆ Fluoropolymer Hose Handbook
- Hydraulic Hose Fabrication
- ◆ Hydraulic Hose Handbook

- Industrial Hose Fabrication
- ◆ Industrial Hose Handbook

A1 COUPLING & HOSE

Jeanann Lacy ●●
Jason Rodgers ●

ABBOTT RUBBER COMPANY, INC.

Ross Paniagua ●●●●●●●●

ALTERNATIVE HOSE

Karlo Gamarini ●

AMAZON HOSE & RUBBER COMPANY

Kevin Biemann ●◆◆◆
Jacob Watson ◆
Shea Holowecky ◆◆◆◆

CROSS COMPANY

Chad Hayden ◆◆

CROSS HOSE & FITTINGS

Robert Wallace ◆
Blake Ashburn ◆◆◆●
Allen Morrow ●
Jose Monge ◆◆◆
Joseph Kincer ●●◆
Robert Wallace ●●
Tim Dowings ●●

DESPERATE MARINE LLC

Richard Reynolds ◆◆◆●
Naum Murachev ●●◆

DIXON VALVE

Edward Lepsch ◆

ELITE SUPPLY, INC.

Greg Sell ●●

GHX

Aaron Felt ●●●●●●●●
Bryce Stoner ●●
Devin Singleton ◆◆◆◆◆◆◆◆

GHX INDUSTRIAL

Robert ●
David Gelvin ●●
Jared Richter ●
Joseph Washington ●
Jeff Tod ●●●
Rick Clapie ●

GHX INDUSTRIAL - SUNSOURCE MAIN SUBSCRIPTION

Joesph Washington ●●●
Jeanann Lacy ●

HART INDUSTRIES, INC.

Krista Doran ◆
John Spence ●

HCD NELSON MOTION NZ

Tessa Whitehead ●

HOSE & RUBBER

Justen McCormick ◆◆
Nigel Vaughns ◆
Tom Sheredy ◆◆◆◆◆◆◆◆

HOSE OF SOUTH TEXAS

Albert Valdez ◆◆◆◆◆●
Matthew Martinez ●●●●◆◆◆◆◆
Isaiah Valdez ●●●●◆◆◆◆◆◆
Brian Grunberg ●●●●
Ariel Isidro-Balisacan ●

HOSE OF SOUTH TEXAS, INC.

Jorge Salinas ◆◆◆◆●●●●●

HOSECO AUSTRALIA PTY LTD

Taria Ng ◆◆◆◆◆
Sam Tape ◆

HOST

Vincent Elizondo ●●●●◆◆◆◆◆◆

HOT AND COLD PLUMBING SUPPLIES

Chris Boettcher ●●●

IR-G

Ryan Ploeger ●●●●◆◆◆◆◆
Rafael Lopez ◆
Zach Fox ◆◆◆◆◆◆◆◆◆◆
Garrett Dean ◆◆◆◆◆◆◆◆◆◆
Rusty Shoup ●●●●◆
Jess Matthew ●●
Rayce Farris ◆●

KATY HYDRAULICS, LLC

Ruben Barrera ●

KIH, LLC (KEY INDUSTRIAL HOSE)

Aidan Murphy ◆◆◆◆◆◆◆◆

MCGILL HOSE

Matt Barone ●
Vanessa Martinez ●

MILLENNIUM COUPLING COMPANY PTY LTD

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Madison Bowers ●
Alex Algje ◆
Brian Grunberg ●
Kobi Gwatking ◆
Ryan Ploeger ◆

MOTION FLUID SOLUTIONS

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Peter Woods ●●
David Vab Den Hurk ●

MTO HOSE SOLUTIONS INC.

Joshua Karahalidis ●

OMNI SERVICES, INC.

Edward Lespsch ●●●●◆◆◆◆◆
Cameron Fleeton ◆
Chris Wells ●
Breanna Stuper ●
Devon Leland ●
Elliot Farrell ●
Jared Schimenti ●
Justin Young ◆
Mo Turbide ◆
Patrick McMahon ◆◆

PEERLESS MILL SUPPLY COMPANY, INC.

Jama Mganga ●

RGA

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Matt Spurlock ●●●
Corey Goforth ●●●●
Brad Wood ●●
Trace Clark ●●
Patrick Burgess ●●
Brandon Brown ◆◆◆
Eddie Rogers ◆◆◆
Keith Miskovsky ◆◆◆
Kenny Williams ◆◆◆
Stephen Blackwell ●
James Stevenson ●●●
Jeff Houghton ●
Tanner Arnold ●●
Brandon McGuire ◆◆◆
Joe Heckman ◆◆◆
John Vinson ◆◆◆
Larry Irvin ◆◆◆
Kyle Borkholder ◆◆◆
Kevin Nabors ◆◆◆
Jose Conteras ◆◆◆
Jeremy Greene ◆◆◆
Grant Seltenright ◆◆◆
Drew Smith ◆◆◆
Colton Irvin ◆◆◆
Zach Anderson ◆◆◆
Tristian Farrow ◆◆◆
Skylar Roth ●●
Lincoln Fairley ●
Josh Schmidt ●●●
Jeremy Greene ●●
Jeff Houghton ●●
David Sanchez ●●●
Christian Reyes ●●●
Christian Moore ●●●
Stephen Blackwell ●
Adam Longoria ●
David Foley ●◆◆
Rick Trowe ◆◆◆

Madison Bowers ●●
Matt Barone ●

RGA - RUBBER AND GASKET CO. OF AMERICA

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Isaac Reyes ●●
Karson Dart ●●
Rob Tucker ◆◆◆

ROYAL BRASS AND HOSE

Abby Allmon ●◆
Andrew Ralamb ●

SINGER EQUITIES

Henry Hague ◆◆◆◆◆◆◆◆◆
John Revere ●
StelliAnn Wood ●●●●

SOLARES FLORIDA CORP.

Matthew Marrero ●

SOUTHEASTERN HOSE INC

Chuck Jones ●●●●
Will Kent ●●●●◆

SPOKANE HOUSE OF HOSE, INC.

Braedan Murphy ●●
Brian Cumbie ◆◆◆◆◆

THE HOME RUBBER COMPANY

Dan Austin ●

TIEFENBACH

Deway Nerereal ◆◆◆◆◆◆◆◆◆

T-NA WV

Austin Wright ●●

UNISOURCE MFG

Chris Harper ●

WESTERN INTEGRATED TECHNOLOGIES - HAWAII

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Taria Ng ◆
Ariel Isidro-Balisacan ●●

WESTERN INTEGRATED TECHNOLOGIES

Donovan Vincente ●●
Yva Kloulubak ●●●

WESTFLEX, INC.

Jason Rodgers ●
Jared Richter ●

WYOMING BEARING AND SUPPLY

Tessa Whitehead ●

NO COMPANY

Trent Keller ●

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THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION
529 14th Street, NW
Suite 1280
Washington, DC 20045
TEL: 410-940-6350

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