



Industrial Fluid Solutions Newsletter

January 2018

Continental ContiTech is always innovative with new market solutions, and PED is an excellent example of that! We are the ONLY hose manufacture that offers a solution for NEW UL regulations for Ethanol and Biodiesel fuel blends.



Flexsteel® Futura™ E25 is designed for dispensing applications with ethanol blends up to 25%. UL Approved to UL330/UL330A and is the only UL Approved E25 hose on the market. [Click here of E25 Spec Sheet](#)

ContiTech's NEW **Flexsteel® Futura™ B20** is rated for biodiesel blends up to 20%. UL Approved to UL330 / UL330B for dispensing applications. Flexsteel® Futura™ B20 Hose is the only UL approved B20 Hose on the market. [Click here for Flexsteel Futura B20 Spec Sheet](#)



STAR Training Announcement



ContiTech is very pleased to announce **Industrial Hose STAR Training May 22 – 24, 2018 in Granby, Quebec**. Back by popular demand, STAR Training includes 2.5 days of our exclusive curriculum and is designed to deliver *ADVANCED* training to management, sales, and operations distributor associates eager to take their business to the next level.

Training will be conducted by ContiTech Hose Development & Product Managers, along with instruction from **Campbell Fittings** and **InfoChip** (Hose Trakker). In addition, special guest presenter **Rich Lucia** will cover **"Selling in the Now"**. *This program is ideal for seasoned professionals who want to leverage the competitive edge of STAR to separate their company from our competitors.* [See attached announcement and register today.](#)

Hydraulic Expands the Constant Pressure Armorcoat ACP3 Hose line up

The Super Abrasion Resistant Armorcoat ACP3 is now available in **new sizes 5/8", 3/4", & 1" ID** (in addition to existing smaller sizes 1/4", 3/8", & 1/2" diameters). All sizes are rated to 3250 PSI (22.4 MPa) with improved bend radius across the board. In addition, all sizes except for 1/2" (which is still on test) have achieved 500,000 Impulse Cycles which exceeds SAE's 200k cycle requirement. The new sizes have been added to the Hydraulic Virtual Catalog available on the ContiFluid Solutions site.



TRIX® MULTIFOOD



See our added **#didyouknow** section under the **What's New** tab of the new ContiFluid Solutions site. #didyouknow is a collection of useful tips that cover both industrial hose and hydraulics. A new tip is added each week and the site retains all past posts, so be sure to check out this site for new tips each week. [Click here to access the CFS site.](#)

Norfolk, NE Plant Expansion Announcement

Continental is very pleased to announce a \$9.3 million expansion of the rubber mixing operations at our industrial hose plant in Norfolk, Nebraska, to accommodate its North American manufacturing facilities by providing rubber for industrial hoses and whitewall tires for passenger cars.

We plan to add more than 19,000 square feet to expand our rubber mixing capabilities and better serve our internal and external customers. We anticipate that the expansion will enable us to add more than 30 associates. Work will begin immediately and be completed by the end of the first quarter of 2019. [Click here to link to the full press release.](#)

IFS INH & HYD Freight & Return Policy

Our IFS return policy is also unchanged for 2018. To request a return, please contact your CTM or Customer Service Representative to obtain a Return Goods Authorization (RGA).

ContiTech IFS continues with our same prepaid freight program as with the past few years. Freight is prepaid that is \$5000 or greater shipped to one location by common carrier within the continental United States and Canada. For an even better deal, we offer a \$2000 minimum for Prepaid freight for all orders placed on EPIX or via EDI. As with past year, there are some exceptions.

To learn more about both the freight and return policy [Click here to download complete document.](#)

New STAR Hose Trakker Overview Brochure

Our new brochure highlights how HoseTrakker2.0 improves hose management from cradle to grave. ContiTech STAR distributors provide hose profiles, schedules and test certificates to customers via smartphone apps and secure web-portal. Digital technologies drive efficiencies during data entry, document management, scheduling and hose reorder. Check out www.HoseTrakker.com for more info on the Exclusive STAR Hose Trakker System. Click here to download this new brochure **(Geometry Global to add once Brochure is completed)**

PVC Expansion Update

We are pleased to announce the **PVC Expansion in Mount Pleasant Iowa** is still on track for July 2018. We are hitting every major milestone with the completed building expansion along with our new Truplast (suction line) equipment being installed this month. The new Pliovic equipment is scheduled to arrive in mid-February.



To help with the transition, we have brought in several hundred thousand feet of Spiraflex 1600 and have received over a million feet of Pliovic Hose from our facility in Brazil. We are building ahead for specific customer requirements to ensure a

smooth transition later this year. We also will not move any equipment from Hannibal until the new Mt Pleasant equipment is fully up and running and producing hose for our customers.

This PVC Expansion is just one of the many investments Continental ContiTech has made for our Industrial Hose business in the past three years. Our first investment being the Mt Pleasant \$9 MM expansion, which helped to yield our highest sales year on record for this plant; the second being this \$11 MM PVC expansion; the 3rd being the Custom Crimp acquisition to increase our services for Industrial Fluid Solutions; and now this month's exciting announcement of Norfolk Mixing Capacity Expansion for \$9.3 MM.

Please spread the good news to our customers to show them our dedication to our North American Market and are committed to continued growth throughout 2018 and beyond. These are exciting times for all of us and we appreciate your continued support!
