



# Industrial Fluid Solutions Newsletter

July 2018



We are very pleased to advise we have reached the final weeks of the PVC Transition from Hannibal, MO to our **NEW STATE OF THE ART PVC HOSE TECHNOLOGY CENTER** in Mt. Pleasant, IA. Continental invested in our PVC business to provide our customers a **NEW and IMPROVED, POSITIVE PVC EXPERIENCE** with **HIGH QUALITY** products.



In any major plant move, there is a potential for delays and we sincerely apologize for the delays experienced during the transitional period and are 100% committed to make this right and gain back your trust. All backorders are prioritized and stock health will be at minimum 98% in a few short months. We are already building PVC hose today in the new Mt. Pleasant PVC facility and all lines will be 100% up and running this month.

We also invite all our customers to come visit our **PVC HOSE CENTER OF EXCELLENCE** and have an opportunity to tour our rubber spiral production as well. More details to come later this year, but wanted to ensure all is being done to finalize this transition as quickly as possible with only a few short weeks to go. We will be able to ***guarantee continuous, positive stock health, quick deliveries and consistent, high quality product.***

We thank all our customers for your business, your patience and we look forward to providing a new PVC hose experience to them. *Karina Robinson - N.A. Market Director, Industrial Hose.*

## 2018 Steam Promotion

As the summer reaches the half way mark, it reminds us that colder months are head. To help ready your inventories, we are pleased to offer a **Steam Hose Promotion** for the upcoming 2018 steam season! Discounts up to 5% on orders for bulk & crimped assemblies through the end of August. Please see the following link ([click here](#)) for the promotion details on the steam hose discount levels, as well as our additional Refinery Focused discount.



## B2-20 Crimp Specifications on XCP3S-20 Hose for PC125 Machines



The Hydraulics B2-20 (1-1/4") fittings family, formerly S4-20) have been approved for use on Continental X-Life Constant Pressure Spiral XCP3S-20 hoses and approved for crimping on all crimper sizes including the PC125.

See Hydraulic Technical Notice, TN-60, for full details on this update, including the crimp specs ([Click here to download](#)). Note that crimp specs on MyCrimp Spec App include this information.

**The NAHAD “Big Reveal” of the CrimpIQ™ Controller**

In case you missed the launch announcement of the Continental CrimpIQ Controller at this year’s NAHAD (National Association of Hose & Accessory Distributors) Annual Conference, see the attached link of the Crimper Launch video.

This includes the promotional video *PLUS* the live recording of Andreas Gerstenberger, Head of BU Industrial Fluid Solutions; Guy Enta, Head of IFS Americas; and Gabriel Orta, Custom Crimp Assembly Solutions Leader announcement remarks on the new CrimpIQ Controller. [Click here for to see this video.](#)



**New Social Media Posts are available on the Conti Fluid Solutions website**

The [www.ContiFluidSolutions.com](http://www.ContiFluidSolutions.com) (located under the **What’s New** tab) now has 40 social media posts available for you to use on your Facebook, LinkedIn, & Twitter social media accounts. Click on the corresponding social media outlet icon under the desired product to download everything you need to start posting today.



**Training & Tradeshow Events**

Be sure to sign up for our upcoming Hydraulic & Industrial Hose training classes and see the below tradeshow schedule through the balance of this year. To learn more and register for our hose training classes, [please click link to download registration form](#). *The courses are complementary to all our customers.*

Date	Training Course	Location
August 6, 2018	Fundamentals of Hydraulic Hose	Monterrey, Mexico
August 7, 2018	Fundamentals of Industrial Hose	Monterrey, Mexico
October 22, 2018	Fundamentals of Hydraulic Hose	Kansas City, KS
October 23, 2018	Fundamentals of Industrial Hose	Kansas City, KS





Dates	Tradeshow	Location
October 2 – 4	Aviation Ground Support Equipment (GSE)	Rio Hotel, Las Vegas, NV
October 7 – 10	NACS/PEI – National Association of Convenient Stores & Petroleum Equipment	Las Vegas Convention Center, Las Vegas, NV
October 16 – 17	Hose & Coupling World Conference & Expo	George R. Brown Convention Center, Houston, TX
November 7 – 8	Ontario Craft Brew Show	Allstream Centre, Toronto, Ontario

**Our Did You Know tips are turning 50!**



With a new tip each week, it is hard to believe that we already have nearly 50 tips posted to the Conti Fluid Solutions distributor site (Tip 50 will be published Aug 6<sup>th</sup>). These tips are great for talking points during sales calls or to educate your staff on Continental Industrial & Hydraulic Hoses. Be sure to log in each week to see the newly added tip under the “**What’s New**” tab. Sign up today at [www.contifluidsolutions.com](http://www.contifluidsolutions.com) and explore all our Hose resources to support your distributor needs.