



Industrial Fluid Solutions Newsletter

October 2018

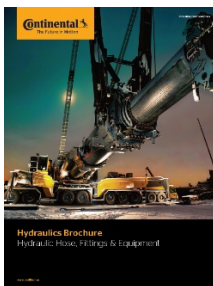
Hose & Coupling World Conference

As a sponsor of this years' **Hose & Coupling World Conference** in Houston, TX, Continental was also very pleased to have Jarek Zakrzewski, Digital Solutions Manager, present our Cloud based data management system to the conference attendees. His presentation discusses how technology is changing in this digital age and how Continental in enhancing products and services to meet the need of our customers today and in the future.



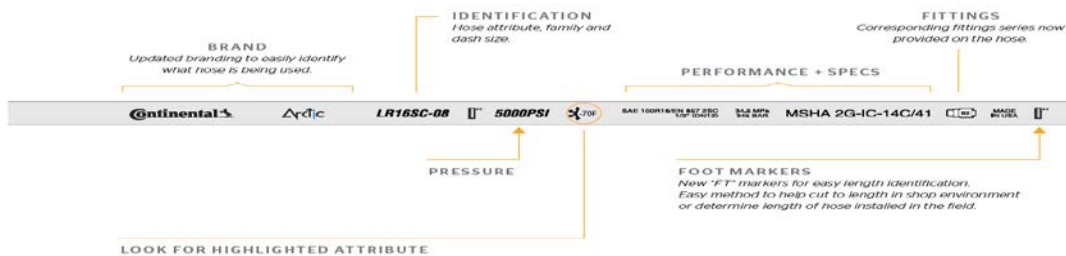
To see Jarek's presentation at the **Hose & Coupling World Conference**, [click here](#).

New Hydraulic Brochure



See our newly updated Hydraulic Brochure! [Available today to download](#) & available from the GBS Collateral warehouse by Nov 14th. This refreshed brochure is ideal for making new customer calls and has an updated look with icons to support important hose attributes (Abrasion, Bend Radius, Temperature, etc.).

Included is a "how to read our bigger, bolder, simpler laylines" which puts all the critical hose information in a consistent format not only on our hose but in literature.



Refinery Brochure



Continental's first dedicated brochure to the oil & gas refinery market is now available at GBS. This new brochure includes all the hoses you need for success in this market. From drilling to terminals, hydrocrackers to alkylation, we have the Chemical, Steam, Hydrocarbon Drain, Petroleum hoses, and much more to meet your customer's needs.

The new brochure includes illustrations of the processes and symbols to identify which type of hose are typically found in these applications within this market. [Click here to download is brochure](#)

Aircraft Refueling Hose Brand Improvement



We are pleased to announce that we have unified the branding for Continental Aircraft Refueling Hoses. The popular Advantage, Jet Ranger, Platinum JAC Riser, & Wingcraft hoses all will include branding tape with the design shown here. The new, colored tapes will include all necessary information as required in the NFPA and EI1529 standard (type, working pressure etc.).

In addition to the new branding tapes; we will continue with the embossed branding. The different colors will help to refuelers identify the hoses. Existing part numbers will not be affected by this running change. We expect to complete this improvement in early Q1-19.

[Click here to see our full line card of Aviation Fueling Hoses.](#)

New – Steel Hose Racks

Continental now offers two types of Hydraulic / Air & Multipurpose Hose Racks. These extremely robust racks hold up to three reels of hose at a time and are available in two different sizes to accommodate even the tightest space requirements! Lead times are the same for both racks; 2-3 weeks from point of order. Easy installations and hardware is included. Both models come in a black powder coat finish for durability and can be bolted to the floor for maximum stability. [Click here to download rack details](#)



Upcoming IFS Trade Show Schedule

	<p>Ontario Craft Brewers Conference</p> <p>Nov 7 - 8, 2018 Allstream Centre, Toronto, Canada</p>
	<p>Unified Wine & Grape Symposium</p> <p>Jan 30 & 31, 2019 Sacramento Convention Center</p>

Be sure to visit IFS Hose Marketing and your local Continental Hose Sales Associates at these upcoming trade event. See our Brewery & Wine hoses at the **Ontario Craft Brew Conference**.

We are also very pleased to announce that after being on the **Unified Wine & Grape Symposium** waiting list for over 4 years, we will have our first booth at the Jan 30 – 31st tradeshow in Sacramento, CA. Registration for this show is now open.

To learn more about these event and to register for each, click the show icons.