



**November 2018**

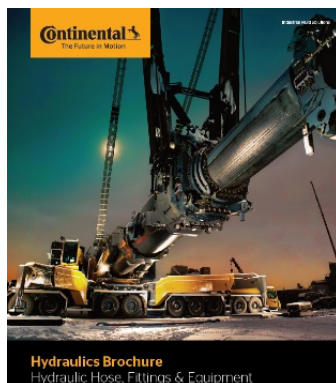
## STAR Training Announcement



Registration is now open for the **2019 Industrial Hose STAR Training Class**. This popular Industrial Hose training will be held at the Le St. Martin Hotel in Bromont, QC Canada May 14 – 16, 2019. This class is ideal for seasoned sales professionals looking to improve their knowledge base on hoses and improve their selling skills. As a reminder, this class fills up fast. [See announcement for class details and be sure to register your spot today.](#)

***Stay tuned for our STAR Program enhancements coming in Q1-19***

## New Hydraulics Brochure



IFS Hydraulics Marketing is very pleased to announce our **NEW Hydraulics Brochure**. This redesigned 24-page brochure showcases the newer products including the Constant Pressure Spiral Hoses and the CrimpIQ Controller. It also features the updated bigger, bolder, & simpler lay lines including how to read lay lines to help educate your customers. Plus information on our digital tools, such as the MyCrimp Spec App & ContiFluid Solutions (Distributor) site. [Download this new brochure today](#) and be sure to place your hard copy orders through the GBS collateral warehouse.



## Cold Weather Hose Highlights

Don't let your customers get stranded in the cold this winter. Be sure they are using the cold temperature rated hoses through the season.

Our [Arctic Flexwing Petroleum](#) hose is rated down to -65F (-54C) for transfer of gasoline, oil, and other petroleum products in the severe temperature conditions. Available in 1-1/4" through 4" ID and rated to 150 PSI in all sizes.

The Continental [Blue Low Temperature Fuel Oil Delivery](#) hose is ideal for home, commercial, & industrial delivery of fueling oils and petroleum in temperatures down to -40F (-40C). This hose is designed for reeling and resists kinking and twisting.

The Low Temperature Hydraulic [Arctic LR16SC](#) is rated down to the extreme -70F (-57C). This hose meets the SAE 100R16 and EN 857 2SC performance standards and is designed for tight bend hydraulic applications. This is a great winter hose for construction equipment.

The [F5 Hybrid Thermoplastic Air Hose](#) is lightweight and very flexible down to -40F (-40C). Designed for manufacturing and construction applications. Never worry about a frozen hose again with the F5 Air Hose. In stock today in 3/8" reels, 1/2" reels, and 3/4" reels, as well as in our Ready 2 Go coupled assemblies.

Looking for a low temperature Water S&D hose, the [Cold Blue](#) is rated to -40F (-40C) and is lightweight and flexible in low temperatures. Available in inventory today in 3/4", 1", 2", 2-1/2", 3", 4", and 6" ID's.

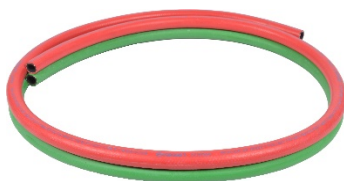
### Take the IFS Holiday Quiz

Why is the Purple Snake beverage hose ideal for manufacturing and serving mulled wine?

- The wine flow faster through them than through other hoses
- They impart no odor or flavors to the mulled wine
- They add a hint cinnamon to the mulled wine by natural ingredients in the hose manufacturing
- What is mulled wine?

*(see results at end of this newsletter)*

## 100% Compliance with Continental Welding Hose



Continental Welding Hoses meet North American ARPM IP-17 and CGA E-1 Standards. This means that your customers can be rest assured that our welding hoses will perform to standards, are

durable for the harsh environments that they are use in and meet the safety standards for the industry.

Don't put your customers at risk with low cost imports. For more details on our welding hose see our [#didyouknow Tip 27](#) and the [Continental Welding Hose Safety Checklist](#).

## Velocity Hoses – Keep your fluids moving



Did you know that the **Velocity Beverage & Water Transfer** hoses are rated down to -13F, which is ideal for the approaching cold winter? They also can help reduce your assembly time (which saves labor costs) as the Insta-Lock Fittings easily install on the Velocity hoses as compared to competitive fittings. Velocity hoses are in stock today in nearly all sizes. [Click here to learn more about the features & benefits of the Velocity hoses.](#)

## Nitrogen Assemblies are ready for work this winter



With steam season upon us, let's not forget about **Continental Nitrogen Assemblies**. Nitrogen is used to fill voids in oil reservoirs in-plant services to eliminate moisture build up. This is critical in the winter months with moisture turning to ice that can freeze causing extensive damage to equipment.

Our Nitrogen Hose Assemblies, complete with Campbell Fittings Thor Double Lock fittings, are the safest nitrogen hoses in the market place. Use these assemblies to avoid cross contamination and ensure that your customers have a safe work environment. [Click here, to learn more about this product.](#)

## Conti Fluid Solutions Update

We now offer additional language capabilities on the ContiFluid Solution website. For our Canadian customers we have added **French language**. We have plans to expand to Spanish and Portuguese languages in near future. *To login/register for this tool link to [www.contifluidsolutions.com](http://www.contifluidsolutions.com)*



## Upcoming IFS Training & Trade Show Schedule 2019

 <p><b>Unified</b> WINE &amp; GRAPE SYMPOSIUM® PRESENTED BY ASEV &amp; CAWG</p>	<p><b>Unified Wine &amp; Grape Symposium</b></p> <p><b>Jan 30 &amp; 31, 2019</b> <b>Sacramento Convention Center</b></p>
	<p><b>NAHAD 35<sup>th</sup> Annual Convention</b></p> <p><b>Apr 5 – 10, 2019</b> <b>Bellagio Hotel Las Vegas, NV</b></p>
	<p><b>Craft Brewers Conference &amp; Expo</b></p> <p><b>Apr 8 – 11</b> <b>Colorado Convention Center, Denver, CO</b></p>
	<p><b>STAR Training</b></p> <p><b>May 14 – 16, 2019</b> <b>Le St. Martin Hotel Bromont, QC</b></p>

Be sure to visit Industrial Fluid Solution Hose Marketing and your local Continental Hose Sales Associates at these upcoming trade & training events.

Please visit us at the **Unified Wine & Grape Symposium** Jan 30 – 31, 2019 tradeshow in Sacramento, CA.

Mark your calendar for the **Annual NAHAD Conference**. Stop by our hospitality event on Sunday April 7<sup>th</sup> to meet the IFS Marketing & Management team.

See our Beverage Hose line up including the Purple Snake & Extremeflex Beverage hoses at the annual **Craft Brewers Conference** in Denver, CO April 8 – 11, 2019.

The 2019 Industrial Hose **STAR Training Class** is scheduled, click the STAR Logo to download registration forms. As a reminder, this class fills up fast. See registration announcement for class details.

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

[Holiday Quiz Results](#)



The homogeneous UPE inner lining of the Purple Snake imparts no odors to flavors to fluid flowing through it. After all, the purity of the equipment is just as important to the particular taste and character of the mulled wine as the quality of the grape variety and the skills of the winegrower.