



Continental



Industrial Fluid Solutions Newsletter

January 2019

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.](#)

New VersaChem Universal Hose



IFS Marketing is very pleased to announce our NEW VersaChem hose. This static dissipating universal chemical hose with UHMWPE liner is designed for nearly anything. Ideal for pharmaceutical, cosmetic, and food application. Available today in ½" – 2" ID and rated for 250 PSI and 212F (100C) service conditions.

[Click here to download our brochure and learn more about the new VersaChem hose.](#)

BT Hydraulic Fittings for HR4 Hose

The BT- family of 1-piece, non-skive fittings for Continental's SAE 100R4, HR4 hose are going on the shelf. Simplify your stock requirements versus the existing 2-piece, UC- family solution, and enjoy the ability to grab just one part off the shelf to crimp HR4 hose. Available for hose dash sizes -12 to -32, the BT- line includes Code 61 (FL), JIC 37° (JC), NPTF (NP), and ORFS (OF) end connections, in straight and elbow configurations. The UC- line of fittings for HR4 will remain in the product offering for customers who still prefer a 2-piece solution.



Don't let your customers run out of steam this winter



Now that winter has arrived, don't let your customers down. Be prepared with Flexsteel Crimped Steel Assemblies. Did you know that a leaky "clamp" can cost your customer \$6,200 per fitting per steam season? This can add up quickly and the pay back for a Crimped Steam Assembly is within the first season.

See our [Steam Calculator](#) to learn how to survey your customer. Assemblies are available in smooth & wrapped covers; red & black

colors; and variety of tube constructions to meet application needs.

Reference the [2018 Industrial Hose Catalog](#) pages 263 – 273 for our complete offering of steam hoses.

Hydraulic Storage Cabinets

Continental has revised and streamlined its hydraulic fittings storage options. One cabinet, with the option to select two bin sizes, and the feature of pull out shelves. The units are stackable and are available with optional stationary legs.

20240780	CB101	Black 4 Drawer Cabinet
20240781	CB200	5 Pack Bins Large Black
20240782	CB201	10 Pack Bins Small Black
20240784	CB301	Stationary Legs for CB101



Food & Beverage Line Card



We have selected it for you... see our new line card specifically designed for food and beverage hoses. Based upon historical sales and experience, we have put together the popular Continental food & beverage hoses into one sheet. All the data you need on one location. [Click here to download this new line card.](#)

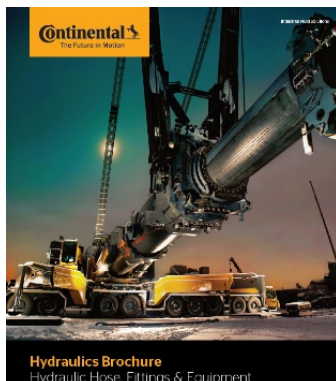
Take the IFS January Quiz

Which hose is not a part of the Spiraflex 1600 family?

- Aggie
- HT
- Spirathane HD
- Cold Blue

(see results at end of this newsletter)

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.

Are you registered for the Conti Fluid Solutions tool?



Looking for product updates, technical notices, new product launches, training slides, or need to create a custom brochure for your customer; look no further than the Conti Fluid Solutions website! This one site is your “all things hose related” site. The tool is specifically designed for distributor sales, customer service, and marketing associates to give all the information needed to be successful with your customers.

To login/register for this tool link to www.contifluidsolutions.com. If you're a new user click the “Register” button.

#didyouknow (Tip 70)



Did you know that we now have retro-fit kits to upgrade your crimpers ACT controller to the new CrimpIQ technology? If your PC200 is less than two years old, it is eligible for this “in-the-field” upgrade. The kit comes complete with everything you need to take your crimping experience to a whole new level! For more information, download today our retrofit manual on





www.Contifluidsolutions.com.

Spiraflex 1600 PVC Hose Promotion

We are very pleased to announce a **Truckload Program for the Spiraflex 1600 PVC Hose** running Jan 28 – Feb 28, 2019. The Spiraflex 1600 is our most popular water suction & discharge PVC hose. For the truckload program available in ¾” to 6” ID's. Designed for construction, septic tank cleaning, general industrial and agricultural services. [See attached for truckload program discounts.](#)



Upcoming IFS Training & Trade Show Schedule 2019

 <p>Unified WINE & GRAPE SYMPOSIUM® PRESENTED BY ASEV & CAWG</p>	<p>Unified Wine & Grape Symposium</p> <p>Jan 30 & 31, 2019 Sacramento Convention Center</p>	<p>Be sure to visit Industrial Fluid Solution Hose Marketing and your local Continental Hose Sales Associates at these upcoming trade & training events.</p> <p>Please visit us at the Unified Wine & Grape Symposium Jan 30 – 31, 2019 tradeshow in Sacramento, CA.</p>
 <p>NAHAD</p>	<p>NAHAD 35th Annual Convention</p> <p>Apr 5 – 10, 2019 Bellagio Hotel Las Vegas, NV</p>	<p>Mark your calendar for the Annual NAHAD Conference. Stop by our hospitality event on Sunday April 7th to meet the IFS Marketing & Management team.</p>
 <p>CRAFT BREWERS CONFERENCE & BrewExpo America</p>	<p>Craft Brewers Conference & Expo</p> <p>Apr 8 – 11 Colorado Convention Center, Denver, CO</p>	<p>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.</p>
 <p>STAR TRAINING</p>	<p>STAR Training</p> <p>May 14 – 16, 2019 Le St. Martin Hotel Bromont, QC</p>	<p>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.</p>

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

January Quiz Results



We offer multiple smooth bore Spiraflex Water S&D hoses, beyond our Spiraflex 1600, these options include: Spiraflex HT, Cold Blue, 1500, and Aggie. These are all lightweight, medium-duty water S&D hose for use in general industrial, construction, and agricultural applications where mild chemical resistance is required.

The Spirathane HD is the correct answer. It has a polyurethane tube & Pliovic cover designed for abrasive applications and full vacuum for dry solids where as the Spiraflex hoses are primarily for Water S&D.