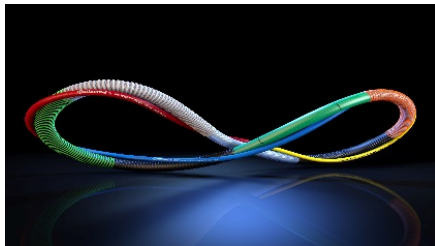




## Industrial Fluid Solutions Newsletter

April 2019

### NAHAD 2019 – Las Vegas, NV



Many thanks to all IFS Distributors that attended this year's NAHAD Conference at the Bellagio! This wonderful annual convention for Hose Distributors provided us with valuable insight on the industry, market trends, and opportunities to meet with many of you. This year, we showcased our PVC investments with PVC sample kits and new dedicated PVC

literature.

A big "Thank you" to those that stopped by our hospitality event & our trade show booth; we appreciate your business and your partnerships. [Click here for more info on our PVC Capabilities.](#)

### Hydraulic Stock Health – Glowing Green!



All systems are "GO" for supporting your, and your customers', hydraulic business. We have product on hand for our top moving items that will allow you to aggressively go after new business, or further grow existing business.

*"This is all part of our service strategy to sustain strong performance now and into the future for our hydraulic customers" says Paul Whiffin, Market Director Hydraulics, North America.*

To further support our Hydraulics distribution; in the last few months, we have updated our [Hydraulics Brochure](#) and [Hydraulic Catalog](#). Click the links to download current revisions.

## Craft Brew Show 2019

**CRAFT  
BREWERS  
CONFERENCE**  
& BrewExpo America



We had a lot of good discussion with Craft Brew Masters from all over North America in April at the Craft Brew Show in Denver, CO. The show was a great opportunity to explain the different type of hoses we offer to the Breweries and Wineries. Collected leads are being sent to local distributors for follow up.

If you missed the show, [please find here the Continental Brewery and Winery Hose line card, to see a list of the hoses we showcased.](#) Make sure you mark your calendar to meet us in San Antonio, TX at the 2020 Craft Brew Show from 19<sup>th</sup> to 22<sup>nd</sup> in April.



### NEW PC150HD Service Crimper

A new option in the Continental line-up. Capable to crimp up to **1-1/4" multi-spiral hydraulic hose** and up to **2" industrial hose** – this versatile crimper has the power and ease of use that make it an ideal machine for any shop that services a wide range of end use applications. [Click here to see the full specs on the PC150HD.](#)

*Also – as announced at NAHAD - Coming soon the PC150HDi with CrimpIQ Digital Controller*

## Take the IFS April Quiz

Which **Push-on Hose** out performs competition with Flex Testing, Fitting retention, Tube Adhesion, Push on Force, Ozone Resistance, and Abrasion Resistance?

*See bottom for this month's answer*

## Custom Made Hose Quotes in 2 Hours



We are doing our job faster, so you can do your job better. Challenge us with your requirements for most of our hand-built hoses. See our updated “2 Hour” quote with a 23-day lead time or better on most of the custom-built hose.

[To learn more, Link to Custom made hose flyer](#)



### #didyouknow (Tip 76)

Continental always pushes the boundaries of performance. Did you know that Continental has recently completed testing of all hydraulic braided constant pressure hoses to impulse 500,000 cycles? **This half million impulse cycles exceeds SAE requirements by 2.5 times.** This include the XCP3, ACP3, XCP4, & ACP4 families for hoses. [Click here to download our Constant Pressure Spiral Hydraulic Brochure.](#)

To see all our **#didyouknow Tips**, use the link below in the box.

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




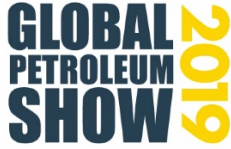
## VersaChem Line Expansion



Based on the many positive feedbacks we received from you, we have extended the ID range of hose. We now offer the VersaChem from ¾” up to 4”. The hose made specifically for nearly everything up to 250 PSI and 212F (100C) service conditions. Ideal for pharmaceutical, cosmetic, and food application.

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

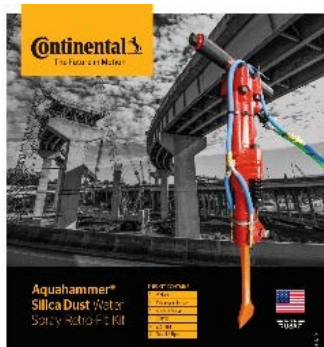
## Upcoming IFS Training & Trade Show Schedule 2019

 <p>GOING THE DISTANCE BOOTH # 3669 - NRG CENTER Continental VISIT US AT OTC 2019 # 6-9 MAY 2019</p>	<p><b>Offshore Technology Conference</b></p> <p><b>May 6 – 9, 2019</b> <b>NRG Park Houston</b></p>	<p>Be sure to visit Industrial Fluid Solution Hose Marketing and your local Continental Hose Sales Associates at these upcoming trade &amp; training events.</p>
	<p><b>Continental Basic Training</b></p> <p><b>May 7 HYD &amp; 8 INH</b> <b>Toronto, ON</b></p>	<p>Visit our Oil &amp; Gas Group at <b>Offshore Technology Conference (OTC)</b> in Houston, TX this May and see our Offshore hoses in Booth # 3669.</p>
	<p><b>STAR Training</b></p> <p><b>May 14 – 16, 2019</b> <b>Le St. Martin Hotel</b> <b>Bromont, QC</b></p>	<p>Ideal for New Hires or need a refresher, our <b>Basic Training Hydraulics and Industrial Hose</b> full day classes are offered in conjunction with PTG &amp; CVB in May.</p>
	<p><b>Global Petroleum Show</b></p> <p><b>June 11 – 13, 2019</b> <b>Stampede Park,</b> <b>Calgary, AB</b></p>	<p>The 2019 Industrial Hose <b>STAR Training Class</b> is scheduled, click the STAR Logo to download registration forms. See registration announcement for class details.</p> <p>Join us at the <b>Global Petroleum Show</b> in Calgary this June and see our Petroleum Transfer hoses.</p>

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

## AquaHammer New Retro Fit Kit – In Stock Today

*Now available a Retrofit kit for field installation on Construction Jackhammers*



Kits are now available to ensure water is concentrated onto the break point, allowing all Jackhammer users are compliant with the new OSHA regulations for crystalline-Silica dust.

Crimped with high-quality universal couplings and MNPT fittings. Lightweight, easy to handle, and flexible assembly. This is a brand-new product and totally unique to our industrial hose line, 4:1 safety factor. For more details on the AquaHammer hose, [click here.](#)

## 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. [See announcement for class details and be sure to register your spot today.](#)



### **April Continental IFS Quiz Results**

The answer is: **FLEXAGrip & Instagrip™ 300 outperform Parker 821 & 801 Push-on Hoses**

#### **Flex Fatigue Testing**

- FLEXAGrip Outperforms Parker 801 by 125% (4 times greater)
- FLEXAGrip also outperforms Parker 821
- Insta-Grip™ is comparable to Parker 801

#### **Push-On Fitting Retention**

- FLEXAGrip outperforms Parker 801 by 60%
- FLEXAGrip also outperforms Parker 821
- Insta-Grip™ is comparable to Parker 801

#### **Tube Adhesion**

- FLEXAGrip and Insta-Grip™ both outperform Parker 801 by 40%
- FLEXAGrip and Insta-Grip™ both outperform Parker 821

#### **Push On Force**

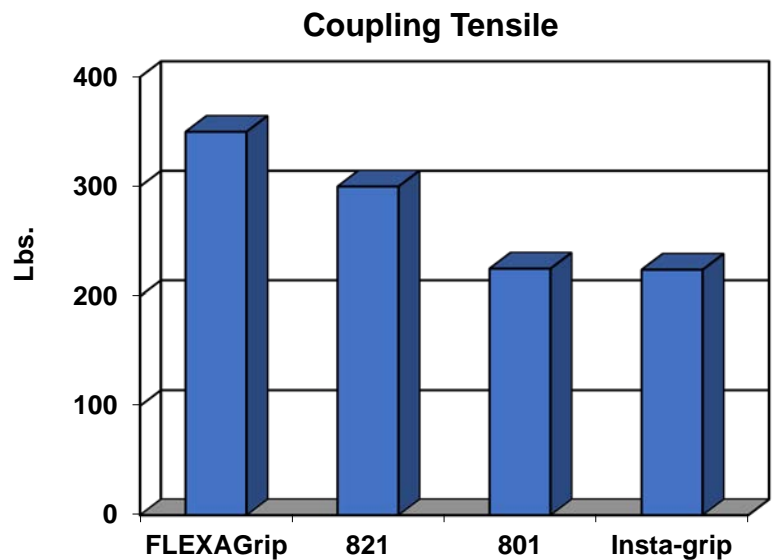
- FLEXAGrip is comparable to Parker 821
- Insta-Grip™ is comparable to Parker 801

#### **Ozone Resistance, ASTM D 380, D 1149 Ozone Test**

- FLEXAGrip and Insta-Grip™ have excellent Ozone resistance after 400 hours of exposure
- Parker 821 has good resistance to Ozone
- Parker 801 FAILED Ozone test with cracks after 8 hours of exposure

#### **Abrasion Resistance**

- FLEXAGrip has best abrasion resistant cover over Parker 821 and 801



*To learn more about our FLEXAGrip & InstaGrip Push-on Hose products, [click here.](#)*