

▶ TAKE STEPS TO SEE THE UNSEEN

BRENT LILLY, VICE PRESIDENT SALES & MARKETING, PT COUPLINGS



As the pace of business ebbs and flows from one day to the next, relating to the COVID-19 pandemic, one thing has become readily apparent. Strained inventories, logistics, and the sudden accelerated demand, is placing pressure up and down the supply chain to perform and deliver. Many people, on an almost daily basis, are seeking solutions to those delivery problems. As we explore ways to meet these urgent requests, there is a temptation to “just get customers something to satisfy that demand.” This approach may solve the issue in the short term but have long-term consequences. Without sounding too clichéd, a quotation from the recently popular series “Game of Thrones” comes to mind:

“The unseen enemy is always the most fearsome.”

– George R.R. Martin, A Clash of Kings

This is especially true for product coming from sources with an unknown history of providing quality product and meeting exacting standards. The organization I work for, PT Couplings, is celebrating its 70th anniversary this year. We got here through making certain that each product we manufacture follows strict content and standard guidelines. Our products are found in various applications, ranging from water, all the way to hazardous chemical and caustics which could be harmful to personal safety and/or the environment. We manufacture from a range of metals,

alloys and poly materials. The common factor in each of these relates to those “unseen” elements. A bright shiny brass product can have a common appearance no matter which brand is used, however, the exact materials combined in the manufacturing process to create a brass alloy can include various levels of fillers and additives to achieve that “shiny” look. The only way to tell for certain what each supplier has provided out of these additive elements is by using technology.

An example of this technology is an “optical spectrometer,” a device which uses light waves to measure percent of content. Not everyone can afford or has access to something like this. So, you are reduced to depending on your source for their content requirements. Unfortunately, you find some providers intent upon taking shortcuts with those unseen “product fillers” to lower costs. Those additives, while lowering costs, can also affect performance, and lead to the types of problems unseen.

Make certain you trust your source to make the best choices, protecting your investments, for the safe usage of these products. We can provide training to help understand these principles in a more in-depth way. Invest some time in doing so, contact your PT representative to make the arrangements.



LILLY

▶ EFFICIENCY AND SAFETY HAVE NEVER BEEN SMARTER

LASZLO DOBO, DIGITAL SOLUTIONS PRODUCT MANAGER, CONTITECH USA

Continental offers a fully managed cloud-based crimping technology. The smart crimper is equipped with CrimpIQ controller that connects to the CrimpCloud software platform. The CrimpIQ controller provides customers with instantaneous updates to the crimper, reducing costly downtime while simultaneously boosting efficiency, safety, quality and speed at customer operations. The platform offers the crimper to receive new features, updates on specs, backs up data, logs on historical data, among others. The sophisticated software doesn't require any manual labor to manage the data and offers secure and complete solutions to all customer devices regardless of location. All

these features are designed bearing in mind the customers' valuable time and money.



Some of the features include integrated e-learning resources and videos that make crimping easy. Over-the-air software updates ensure the latest crimp specifications are available. Our technical support guide you remotely to follow-up on the tickets that you can submit from the crimper.

The technology constantly evolves, and new modules are introduced on a regular basis. The CrimpCloud unique traceability module will help you to create individual identifications

that not only help your users trace the hoses but will drive replacement hose sales to your business. Thanks to our database, you will have access to the details of millions of hose system assets.

We are convinced that Continental's crimping technology is the right investment to take your hose operations to the next level. Our team has been continuously releasing updates and new features that will make crimping safer and more time efficient.

For further information, reach out to your Continental sales representative or send an email to crimpcloud@continental.com.



DOBO

SOLUTIONS FOR DEMANDING APPLICATIONS

DAVID GOSSETT, THERMOID PRODUCT MANAGER, THERMOID

Thermoid, a leader in developing innovative hose designs, uses production expertise to provide customers with high-performing hose products to meet the requirements of demanding applications. Experienced Thermoid design and engineering teams build hose lines using a computer-aided system to produce hose that has received worldwide product approvals.

Thermoid uses its patented Concure hose continuous manufacturing process to assure dimensional stability from end to end, providing a contamination-free, smooth hose in long, continuous lengths. Additionally, Thermoid's Concure hose process provides improved dimensional control allowing for closer tolerance control of the I.D. and O.D. of the hose from the tube extruder to the finished reel.

The company recently re-engineered its Valu Flex hose, one of the most versatile general service air and water hoses available in the market. Thermoid upgraded the Valu Flex tube to ARPM Class C oil resistance and increased the temperature rating to 212 F (+100 C). In addition, color options were also expanded to include yellow, blue and green at 300 psi working pressure. Valu Flex hoses are both lightweight and flexible, as well as resistant to abrasion, heat and ozone. Valu Flex hoses are stocked in 200 and 300 psi in red, black, green, yellow and blue, with special orders available with color coding for safety and operational improvement. Stock sizes of Valu Flex hose now include 3/16-inch to 2-inch on reels and 3/4-inch in 50 ft. uncoupled lengths.

Founded in 1883, Thermoid manufactures one of the most diverse lines of industrial rubber

products available anywhere in the world. Thermoid products, made in three environmentally safe U.S. manufacturing facilities, leverage manufacturing expertise and

application engineering to provide innovative solutions designed for some of the most demanding applications.



GOSSETT



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