

SHOP IN A BOX: YOUR FULL TURNKEY HOSE ASSEMBLY SOLUTION

CHAD PETERS, PORTFOLIO MANAGER - EQUIPMENT & DIGITAL, CONTINENTAL

Continental had one goal – simplify the hydraulic hose assembly process. We did it with our innovative Shop In A Box. It sets up in minutes and all you have to do is provide the operator.

Shop In A Box features a complete hose assembly cell that arrives packed in a box. With it you will be able to create premium Continental hydraulic and industrial hose assemblies right inside your current location. With four available Shop In A Box options, we have the right solution that fits your operation and budget so you can generate more revenue.

Specific Continental Shop In A Box models also feature our cutting edge CrimplQ cloud-based controller. It puts the future of crimping right at your fingertips and offers

new levels of efficiency, safety, quality and speed to your customers. The CrimplQ touchscreen units give you precise digital crimping specs so you don't have to hunt through manuals or waste time finding them. All the most up-to-date specs are right at your fingertips so it eliminates guesswork and the possibility of inputting the wrong specs.



Continental's customer feedback on Shop In A Box has been tremendous and incredibly positive. And no other competitor in the market has anything like it. It is one reason why we are recognized as an innovation and technology leader around the world. To learn more, contact your Continental representative for complete details on our innovative Shop In A Box hose assembly solution.



PETERS

HELP WITH SUPPLY CHAIN ISSUES

JOHN JOYCE, GLOBAL MARKETING DIRECTOR, BRENNAN INDUSTRIES

Distribution networks are scrambling to deal with continued supply shortages, increasing commodity prices and higher wages triggered by labor shortages. Therefore, finding quality resources for dealing with a faltering economic recovery is essential.

INTERCONNECTING DATA THROUGHOUT THE FACILITY

Impactful change starts by finding quality resources for interconnecting data throughout the facility. Data sharing can improve product quality and the type of services provided to customers. By working with a manufacturer that can perform extended functions beyond automation, you'll be well on your way to improving timeliness and product accuracy.

FINDING QUALITY RESOURCES FROM A REPUTABLE MANUFACTURER

How a manufacturer handles the product is key to driving efficiency.

Using smart operational technologies, systems and processes can detect potential product issues early. Improvements in flexibility and timeliness provided by advanced technology reduce waste in the product distribution process while enhancing the overall experience.

Therefore, you will want to work with a manufacturer leveraging technology to improve the time spent meeting product and shipping demands. For example, Brennan Industries helps distributors by providing four programs, which include:

- BI Verify reduces order errors to near zero by verifying the parts by weight. It ensures customers receive the correct details so production can continue without delay.
- BI Identify helps with the identification of parts being ordered. The team at Brennan also helps with labeling

bins and confirming if there is a better product alternative than what is currently being used—even if it's a custom, non-off-the-shelf part.

- BI Perform consolidates the number of suppliers customers use to place a single order, with cross-referenced Brennan part numbers to more than 30 competitor suppliers within the industry.
- BI Supply alleviates the widespread supply chain disruptions by keeping customers' needed parts, or safety stock, on hand.

Distribution networks are being hit from all sides and must look beyond conventional cost-containment to maintain, or even reclaim, margins. Investing in technology from a reputable manufacturer is an excellent strategy for improving efficiency and performance during this faltering economy recovery.



JOYCE

STAYING CURRENT WITH DEMAND

SUSANNA VANDENBERG, MARKETING MANAGER, FLEXAUST

While face to face selling is (mostly) back, alive and well, there is no doubt that distributors are approaching selling channels and decisions differently. They're looking for more information, support, education and ease of doing business. Flexaust has responded to all of the above! It's no secret that there has been a kink in the supply chain. To help with distribution, Flexaust has expanded almost all of our strategically located manufacturing facilities in Amesbury, Massachusetts, Warsaw, Indiana, Burlington, North Carolina and Las Vegas, Nevada, and a stocking warehouse in Houston.

Customizable training programs geared toward distributors, focusing on their particular industries and markets has proven to be successful and well received. Flexaust's content creation with our Industries Served Page, Knowledge Center, Blogs and eBooks speak to the commitment the team has to further educate and support distributors, not to mention, content creates not only a great industrial library for learning but leads are generated and worked through distribution.

To stay relevant in the new digital reality of selling and providing product information, Flexaust has

invested in building (going live soon) our own Product Information Management (PIM) Platform. Flexaust collaborated across the engineering and the sales teams to offer distributors with an e-commerce presence the most relevant information to use on their online sites.

At Flexaust, we are always looking for ways to expand and improve. We continue to modernize all of our systems, and come up with new products and solutions to help stay on top of industry changes and shifts in demand.



VANDENBERG



“We can’t afford to go with a cheap option, so we went with the reliable one.”

Thinking a Product Is Dependable Is One Thing. Knowing It Is Another.

Whatever the job, there's a Continental belt ready to handle it. With state-of-the-art designs, they're effective solutions to maximize production, reduce maintenance costs and keep your operations moving forward.



Scan Here to Learn More at continental-industry.com

