

▶ INNOVATION, RELIABILITY, SUPPORT FOR THE US INDUSTRIAL SECTOR

ROBERT B. JACK, DISTRIBUTION AND PTS MARKETING COMMUNICATIONS MANAGER, INDUSTRIAL SOLUTIONS AMERICAS, CONTITECH



The industrial landscape is rapidly shifting, driven by factors such as sustainability, digitalization, and efficiency optimization. Companies today seek durable, high-performance solutions that reduce downtime, improve productivity, and meet regulatory standards. At ContiTech, we continuously adapt our technologies and product offerings to align with these industry trends.

To stay ahead of industry demands, ContiTech has recently introduced several new features and product innovations designed to improve performance, durability, and ease of use. Some of our latest developments include: Next-Generation Industrial Hoses; Advanced Coupling Solutions; Smart Belt Solutions; and Premium Power Transmission Belts (including our unique noise-reducing SilentSync belt.)

By integrating these new technologies, we help our customers boost efficiency, improve safety, and maximize operational uptime.

Understanding that our success is tied to the success of our customers, ContiTech offers a range of support programs for distributors and end users to ensure they get the most out of our products. These include: a wide range of training and technical support; customized solutions for industrial hose assemblies, belts, and material handling; and strong marketing and sales support.

Choosing the right supplier is crucial to maintaining a competitive edge. ContiTech delivers a distinct advantage to distributors by providing: **(1) A Comprehensive Product Portfolio** with a full range of industrial hoses, conveyor belts, and power

transmission products; **(2) Proven Quality & Reliability** – our products undergo rigorous testing to meet or exceed industry standards; **(3) Strong Industry Partnerships** – we work closely with OEMs, end users, and industry leaders, ensuring that our solutions align with evolving customer needs and market trends; **(4) Dedicated Customer Support** – fast response times, flexible supply chain solutions, and personalized service.

Customer-centricity is at the heart of our strategic value ambitions. We don't just supply products – we build long-term partnerships. Our customer first approach, commitment to innovation, and unparalleled support programs make us the preferred partner for industrial distributors and end users across the U.S.



JACK

▶ A DISTRIBUTION PARTNERSHIP THAT DELIVERS

MIKE GROVE, VICE PRESIDENT OF SALES & MARKETING, D&D GLOBAL INC.

Distributors in the competitive industrial supply market seek reliable partners who offer quality products, competitive pricing, and strong support. At D&D, we understand these needs and have built a distribution model that ensures success for our partners based on:

1. Reliability & Availability. With four strategically located warehouses and 18+ months of inventory on hand, we ship orders the same day 98% of the time.

2. Proven Quality & Third-Party Testing. Our belts outperform competitors, which means our distributors aren't just selling a product – they're offering verified, top-tier performance.

3. Competitive Pricing & Custom Programs. D&D provides a pricing advantage, because of our vertically-integrated operations that eliminate middlemen markups. We tailor pricing programs to fit our distributors' needs,

whether through rebates, special stocking agreements, or flexible terms for large opportunities.

4. Marketing & Sales Support. We equip our distributors with powerful sales assets, including marketing collateral and competitive analysis materials. Our goal is to help them win more business.

A RECOGNIZED INDUSTRY LEADER

Named the 2025 Power Transmission Belt Manufacturer of the Year by Manufacturing Outlook, D&D is committed to innovation, quality, and distributor success. Our team is agile – large enough to handle any opportunity but flexible enough to make quick, strategic decisions.

D&D distributors don't just sell our products – they gain a trusted partner dedicated to their growth.



GROVE