

CONNECTIONS

From the President

Happy New Year From General Rubber Company!



Jack Kacsur

I am pleased to introduce the first issue of our newsletter, **Connections**. This quarterly newsletter is designed to provide you with important product information, information on our company, its suppliers, and information on our industry.

In this issue we provide an overview of the specialized NAHAD guidelines for hose assemblies and offer a preview of articles in coming issues to help you through

the maze of information on proper hose assemblies. We are also announcing information on Eaton's upgrades to chromium-free plating, and news about the new Dixon catalog.

We welcome your submissions and invite your feedback, so please contact me directly with information you'd like to share with others. You can do so by emailing me at jkacsur@generalrubber.com or contacting me by telephone at (414) 263-2770 or toll free at (800) 227-5220.

HOSE ASSEMBLY GUIDELINES

Have you ever wondered whether or not the hose assemblies you get are made to industry standards, or how the process of making an assembly is controlled?

A number of years ago, NAHAD, the National Association of Hose and Accessories Distribution, coordinated a joint effort among the major hose and fitting manufacturers to come up with industry guidelines to help distributors and users produce hose assemblies. Although there are many standards in various industries that provide guidance for each particular need, up until now, nothing like that existed to assist those who specify, use, and fabricate hose assemblies. This major effort resulted in the publication of a comprehensive set of minimum performance recommendations for the design, fabrication

and specification of industrial, composite, hydraulic, corrugated metal and fluoropolymer hose assemblies.

The guidelines can be used as training, reference, and marketing resources to ensure safer, higher quality, more reliable hose assemblies. They are also intended to complement existing industry and federal regulations and incorporate pressure, corrosion and temperature recommendations published by various hose manufacturers. The documents will be updated, edited, amended or modified on a regular basis, as necessary, based on changes in manufacturing, technological or application



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GENERAL RUBBER CO.
LINE CARD INSIDE

HOSE ASSEMBLY GUIDELINES

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techniques and standards.

In the coming issues of *Connections*, we will provide you with detailed information on the guidelines and how they relate to each category of hose. In the meantime, if you would like to order any of the five Hose Assembly Guidelines volumes, call us at (414) 263-2770 or toll free at (800) 227-5220. The booklets are \$20 each (a \$150-\$200 value).

General Rubber Company Opens Fox Valley Store, Adds Staff



Our company continues to expand throughout the state and we're pleased to have opened the first Eaton/Weatherhead Port to Port Hose Center in the Fox

Valley. We have also added two staff members to serve customers in this area.

Augie Bellin is the manager of the Appleton store. Terry Oge, a certified fluid power specialist, works as a sales representative in this area of Wisconsin. The Appleton store is located at 2310 West College Avenue and is open Monday through Friday, 7:00 am to 4:00 pm. The telephone number is (920) 733-7223.



Did You Notice ?



Our new General Rubber Company logo is being introduced here in this first edition of *Connections*. We're excited about our new look! Hope you like it, too.

PRODUCT UPDATE

General Rubber Company Offers Upgraded Eaton Chromium-Free Plated Fluid Transfer Products

Eaton, one of our major suppliers, is taking proactive steps to convert platings used on all its hose ends and fittings. The change is being made to comply with restrictions placed on the use of hexavalent chromium by the European Union (EU) last summer. Eaton's new plating specification will meet the European standards and help safeguard human health and the environment.

The most important facts to remember about this product changeover include:

- These measures are proactive. The current composition of the platings complies with Restriction of Hazardous Substances (RoHS) directives.
- All items constructed of carbon steel will be converted, including, but not limited to: FLOCS®, swivel joints, steel adapters and hose fittings.
- Parts numbers will not change as a result of the conversion.
- The changeover to the use of the new zinc plating on carbon steel products began in the fourth quarter of 2006 and should be completed in early 2007. However, there is some chance that you will receive fluid conveyance products with both types of plating during the conversion process.
- Eaton has verified that the performance of the new plating, such as salt spray resistance, is equal to or better than the current zinc plating.
- Assembly procedures and torque values will not change as a result of the move to the new plating. Compatibility will not be a problem between current and new plating.
- Parts using the new zinc plating will have more of a silver or gray appearance when compared to the traditional yellow color of hexavalent chromium.

If you have questions regarding this changeover or any of the products supplied by Eaton through General Rubber Company, contact General Rubber Company at (414) 263-2770 or toll free at (800) 227-5220.

PRODUCT SPECIAL

Parker GST II Value Priced Through March

We're pleased to offer our customers GST® II General Service Air and Water Hose 7092 and 7093 Series at special pricing. This economical and versatile general purpose hose is excellent for air and water service as well as many agricultural chemicals including LASSO® herbicide. One example, the 7092-38200 Red 200 P.S.I., 3/8 inch I.D., is available for 52 cents per foot. Call for other products in this series.

The EPDM tube and cover resists heat, sunlight, ozone and weathering. The hose exceeds RMA class C medium oil resistance requirements. It is suitable for applications

such as oil mist lubricating air lines, but not suitable for the transfer of petroleum products.

Available in bright red or black, this hose offers excellent coupling retention and kink resistance.

Hose reels are available in varying lengths and hose diameters. All are value-priced to sell. Reels are 90% 1 piece, 10% 2 pieces, in a 50-foot long minimum reel (total footage on reel is +50 ft./-0 ft. of length indicated). All 50-foot lengths are coiled, tied and secured in cartons per order.

Crimp and coupling specifications are available through CrimpSource or from NAHAD Industrial Hose Assembly Guidelines.

For more information, contact us at (414) 263-2770 or toll free at (800) 227-5220.



SUPPLIERS' UPDATE

We are pleased to offer you information from our suppliers on innovations, updates, and changes in their businesses. If you would like additional information on the products mentioned in this column, contact us at sales@generalrubber.com or call us at (414) 263-2770 or toll free at (800) 227-5220.

To expand its product offerings in chemical and petroleum markets, **Titan Industries** has acquired the composite hose operations of MidsCo., Inc., a manufacturer of composite hose and assemblies under the MidFlex brand name. The addition of composite hose to Titan's product line is a key component of the company's growth strategy. Composite hose requires a combination of traditional hand-built hose craftsmanship and state-of-the-art manufacturing techniques. This acquisition is a perfect complement to Titan's manufacturing expertise.

NewAge Industries has introduced kink- and crush resistant Vardex® hose for both pressure and vacuum applications. Made of clear PVC with steel wire reinforcement, Vardex is suitable for either fluid or air transfer and is used for chemical lines, material handling, medical appliance components, cleaning equipment, water feeds and discharge, vacuum lines, shop air supply, conduit, and food and beverage supply, among others. Vardex combines the desirable properties of PVC, resists corrosion and abrasion, and has rubber-like flexibility, outstanding flow characteristics, and the strength of steel. It is manufactured from nontoxic ingredients that conform to FDA standards. Contact us for more information on this innovation.

Kentak Products Company, a Gomoll Company, introduced KEN-FLEX™ a thermoplastic hose with improved low-temperature flexibility. Developed to look and feel like rubber, KEN-FLEX™ is the perfect choice for pneumatic tools used in construction. Lighter than rubber hose in the same dimensions, applications include air and water lines, water-soluble chemical spray lines and other air and water applications. KEN-FLEX™ is available in various sizes, colors, and lengths.

The Flexaust Company, Inc. introduced a new line of high temperature hose in extremely flexible single and two-ply configurations with up to 10:1 compressibility. Flex-Lok® SF Series High Temperature Hose features silicone silver fiberglass fabric mechanically crimped in a continuous process to create a "locked" construction for flexibility and compressibility. Applications include jet fuel vapor venting, vapor recovery, pollution control, vehicle exhaust systems, welding and plastics fume control. Easier to move around than conventional silicone hose, it is offered in a single-ply version for service to 550° F. and a two-ply version with a gastight inner liner and polyurethane wear strip for service to 600° F. Various dimensions and lengths as well as an ET version, constructed from aluminum-coated fiberglass, are also offered for use up to 1,050° F.

General Rubber Company Line Card Now Available

Our new General Rubber Company Line Card is enclosed in this issue of **Connections**. This is an invaluable resource for your company and provides information on the products we offer. If you would like additional copies of the line card for yourself or your staff, contact us at (414) 263-2770 or toll free at (800) 227-5220.

SUPPLIER'S SPOTLIGHT

General Rubber Company supplier, Dixon, has been making news recently with exciting internal developments to expand its business. If you would like information on the Dixon products mentioned or to receive a copy of the company's catalog, contact us at sales@generalrubber.com or call us at (414) 263-2770 or toll free at (800) 227-5220.

Dixon Fire

Dixon Fire's acquisition of the Powhatan product line from Kidde allows Dixon Fire to offer a complete line of brass goods to service the industrial and fire protection markets. Among Powhatan's varied product offerings are Pow-R-Matic™ pressure reducing valves, angle & globe valves, gate valves, fire department connections, plus nozzles, caps, plugs, nipples, adapters and reducers. In September, a manufacturing operation staffed by former Powhatan employees opened in Winchester, Virginia, to meet production needs. Dixon Fire is committed to product availability and fast deliveries even on special thread products.

Dixon Goes Global

Dixon's commitment to expand global operations continues with its recent launch into the Indian market place. The company announces the appointment of Mr. Rajesh

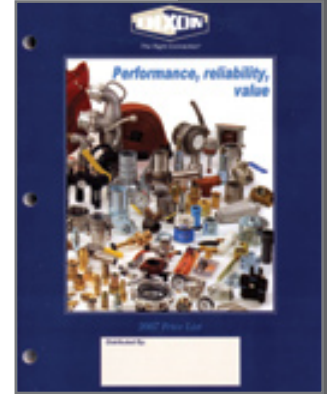
Iyer to the position of Sales Manager for Dixon India. Mr. Iyer will be based in Mumbai, India, after completing an extensive training and induction program.

Dixon Products Unveiled in New Catalog

Dixon's 560-page 2007 Illustrated Price List features new product offerings in the cam and groove, air, brass, plastic, clamp, sanitary, fire, hydraulic, valve, pipe and welding, tank truck and maintenance groups. Dixon's products available in this new catalog allow for safe operations and the efficient transfer of water, air, and steam as well as many chemical media normally conveyed by hose assemblies.

Many new and innovative products are featured in this volume including Flomax standard series connectors. The Flomax line is color coded for use with engine oil, coolant, hydraulic oil, and transmission fluid. The series is fully compatible and interchangeable with industry standard with easily recognizable labeling. It's an innovative product we are pleased to offer at General Rubber Company.

In addition, the catalog contains specifications and data concerning the proper and safe application of all Dixon products. DPL107 is more than just a price list; it provides the 'right connection' for the coupling professional.



**SAVE THE NEW
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LINE CARD INSIDE!**



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