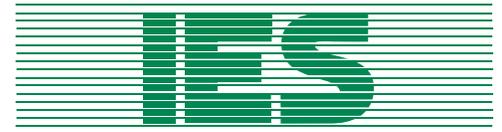




Since 1962

McGill Hose & Coupling

www.mcgillhose.com



A Division of McGill Hose & Coupling, Inc.

Industrial Equipment Supply

www.IEShose.com

Information and Applications about Safe Fluid and Bulk Handling

Introducing Our Newsletter

Welcome to the first issue of *Keeping Connected*, the newsletter of McGill Hose & Coupling, Inc. and Industrial Equipment Supply (IES). Our purpose in producing it is to keep you, our customers, informed of all the ways in which our products and services can make your jobs easier.

The newsletter will include information about our capabilities and new or improved fluid handling products. So that you can get to know us better, we will also feature members of our staff in future issues. In addition, *Keeping Connected* will provide you with news from the fluid handling industry.

Since we want to make this newsletter as relevant to your business as possible, we look forward to hearing your comments on the first issue. We would also welcome any suggestions that you may have for future issues. Thank you for your interest.

Sincerely,

Harry McGill, President



When Selecting a Hose Assembly, Make Sure That It's **STAMPED**

McGill recommends using the STAMPED process when you want to choose the safest and most cost-effective hose assembly for your industrial operations. STAMPED is an acronym that many hose manufacturers suggest be used to remember all the aspects of the hose selection process. The letters represent the following:

- S** Size
- T** Temperature
- A** Application
- M** Material being conveyed
- P** Pressure
- E** Ends
- D** Delivery



Let's look at each factor. The best **Size** for the application will depend on the flow requirements, pressure loss considerations on long lengths and available end connections.

Elevated **Temperatures** can severely reduce the life of an industrial hose. Some hoses are designed and manufactured from specific materials to handle the higher operating temperatures. Always compare the temperature limits of the hose to the application before making your final hose selection.

The **Application** is the most important factor in determining the proper hose to use. You should consider elements in addition to temperature and pressure that the hose will be exposed to during use. These include abrasion, oil and chemicals. Keep in mind that industrial hoses can be designed specifically for increased service life in certain applications.

The **Material being conveyed** is an important aspect of proper hose selection. Chemicals may affect the performance of the hose, so always keep fluid compatibility in mind – not only for the hose tube, but also for the hose cover, reinforcement and fittings. You can do a quick chemical check by using the chemical compatibility charts

A Symbol with Great Significance

The National Association for Hose and Accessories Distribution (NAHAD), which was established in 1984, is an international trade association with the goal of promoting a high standard of professionalism and integrity within the hose and accessories industry. In April, 2000, NAHAD introduced a set of Hose Assembly Guidelines that provide comprehensive minimum performance recommendations for the specification, design and fabrication of hose assemblies. Five hose product groups – industrial, hydraulic, fluoropolymer, corrugated metal and composite – are covered by the Guidelines.



See "A Symbol..." on page 2...

See "Selecting a Hose Assembly" on page 3...



McGill is Recognized as a Star Distributor of Goodyear Engineered Products

... and our customers are the ultimate winners

McGill Hose & Coupling is now a Star distributor of Goodyear Engineered Products. Under the Star program, McGill's 30,000-square-foot facility has been validated for using consistent products, techniques and processes, resulting in uniform hose assemblies. The program has established standardized hose, coupling and crimping protocols for industrial hose used in a wide range of applications.

Using Goodyear Engineered Products' crimp specifications, as well as assembly guidelines from the Association for Hose and Accessories Distribution (NAHAD), enabled McGill to receive the Star validation from Underwriters Laboratories, Inc., an independent testing and certification organization. The UL verification is in effect for 12 consecutive months, after which McGill will be required to re-qualify for Star status.

Goodyear's patented Insta-Lock couplings are at the core of the Star program, and McGill uses these cam-and-groove couplings with automatic locking handles to help guard against leaks and spills. Furthermore, McGill uses Goodyear's Hose Trakker software, a value-added service, to permanently document the life of a hose assembly from fabrication and installation to scheduled replacement. This software also assists in testing and inspection scheduling and provides preventive maintenance recommendations.

Of course, our customers are the real winners in the Star program. As Keith Collet, Veyance's marketing manager for industrial hose (see sidebar above) says, "McGill is delivering to end-users a matched, fully-integrated hose assembly system that can improve performance, provide predictive maintenance and ultimately reduce costs. Safety and reliability are critical for industrial hose applications, and McGill has a stellar reputation for both within the industry."

A Symbol with Great Significance

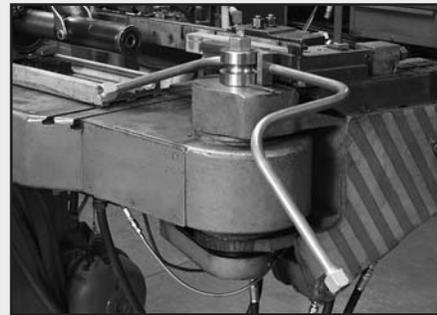
(continued from page 1)

Both McGill and IES are NAHAD Listed Fabricators for all five types of hose. This signifies that we comply with the Hose Assembly Guidelines for all applicable assemblies, unless a customer specifies otherwise. The Listed Fabricator designation lets our customers know that our hose assemblies are high-quality, safe and reliable.

Look for the NAHAD Listed Fabricator logo on our company brochures and websites. It's your assurance of the quality of every hose assembly that we produce.

Goodyear Engineered Products Now Manufactured and Marketed by Veyance Technologies

Veyance Technologies is now the exclusive manufacturer of Goodyear Engineered Products, including a full line of rubber, PVC and plastic hose and fittings. The Goodyear brand of hose products will stay with Veyance for the foreseeable future through a long-term licensing agreement. McGill Hose & Coupling has been assured by Veyance that Goodyear-branded products will continue to be produced to the same uncompromising standards that have been maintained by Goodyear since 1989. Keith Collet, Veyance's marketing manager for industrial hose has stated, "Our basic philosophy remains intact – The Customer First, Always!"



Featured Capability

Tube Bending

The acquisition of NPD Tube Bending has enhanced our capabilities and compliments our fabrication services. We can now provide both rigid and flexible piping components in a variety of sizes, materials and pressure ratings.

Our specialty is the bending, welding, coiling, end forming, fabrication and assembly of tubes and pipe. We work with steel, stainless steel, hastelloy, aluminum and titanium, as well as brass and copper materials. Skilled McGill personnel design and fabricate tube and pipe assemblies for pressure piping, plumbing, hydraulic, pneumatic, refrigeration and exhaust applications. Many structural and mechanical components can also be provided. From prototype to long production runs, there is no job too large or too small.

Selecting a Hose Assembly

(continued from page 1)

provided by the hose and fitting manufacturers. If you have concerns about a specific application, we at McGill encourage you to ask us for advice.

The working **Pressure** of the application is a major consideration in selecting a hose. The rated working pressure of the hose must match or be greater than the maximum pressure that will be seen in the application. RMA recommends a 4-to-1 safety factor for the burst-to-working pressure of the hose when working pressures exceed 150 psi.

The type of **Ends** (fittings and couplings) must also be chosen. Considerations include style, type, material, orientation and attachment methods.

Finally, **Delivery** requirements must be specified. This includes pre-delivery procedures such as testing, quality assurance and packaging.

Given that there are a variety of industrial hose constructions, the **STAMPED** information outlined here will provide a starting point in the selection of the proper hose for your application. Hose manufacturers have recently started designating distributors that follow industry guidelines; stock matching hose and fittings; and use proper assembly procedures verified by third-party inspections to ensure that the proper procedures are followed for fitting attachments. McGill Hose is proud to be such a distributor.

New at IES: Ultra-Lite Sleeves & Ferrules

Crimped sleeves replace band clamps for improved coupling retention, less drag, and no sharp edges.

Product Features:

1. Lightweight
2. Non-sparking
3. Color options available
4. Brand name etching available upon request
5. All sizes available per customer request – 3" and 4" in stock
6. Safety tested
7. PT Ultra-Lite Sleeves able to meet electrical continuity tested per NAHAD 500.5.4 Guidelines
8. Excellent acceptance from end user
9. Ease of hose assembly installation
10. Special pricing on large quantities



McGill and IES:

Two Companies Sharing One Business Philosophy

Although McGill Hose & Coupling has continued to grow and change since 1962, its original commitment to quality and service has remained the same. Today, McGill is a leading fabricator/distributor of flexible hose, fittings and fluid handling components. Our 30,000-square-foot facility in East Longmeadow, Massachusetts includes a warehouse area where the most complete inventory of flexible hose in the Northeast is maintained. We also operate a store for our customers who need immediate service.

We take special pride in our separate departments for welding/metal hose fabrication, teflon hose assembly, rubber hose assembly, hydraulic hose assembly, tube bending and pressure testing. All of our fabrication personnel are well-trained to ensure quality and safety, and our metal hose assemblies are 100% tested.

Simply put, our primary business goal is "to satisfy our customers first, last and always." Our sales associates, as well as our



accounting and information systems staff, are all experts in their fields and are always available to answer your questions or concerns. We at McGill would welcome your visit and the opportunity to show you our facility.



Industrial Equipment Supply (IES), located in Woburn, Massachusetts, is a division of McGill Hose & Coupling. Like McGill, IES focuses on serving the liquid handling industry. Founded in 1981, IES currently maintains a fully stocked 7,500-square-foot warehouse that holds not only hose, fittings and other fluid handling components, but also a wide range of safety-related items.

Among the customer services offered by IES are a new storefront, "while you wait" industrial and hydraulic hose assembly and our well-known "Store-to-Door" delivery. IES shares McGill's business philosophy and seeks to establish long-term working relationships with our customers, by providing them with efficient, cost-saving answers to their needs.



McGill Hose & Coupling

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