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**McGill Hose & Coupling**  
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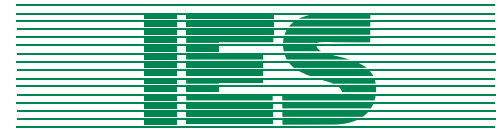


# Keeping Connected

Providing Solutions for:

- Chemical Transfer • Compressed Air
- Fluid Power • Fume Removal
- Dry-Bulk Transfer

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A Division of McGill Hose & Coupling, Inc.  
**Industrial Equipment Supply**  
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## Information and Applications about Safe Fluid and Bulk Handling

### McGill and BakerCorp: Partners in High Standards for Hose Assemblies

BakerCorp rents pumps, as well as tanks, filtration and shoring equipment, to municipalities, contractors and other customers in a variety of industries. Since these pumps are often used to address difficult pumping challenges, Baker's goal is to ensure that they provide the highest level of dependability.

As Baker's supplier of suction and discharge hoses for these pumps, it is our goal to help them put together the best and safest possible hose and pump assemblies. Baker began its hose program with McGill about 1-1/2 years ago. The bulk of hose they purchase is 2" through 8" high pressure, although they also buy up to 12" hose for low pressure applications.

Together, BakerCorp and McGill reviewed NAHAD hose assembly guidelines ([www.hoseguidelines.com](http://www.hoseguidelines.com)), which provide recommended procedures for fabricating hose assemblies designed to meet minimum safety, quality and reliability requirements. The performance standards that Baker wanted to achieve were then established. Baker typically tests hoses up to 2x the actual working pressure. (For example, 150 psi hoses are tested to 250-300 psi.) The result is that Baker meets or exceeds NAHAD test guidelines for every hose they use.



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### Alex McGill Completes Rewarding Year as NAHAD President

April marked the end of a truly wonderful 12 months for Alex McGill, our Vice President. Elected for a one-year term as President of National Association for Hose and Accessories Distribution (NAHAD) has been a valuable experience for him and the entire McGill Team. At 34 years old, and at a relatively early point in his career, Alex has spent the last 6 years on the Board of Directors of the world's premier hose association.

*"...I truly am very lucky to have had this chance to work with the greatest minds in this business."  
 - Alex McGill*

Reflecting on the honor of serving, he relays, "I've developed relationships, both business and personal, with all of the major players in the hose assembly business. Manufacturers and distributors alike, these men and women have so much experience in the industry, and the passion we all share is synergistic as well as contagious.

"My industry and product knowledge has been greatly enhanced, and I truly am very lucky to have had this chance to work with the greatest minds in this business."

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### Badgeholders that Protect Against Identity Theft

Radio Frequency Identification (RFID) technology is becoming increasingly popular for personal ID badges. These badges incorporate an embossed ID chip that contains the owner's personal information. A major concern with this type of "contactless" badge is the possibility of identity theft by hackers who access the information on the cards without authorization, via radio.

Luckily, IES has a solution to offer: Secure Badgeholders® from the Identity Stronghold product line. They provide an RFID barrier that, as the manufacturer says, "puts the user in control of where and when the card is read." Two badge styles are available. The Classic blocks RFID from reading a single card, while the DuoLite™ is designed for up to two cards.

When safety and security are an issue, John Tecce, Branch Manager of IES, has our customer's best needs in mind and is constantly looking for better ways to help. We highly recommend them to any company whose ID cards have RFID chips. They will protect your employees, as well as your company!



# Alex McGill Completes Rewarding Year as NAHAD President

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Most of Alex's involvement began with the Hose Assembly Guidelines, a documented training program for specifying, designing and fabricating hose assemblies in a safe, reliable, and high-quality manner. As a passionate member-volunteer, Alex has incorporated the Assembly Guidelines into McGill Hose's quality and training program. During his year as President, NAHAD has also maintained its momentum as a leader in training and education. NAHAD has become an

Alliance Partner with ICP (Industrial Careers Pathway), an organization catering to the recruitment and training of young professionals into the industrial distribution profession. Also, a new education program called TeleCONNECT has been implemented to deliver training to NAHAD members in the form of webinars on product-related issues, as well as good business practices.

The final event of Alex's term was the 27th Annual NAHAD Meeting & Convention held April 2 – 6 in San Diego, California. This was a robust convention, with more than 800 people registering and attending and almost all of the 142 contact tables for the Showcase of Hose Solutions sold.

The theme for this NAHAD Annual Meeting & Convention was ABOVE AND BEYOND. President Alex McGill explains the choice of the theme: "If I had to characterize the past year, I would use words like challenging, erratic, inconsistent, and relentless. As company owners and managers, many of us found that the times required us

to be resourceful, resilient, alert, persistent and persuasive. It was definitely not the time to sit back and wait for business levels to return to what we experienced in 2007 or 2008. Working harder and smarter has been the key. Many of us have had to make do with fewer resources, remember our core competencies and think outside the box – beyond the normal scope of our business models. We have all had to go ABOVE AND BEYOND."

Attendees arrived in San Diego by midday on Saturday, April 2, in order to participate in a special networking activity and to listen to the first two presentations, which set the stage for the following three full days of convention activities. And, most importantly, they had the opportunity to participate in what was one of the highlights of this year's conference, the Welcome Aboard Reception on the magnificent USS Midway.

Alex will serve one more year on the Board of Directors as Immediate Past President, whose main function is to provide some guidance for the incoming President and monitor the recruitment and elections of new talented members who want to become a part of NAHAD's leadership. Thankful for his time as President, Alex understands the wealth of experience he brings back to McGill Hose is a result of his involvement in NAHAD and its very impressive member-volunteers.

NAHAD is managed by Thompson Management Associates. Alex would like to say thank you to Joe, Kristin and Molly Thompson for their hard work and support over the past year. NAHAD's success is largely due the professionalism of the TMA staff.

## McGill Hose Offers the Best Total Value in Metal Hose Assemblies

Having fabricated metal hose assemblies since our founding in 1962, we at McGill Hose know a thing or two about the advantages of flexible metal hoses. As the most complete hose fabrication center in the New England area, we are also highly knowledgeable about the types of applications for which metal hose assemblies are desirable.

What really sets us apart from other sources of metal hose assemblies is our dedication to giving our customers the best total value for their purchase from us. For example, our assemblies are fabricated by certified welders that meet or exceed B31.1 and NAHAD specifications, ensuring our customers safe and reliable hose assemblies, made with repeatable consistency.

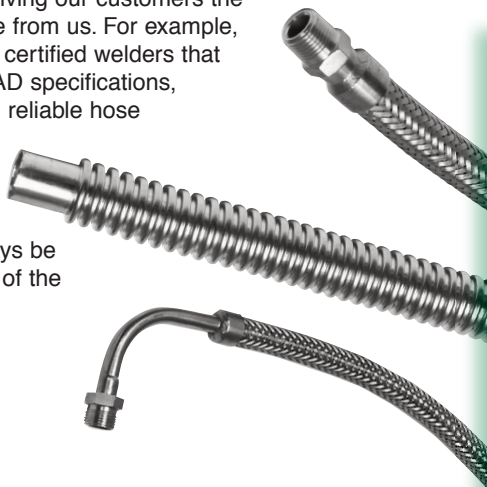
Every assembly is pressure tested, and certification can always be provided. In addition, we offer all of the following value-added services:

- passivation
- oxygen cleaning
- jacketing
- heat tracing
- armored protection
- flex cycle expectancy evaluation

McGill Hose's dedication to quality fabrication and testing is complemented by our dedication to customer service. We maintain

large inventories of diverse metal hose and fittings and respond quickly to customers' downtimes and critical delivery requirements. We inventory and fabricate through 12" diameter, with custom fabrication available to meet customers' unique requirements.

When all is said and done, we think that you will agree: with our product knowledge, high fabrication standards and superior service, McGill Hose provides exceptional value in metal hose assemblies.



### Advantages of flexible metal hose

- good corrosion resistance
- high physical strength
- operates at temperatures to 1400 degrees F
- long life
- fire resistance
- high vacuum ratings
- crush and kink resistance

### Metal hose applications

- vibration (high frequency, low amplitude)
- constant flexing
- vacuum
- high pressures
- offset motions
- temperature extremes
- misalignment

## Peace of Mind: Increased Security for Credit Card Purchases

McGill Hose & Coupling has good news for those of our customers who use credit cards to purchase products from us. Earlier this year, Activant Solutions Inc., the supplier of our distribution software, made an agreement with Element Payment Services, Inc. that benefits both McGill and you, our customers. Element now offers credit card data security to McGill Hose and all of Activant's other customers who utilize the Activant Distribution Suite™ software solution.



Our customers' cardholder data has been removed from McGill's distribution process, and compliance with the new, stringent Payment Card Industry Data Security Standard is now the responsibility of Element, whose software surpasses the requirements of this Standard. The paperwork that McGill currently has to complete in order to be allowed to accept credit cards is much simpler than it would otherwise be, saving us both time and money.

Furthermore, our customers can use their credit cards with the assurance that their sensitive cardholder data is handled directly by Element Payment Services, eliminating any chance of data compromise at McGill. To put it simply, we tell our customers that they can place their confidence not only in the safety of our products but also in the security of their credit card transactions with us.

## McGill and BakerCorp: Partners in High Standards for Hose Assemblies

*Continued from Page 1*

Couplings are a critical component of hose assemblies, and McGill, with the help of Campbell Fittings, introduced Baker to the "Uber Bauer" type of coupling, which has a hot dipped galvanized finish. Baker now uses only this type of coupling for all 2" - 8" suction and discharge hoses. Band and double bolted clamps are no longer acceptable at Baker, where they have found that it is not the hose but the connection that is the weakest link in a hose assembly.

One of our newest pieces of equipment is a crimping machine that accommodates the fittings – up to 8" – that Baker requires. This advanced technology, along with Campbell's CampbellCrimpology™ method for determining a proper crimp diameter specification, allows for consistent assembly fabrication. This process allows Baker to utilize the full strength of the hose they purchase, and at the same time results in a hose assembly that weighs less and is easier and safer to maneuver in the field.

BakerCorp is a high-demand user of hose assemblies, but McGill is capable of meeting their requirements. As a full-service hose distributor, we are able to fabricate all the hoses that they need, available when they need them. In fact, we maintain "single line" inventory for Baker. Carroll Hunnewell, BakerCorp's Eastern Regional Manager, covering the Northeast to Mid Atlantic region, says, "We can call McGill and ask for 30 suction hoses finished with couplings, delivered on the same day, and they will deliver."

We at McGill are totally committed to BakerCorp's quality standards.

Our President Harry McGill continues to speak with the staff at Baker on a regular basis, discussing current projects, as well as better ways of doing things and making even safer and more efficient hose assemblies. We invite you to talk with us about establishing a similar partnership in high standards with your company.



*The "Uber Bauer" coupling in action.*

## Eaton's Synflex®

*A More Versatile Line of Hose and Fittings*

Synflex® thermoplastic hose from Eaton has proven to be an excellent replacement for rubber hose. Synflex® is an all-encompassing line of 12 unique hose series, each with features and characteristics that determine the best applications for their use. All Synflex series hose feature polyurethane covers, except the 3630 series, which has a PVC cover. The covers of some series are perforated, while others are not. Core tube materials include nylon-lined, polyester, polymeric, polyolefin, PVDF and PVC, with either braided or spiraled synthetic fiber reinforcement, with the exception of the 3580 series, which has braided steel wire reinforcement.

Depending on the Synflex series, sizes from -02 through -16 may be available. Hose types include low and medium pressure, constant pressure, high pressure, air and water and specialty. The Synflex line also includes permanently attached and reusable zinc-plated steel, stainless steel and brass hose fittings. Eaton has devised a style code numbering system for the Synflex fittings that signifies the fitting type, hose size, end connection size and bookend configuration, among other elements.

Extremely versatile Synflex hose is currently being successfully used in a wide range of industries. Applications include, but are not limited to, chemical and gas transfer, agriculture, forestry, air tools, general construction equipment, hydraulics, material handling equipment, rescue and pneumatic systems.

McGill is proud to offer our customers the Synflex line. Give us the details of your application and we will provide a Synflex hose assembly with the performance characteristics and durability that you require.



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**McGill Hose & Coupling**



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**Industrial Equipment Supply**



*Visit us online at our NEW,  
redesigned website!*



Visit our updated website for comprehensive product information and quality and safety links, as well as industry news.

**McGillHose.com** is your single source for the most complete line of flexible hose, fittings and fluid handling components.

[www.McGillHose.com](http://www.McGillHose.com)

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