

# HOSE, COUPLING & SKIRTBOARD POINTS OF INTEREST

From time to time, there will be things that come up that everyone should know. We will make the effort to publish those items on this blog so everyone can access them. And right now seems as perfect a time to start as any. For instance:

- When was the last time Jason Industrial did over \$2 million in hose, couplings and skirtboard sales in one month? Never, until this past June. This past month our sales exceeded \$2.038 million, almost \$500,000 more than the second highest month (Oct. 2010). Congratulations to everyone! Of course, since we did it once, we'll be expected to keep on doing it. Why not?!

- As a company, Jason has recently made a concerted effort to lure some of the big industry players, one of those being GHX, headquartered in Houston, TX. GHX recently held a regional managers meeting, in which one of the topics of discussion was Jason Industrial. Turns out that we received some very favorable reviews from their upper management. If any of the GHX locations (22 branches) fall under your sales jurisdiction, now would be a good time to make contact with them.



- **Who is ARPM?** I had to look it up myself. For many years, decades even, the Rubber Manufacturer's Association (RMA) published a hose handbook, considered the bible of our industry. They worked with many rubber manufacturers to come up with specifications our industry would follow. Well, last year, RMA decided to take their ball and only play with the tire manufacturers. There are far fewer of them (nine total), which also means fewer specs involved. Not to leave the rest of us high and dry, they left a group of folks to handle the rest of the rubber industry - the Association of

Rubber Products Manufacturers (ARPM). You can find them on the web at [www.arpminc.com](http://www.arpminc.com). ARPM will take over publications like the "Hose Handbook" and fulfill other former RMA duties.

- One last brief note regarding renewable energy from Diesel Progress magazine; all Cummins 2010 truck engines (series ISX15, ISX11.9, ISL9, ISC8.3 and ISB6.7) have been approved for bio-diesel B20 blends. All Cummins off-road engines since 2008 are also approved for B20. Any richer blend than B20 will void any engine warranty.

That's it for now. Keep checking the blog for more updates. Or if you have something of interest in the hose, coupling and skirtboard area, please send it to Rick Freedley or John Flanders and we'll add to the next issue.