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Product Information and News from American Packing and Gasket Company

Winter 2003

EVER-TITE® Coupling Products Assimilated into American Packing Coupling Product Line



As has been widely publicized, American Packing and Gasket Company acquired EVER-TITE® Coupling Products October 1, 2002, and response from both American Packing and EVER-TITE distributors has been extremely favorable. In combining the two product lines, we now have one of the broadest product offerings in the industry - and certainly the best total value. Both product lines possessed distinctly different individual strengths that are now combined and represent a significant enhancement in providing products and services within the industrial hose coupling industry.

EVER-TITE introduced the cam and groove coupling in 1935, and since that time has maintained a highly regarded reputation as a supplier of premium cam and groove products. This will most definitely continue as part of the American Packing family.

Similarly, American Packing has established a reputation as a supplier of extremely high quality industrial cam and groove couplings as well as associated products that include other types of hose couplings, clamps, and pressure gauges. Large inventories with same or next day shipping and superior customer service have been an integral part of "America's Most Responsive Warehouse." This, too, will remain a major emphasis within the American Packing organization.

Highlights of the combined product line include:

The EVER-TITE® Premium Cam and Groove Couplings in aluminum, forged brass, and stainless steel. Aluminum and brass products are available as compliant with military specifications - a highly desirable advantage.

The Tough-TITE® Industrial Cam and Groove Couplings in aluminum, brass, stainless steel, ductile iron, nylon, and polypropylene. This segment of the product line is greatly enhanced with the purchasing and production capabilities of American Packing.

Two versions of Locking Handle Cam and Groove Couplings will be offered - one in the EVER-TITE line and one in the Tough-TITE line.

The Perma-TITE® Permanently Attached Coupling System incorporates swaging and crimping capabilities with notched ferrules and crimp sleeves designed to meet the greater retention requirements of XLPE and UHMW chemical transfer hoses. It also includes the Swivel-TITE® Coupler which is the only "live swivel" coupler designed for industrial use and the Clamp-TITE® repair kit that provides for field repair of hose assemblies with permanently attached couplings.

The 8000 Dry Disconnect Coupling System that prevents fluid spills and eliminates the use of ball valves with standard cam and groove couplings.

Tank Truck Flange Couplings and Special Design Heavy Duty Couplings.

EVER-TITE® Premium Butt Weld and Socket Weld Couplings as well as Tough-TITE® Industrial Socket Weld Couplings.

A variety of other cam and groove couplings are included in the product line with special emphasis on a broader selection of spool adapters, spool couplers, increasers/reducers, and replacement gaskets.

Other products included are Hydrant Adapters, Hex Nipples, Swivel Adapters, Universal Crowfoot Couplings, Sand Blast Couplings, Ground Joint Couplings, Hydraulic Hose Couplings, Pinlug Hose Shank Couplings, Long Shank Hose Couplings, Short Shank Hose Couplings, Standard Hose Barb Fittings, Push-On Hose Barb Fittings, Quick Disconnect Couplers and Plugs, Combination Nipples, Hose Menders, Male Stems, Hose Nozzles, Foot Valves, Strainers, and Clamps (including double bolt, universal, high pressure, spiral, the BAND-IT® Clamping System, and IDEAL worm-gear clamps).

Ball Valves are available in Brass (Full and Standard Port) and Stainless Steel (Full and Standard Port), and Gate Valves are available in brass (1/4" - 1/2).

Protective Sleeving for hose and hose assemblies is offered as well as Conbraco Water Gauges.

To round out the product offering of the Industrial Hose Coupling Catalog, a complete line of pressure gauges is included that contains Black Steel Cases and Stainless Steel Cases with Brass Connections, Dry and Liquid Filled, and All-Stainless Steel Gauges. A wide selection of pressure ranges is available in each pressure gauge style.

The New 2003 Coupling Catalog from American Packing that presents the above products in greater detail is now available - along with corresponding price lists. If you have not yet received these in your location, send us the attached reply card or pass your request on to your sales representative.

Please do not hesitate to contact your sales representative with specific questions you may have regarding the consolidation of the two product lines.

As always, American Packing and Gasket Company looks forward to further serving you and your company - particularly in the area of this enhanced capability.

Plastic Products Division Passes Annual SEI Audit

As specified in our Plastic Products Division price list, American Packing has been an SEI Certified Manufacture of safety products for the past two years. The Safety Equipment Institute (SEI) is an independent third party that offers testing and certification of safety, health, and personal protective equipment. Certification is not based on a one-time test; it is comprehensive and ongoing. Only after SEI's certification criteria have been met are we allowed to use the prestigious SEI logo, which lends credibility to our ANSI approved products.

SEI's certification process subjects American Packing to a rigorous annual audit. The audit begins with an SEI representative physically inspecting our manufacturing process, from start to finished product. However, this inspection is not just confined to the finished product. Our records are thoroughly checked to ensure we maintain raw material batch traceability and finished product tracking from our warehouse to the customer. In the event that a recall must be issued, traceability is essential in determining not only when we manufactured a product, but also to whom it was then sold. Once our records have been checked, the Inspector hand selects samples from our

inventory for testing to ensure we have met their standards of compliance.

Once a year we submit to this intensive audit in a continuing effort to ensure we are complying with the specifications outlined by ANSI Z87.1. In the safety industry supplying certified ANSI approved products is serious business. Certified parts will not only save time but money as well. In 2001 OSHA assessed over \$120 million dollars in fines associated with non-compliance. When you see the SEI logo embossed on our products, you can rest assured those products have been inspected and tested to ensure conformance. We make every effort to ensure that you can supply approved products to your customers with the complete confidence and comfort of knowing "America's Most Responsive Warehouse" stands behind you and its products.

UPS Shipment Notification via E-mail

Just a reminder - American Packing has the capability to automatically generate UPS Shipment Notifications via e-mail as soon as UPS receives the information. The benefits to you as an American Packing customer are: (1) You will be notified immediately that your UPS shipment has been entered into the UPS shipping system; and (2) the e-mail you receive gives you access to UPS tracking information with only one click of your mouse.

Instant Notification - Instant Tracking Information (all with no time-consuming phone calls).

If you would like to benefit from this service from American Packing, just give us the *e-mail address to which we should send the notifications*. The attached Reply Card can be used to send us this information.

Invoices via E-mail

Another reminder regarding e-mail services - we can also send your invoices via e-mail. This provides efficiency and reliability to both you and American Packing.

Again, if you would like to benefit from this service from American Packing, just give us the *e-mail address to which we should send invoices* (this will be the only invoice that will be sent for the order). The attached Reply Card can be used to send us this information.

Employee Profile

Craig Lackey has been with American Packing 18 years and in Inside Sales



13 years. He states that he enjoys talking to customers across the country and making new friends. He says that he receives special satisfaction when he can help solve a customer's problem.

Craig has 3 children aged 19, 13, and 11 (two daughters and a son).

Coaching his son's little league baseball team and attending games where his daughters are cheerleading leaves little time for his interests in several highly active interests. These interests include snowboarding in Colorado, jet skiing on various lakes around Texas, or skydiving wherever he can find a drop zone.