



IR-G Nashville
Mark Fournier
601 Lafayette Street
Nashville, TN 37203

3.16.2015

Dear Mark,

Gates Corporation would like to congratulate IR-G on becoming a Gates Authorized End-to-End (E2E) Distributor. IR-G has demonstrated the technical expertise required to fabricate Gates Industrial Hose assemblies in compliance with NAHAD procedures. As a Gates E2E partner, your authorization designates that IR-G is a premier supplier and possesses the ability to provide value-added services to your customers. In addition, your E2E status provides the following exclusive marketing materials to assist your sales team in uncovering and closing new opportunities:

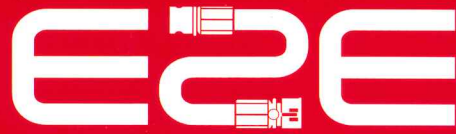
We thank you for your continued support and look forward to increased success for both of our businesses.

Sincerely,

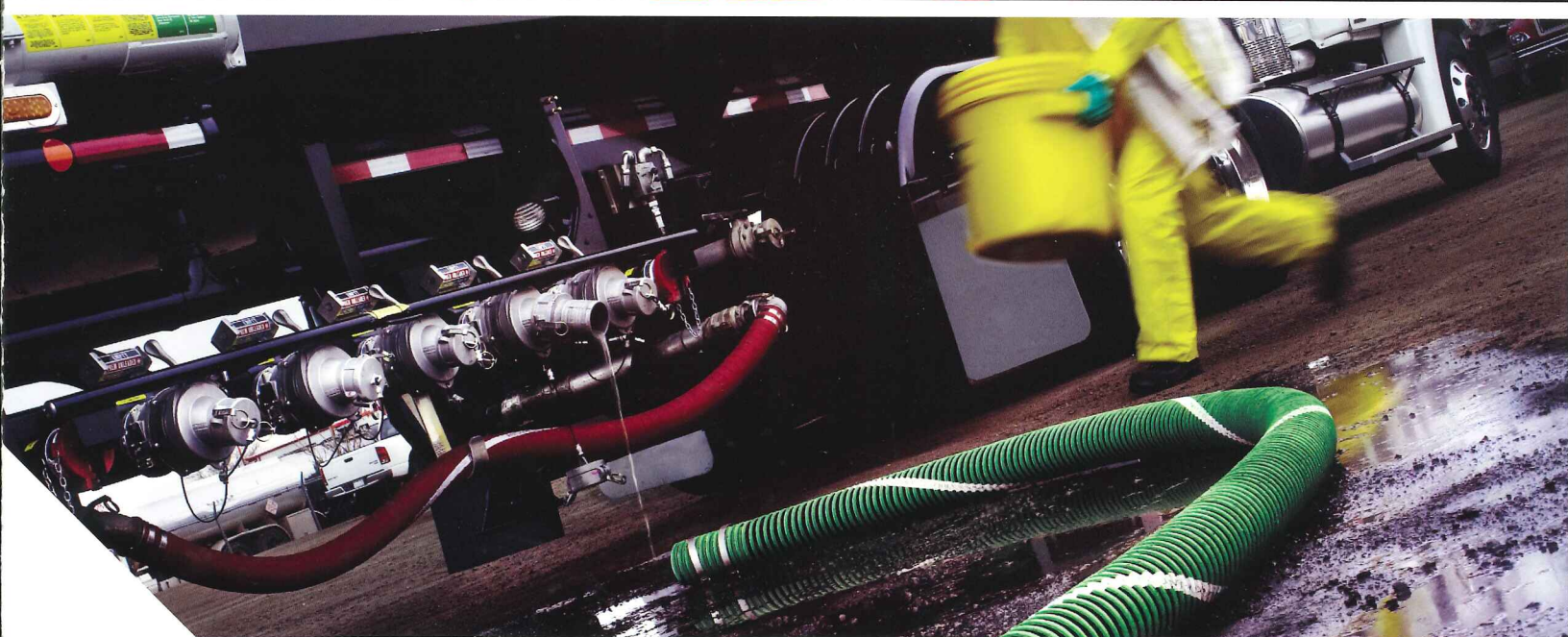
A handwritten signature in black ink that reads 'Rob Huber'.

Rob Huber
Commercialization Manager
Gates Corporation

PROTECTION AGAINST DANGEROUS,
COSTLY HOSE FAILURES



AUTHORIZED
END-TO-END
DISTRIBUTORS



ENGINEERED, TESTED, AND CERTIFIED INDUSTRIAL HOSE ASSEMBLIES

GATES E2E (END-TO-END) ENGINEERED SYSTEM AND DISTRIBUTOR PARTNERSHIP

To mitigate risk and improve the reliability of industrial hose products, Gates developed its E2E integrated system of hoses and fittings and a partnership with specially qualified fabricators. Gates E2E system includes highly engineered, application-specific industrial hoses, fittings designed to match, and precise assembly procedures with up-to-the-minute Gates crimp specifications.

Gates Authorized E2E Distributors are uniquely qualified to implement Gates E2E system. Their personnel have been trained and certified at the Gates Customer Solutions Center. In addition, they adhere to hose assembly guidelines established by NAHAD [The Association for Hose and Accessories Distribution]. You benefit from hose assemblies built to exacting standards.



BAND vs. CRIMP

Hose assembly pressure ratings are limited by coupling attachment methodology.

Industrial hose applications become more demanding every day. New rubber compounds, higher working pressures and temperatures, and stricter environmental and safety regulations all make hose and coupling selection a challenge.

The traditional industry practice of mixing and matching hoses and fittings from different manufacturers carries greater risk than ever. Poor quality or incorrectly fabricated hose assemblies can cause equipment damage, lost productivity, personal injury, or worse.

FABRICATION PROCEDURES



Gates Authorized E2E fabricators follow strict assembly procedures to crimp assemblies that meet the toughest industry specifications.



Gates GC®96 Crimper with horizontal front-end feed makes crimping fast, easy, and accurate.



Assemblies are tested and verified to meet applicable industry standards for any given application.

PRECISION CRIMPED ASSEMBLIES – 1/4 TO 6-INCH HOSE SIZES

Gates Authorized E2E distributors are trained at the Gates Customer Solutions Center and are certified in our Industrial Hose workshops following the NAHAD fabrication procedures.



The Gates GC®96 Crimper can produce crimped assemblies on 1/4" – 6" ID industrial hoses. The crimper accepts Gates one-piece GLX coupling for an exact hose-to-coupling match. The latest specifications can be downloaded via the crimper's touchpad from Gates online eCrimp program, always ensuring a precise assembly. The resulting crimped assemblies generally outperform banded or clamped assemblies.

TESTING AND CERTIFICATION

To ensure crimp integrity and reliability, assemblies are tested to the rated proof pressure of the hose and accompanied by test certificates. Additional hydrostatic testing or electrical conductivity testing may be carried out as required. Testing is done in accordance with ARPM [Association for Rubber Products Manufacturers] recommended methods.

FACTORY QUALITY ASSEMBLIES WITH COMPLETE LIFE-CYCLE SUPPORT

HOSE MANAGEMENT

Using Gates proprietary RFID (radio frequency identification) tracking system, Sentry™ ID Service, your Gates E2E distributor can help you manage your hose assemblies through the entire life cycle, including:

- › Building, testing, and certification
- › Installation
- › Inspection, maintenance, and replacement

You'll always know when your assembly was put into service, where it is located, and when to inspect and/or replace it.

WE'VE GOT YOU COVERED

You can rest easy when your hose assemblies are provided by a Gates Authorized E2E Distributor. Benefits include:

- › One source accountability
- › Reduced potential for misapplications
- › Reduced downtime and higher productivity
- › Increased safety for personnel and the environment



- › Gates Safety Connections is on-site preventive maintenance hose training for your personnel that can help minimize costly repairs, production downtime and worker injury.

For more information on Gates industrial hose systems visit www.gates.com/E2E



All Gates products are subject to the limited warranty and other terms in Gates Standard Terms and Conditions of Sale found at www.gates.com/termsofsale. All Gates products must be used in accordance with Gates' instructions and E2E requirements. Failure to do so could result in property loss, personal injury or other harm.



E2E

**AUTHORIZED
END-TO-END
DISTRIBUTORS**

Verified by Gates Application Engineers.