

ContiTech  
Industrial Hoses

# Focussed on **Customer Value**

## We have the right solution for every application

Whether in industry, commerce, agriculture, transport or municipal services – hoses are always needed wherever flexibly designed, temporary connections for the reliable conveyance of fluids, gases or solid materials are required. Of course, every application poses its own specific demands in terms of material and design.

With a take-off or landing every minute, air traffic operations must be tightly managed. Airplanes have to be refuelled, for example, in a rigidly defined time interval – and in compliance with stringent safety standards. It is essential to exclude any risk at all of the kerosene coming into contact with the airplane's engines and then igniting. To prevent this from happening, airplane refuelling hoses are subject to extremely strict security regulations.

At construction sites and for other types of outdoor use, highly flexible and ultra-sturdy water and cleaning hoses are indispensable for filling, spraying, rinsing and evacuating operations, as well as for scrubbing and watering. They must also be capable of bearing up undamaged when construction vehicles drive over them.

In machine and plant engineering, the primary demand is for flexible connections that are easily installable where space is at a premium. High-temperature-resistant cooling hoses of enhanced elasticity, for instance, prevent X-ray equipment or processors from overheating. Extremely sturdy and flexible hoses supply automatic cutting machines or welders with oxygen, fluxing agent or oxy-fuel. Hoses are, moreover, indispensable structural elements for conveyance of products on hydraulically powered systems and forklifts as well as on lifting platforms and excavators.





The full range of hose applications at a glance

- ◊ Water and drinking water hoses
- ◊ Hoses for the food, beverage, cosmetics and pharmaceutical industries
- ◊ Steam and cleaning hoses
- ◊ Compressed air and gas welding hoses
- ◊ Construction and transport hoses
- ◊ Big-bore hoses
- ◊ Hydraulic hoses
- ◊ Multi-purpose hoses
- ◊ Chemical and refuelling hoses



Milk collection vehicles are in service in every type of weather, from scorching heat to ice and snow. The trucks make their rounds every day of the year, stopping off at up to 100 collection points. That means the milk collection hoses, which have to be unrolled from and stowed back onto a collection vehicle up to a hundred times a day, must be easy to use and equipped with a superior suction capability. What is more, like everything else in food and beverage production, the hoses are subject to very stringent hygienic regulations.

The strict provisions of the drinking water regulation stipulate that potable water be germfree, esculent and pure. The regulation applies not only to tap water at home but to all water transported and used for human consumption. Accordingly, hoses that convey water must be approved and labeled as such.

The applications for hoses and hose assemblies are quite as diverse as the products they transport. As a leading manufacturer of quality hoses, we are development partner and problem solver for your specific application.





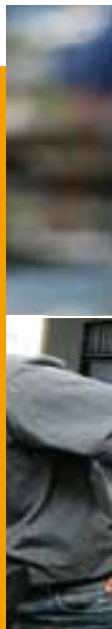
## Industrial Hoses from ContiTech – Safe to Say, Always **Smart Decision**

ContiTech's industrial hoses are safe and durable – our special rubber compounds and modern manufacturing processes see to that, as do our long years of experience in hose production and our in-process quality controls, which monitor the products every step of the way. The high quality of our hoses is proof enough that you have made the right choice.

Material competence and design know-how are essential ingredients if a hose is to reliably and permanently satisfy all requirements it faces in commercial and industrial use. Quite obviously, not every type of rubber is suitable for transporting every kind of product or for all conditions of use.

Statutes tightly regulate, for instance, all products coming into contact with drinking water and other beverages as well as food. From the many known rubber types marketed, we develop elastomer compounds that are just right for the applicable temperature range and pressure level. They offer the requisite sturdiness and flexibility and do not affect the smell or taste of what is transported in them. The reinforcements used in our hoses are manufactured to ContiTech's own specifications.





### At the Cutting Edge

- ◊ Materials expertise
- ◊ Development responsibility
- ◊ Test engineering
- ◊ Flexible production lines
- ◊ Product-specific manufacturing processes
- ◊ In-process quality assurance
- ◊ Automated finish inspection
- ◊ Ecology-minded production

The hoses are then produced on ultra-modern production equipment at our plants in Europe. Freely programmable controls reliably regulate the processing of every order. Precise extruding and product-specific braiding technologies and vulcanization processes likewise contribute to the high quality of our hoses.

The multiplicity of new hose technology applications, statutory regulations and the abundance of products to be transported confront our development engineers with new challenges every day – challenges they successfully tackle. Our product innovations give us a defining influence on the establishment of market standards – as does our involvement in national and international standards committees.

The networking within ContiTech AG – the world's largest specialist for rubber and plastics technology in the non-tire rubber sector – enables us to accelerate intensive know-how transfer developments. In the corporation's in-house testing and experimentation labs, our products can be observed under more or less authentic operating conditions.





## Technical Advice and Comprehensive Service – High-Performance Hoses Backed by **Well-Versed Sales Partners**

Branded hoses from ContiTech are not products bought “off-the-peg”. Qualified advice is essential for correct use of these sophisticated products. In order to offer those using our high-performance hoses the best possible service, we sell our products via technically well-versed trade partners. And so we regard it as our duty to effectively support these partners with training sessions and an efficacious marketing concept.

To select the right hose, it is necessary to have complex knowledge of the requirements it must satisfy. For this reason we cooperate closely with specialist dealers, whose technical expertise, advisory competence and wide-ranging customer service repertoire – from installation and testing through to hose assembly servicing – make them an important link between the manufacturer and the user.

As part of a successful sales partnership, we regard it as self-evident that we continuously support the staff at specialist dealerships with appropriately relevant seminars and presentations and with field staff visits to customers.





### A good name on the market

- ◊ AQUAPAL®
- ◊ BLAUDIECK®
- ◊ COLLECTOR®
- ◊ EURO TRIX®
- ◊ GOLD SNAKE®
- ◊ LACTOPAL®
- ◊ PURPLE SNAKE®
- ◊ TRIX AUTOGEN®
- ◊ TRIX BLAUSTRABL®
- ◊ TRIX ROTSTRABL®
- ◊ UNITRIX®

Our comprehensive product folder “High-Quality Hoses for Professionals” is a practical service instrument that provides effective advisory and sales support for our partners in the specialist trade. Clearly organized into twelve application areas, with helpful indexing tabs, it is a big help in quickly locating the right hose type. Any of the technical data sheets additionally required can be downloaded from the Internet and printed out. Modern programming technology also makes the new online service available via many mobile terminals for the convenience of those on the go.

Our service to dealers also includes product brochures – with space for the local dealer’s stamp – and highly effective promotional flyers, also as back-up support for clearance sales.

Targeted coverage in relevant trade media worldwide as well as participation at all key trade shows up the market visibility of our branded hoses and communicate their product advantages to users. Accompanying promotional measures – like adverts – boost hose brand recognition.



ContiTech industrial hose program



Drinking water hoses



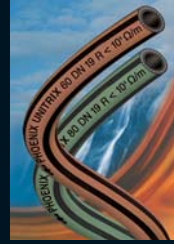
Water hoses for industrial application



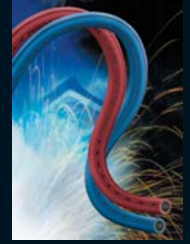
Multipurpose hoses for the food, pharmaceutical and cosmetic industry



Hoses for the food and beverage industry



Multi-purpose hoses for professional industrial applications



Hoses for optimal welding and cutting

Together with the technical trade,  
we are developing further hose solutions for your specific application

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Market segment industrial hoses

ContiTech Schlauch GmbH  
Continentalstrasse 3-5  
34497 Korbach Germany  
[industrial.hoses@fluid.contitech.de](mailto:industrial.hoses@fluid.contitech.de)

**Continental**   
**CONTITECH**