Hi my name is \_\_\_\_\_\_\_\_ and I am with ITW Dynatec, manufacturers of hot melt application equipment. I am calling to (While I have you on the phone let me) tell you about our Gemini Hot melt replacement hose that prevents downtime, simplifies preventive maintenance, and provides extended hose life. Gemini is available in competitive configurations, often at equal or less than what you are currently paying for replacement hoses.

Gemini is constructed with redundant circuitry and in the event of a hose failure the secondary circuitry is activated keeping your product line up and running. Your hose can then be changed when it is convenient for you at scheduled line down time.

**To Determine:**

Do you currently use Nordson or Slautterback (Manual Only) equipment?

How many hoses do you have online?

What is your average cost for line downtime?

**Annual Savings Response:**

The industry average hose life is 5 years and it takes more than 45 minutes to change-out a hose that has failed. Getting your line back up and running includes; removing the old hose from the line, obtaining the new hose from the parts room, attaching the new hose, and getting the hose up to operating temperature.

According to the information that you have provided to me, your annual savings by using Gemini is approximately $\_\_\_\_\_\_\_\_ per year. (This is calculated by taking the number of hoses, divide by 5, multiply by 45, and then multiply by the customer's average line down time per minute.)

**Additional Arguments for Gemini:**

**Preventive Maintenance:**

Gemini saves you time and money by allowing maintenance personnel to easily diagnose a hose failure using Gemini's illuminated control box which flashes in the event of a hose failure. Most manufacturing facilities operate their hoses to failure or they replace suspect hoses before they fail. You will no longer need to throw away good hoses.

**Extended Hose Life:**

Hose life is extended over conventional single strand hoses due to Gemini's dual circuitry.