



## Air Hose Training

June 2023

- POG Coverage
- Selling Configurations
- Hose Material Types
  - Why one over another?
- Hose Measurements & Specifications
- Advantages/Disadvantages of Various Hose Materials
  - How Do I Know Which Hose I Need?

# AIR HOSE - POG

Air Hoses do not account for a lot of SKUs, but they are over 25% of \$ volume

Air Category Training Sessions

Air Couplers & Plugs

**Air Hoses**

**Only 9% of unit volume, but 26% of \$'s**

Air Accessories

Air Tools



# HOSE TYPES & SELLING CONFIGURATIONS

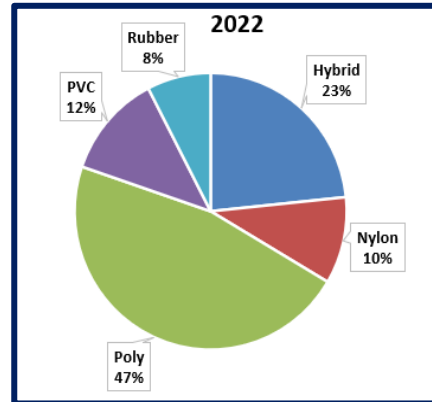
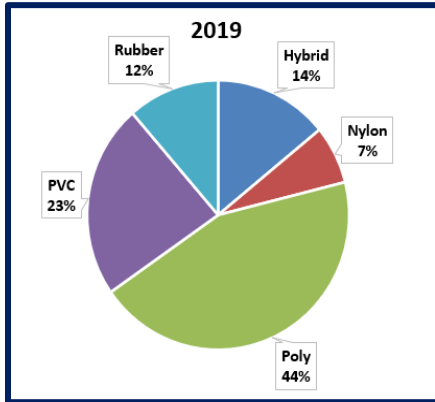
- **Bulk Air Hose**
  - Coiled on a reel & generally sold by the foot
  - Used to custom make hoses at a shop or at the worksite
- **Air Hose Assemblies**
  - A specific length of hose with fittings at both ends for connection to air lines, tools, paint guns, blow guns, etc.
  - Most common lengths are 25', 50' & 100'
- **Recoil Air Hose**
  - A specific length of preformed coil hose which springs back to a coil shape when released and contains fittings at both ends for connection to air lines, tools, paint guns, blow guns, etc.
  - Most common lengths are 12', 25' & 50'

# AIR HOSE MATERIALS

- Most hoses are produced in Rubber, PVC, Nylon and Polyurethane
- To work properly, the hose must be resistant to the materials that flow through it – air, air tool oil, water (moisture) and mild chemicals
- The outer jacket must also be resistant to the elements – heat, sparks, dirt, grease, oil, abrasion, etc.
- The hoses described here are mainly for air accessory applications and not intended for use with grease or corrosive materials

# SALES BY MATERIAL TYPE

## Market Trend



- Poly air hose has retained its highest market share over the years – Key hose for the contractor
- Hybrid air hose has seen an increase at the expense of PVC – Hybrid is flexible vs the rigid PVC

- **ID – Inner Dimension**

- Air Hose is sold by the ID and length
- Refers to the inside diameter of the hole in the hose
- Most common sizes are 1/4", 5/16", 3/8" and 1/2"
  - The ID size is critical to the tool being used and the amount of air flow required to operate it properly. Too small of an ID will result in the tool not working as designed. For example, using a 1/4" hose on a framing nailer. A 5/16" or 3/8" is usually required.
  - Operator should consult tool manual for proper sizing

- **OD – Outer Dimension**

- This refers to the outside diameter of the hose
- Necessary dimension for ferrule and fitting selection when building hose assemblies from bulk hose to ensure correct crimp and prevent "blow-off"

- **Fitting Size**

- To mate hose to quick connect couplers, plugs and air tools and hose to compressor
- Most common sizes are 1/4" 3/8" and 1/2". Usually MNPT.

- **Working Pressure**

- Line pressure allowed for the hose. This specification is stated in PSI
- Common ratings are typically between 200 PSI and 300 PSI for Hose Assemblies and 100 PSI to 200 PSI for Recoil Hose
- Shop, Repair Facility and Worksite compressors are typically set/run between 90 PSI and 125 PSI

- **Burst Pressure**

- The minimum pressure a hose will take before bursting
- Normally the relationship between Working Pressure and Burst Pressure is a 3:1 or 4:1 safety factor – i.e. a 300 PSI working pressure hose that has a 3:1 factor will burst above 900 PSI and a 4:1 factor will burst above 1200 PSI



# HOSE CONSTRUCTION



- **Inner Tube**

- Inner portion of rubber, PVC or polyurethane

- **Reinforcement**

- This can be woven textile, plastic or metal. Most common material is textile and commonly referred to as “braiding”
- Helps withstand internal pressures to boost pressure rating
- Affect flexibility of the hose

- **Cover**

- The outer element of rubber, PVC or polyurethane
- Shields the inner layer and reinforcement from damage



- **Bend Restrictors**

- Take pressure off of the hose at the crimp to reduce cutting and extend hose life

- PVC
- Hybrid (Premium PVC Polymer)
- Rubber
- Polyurethane
- Nylon

**HELP! Which Hose Do I Use?**

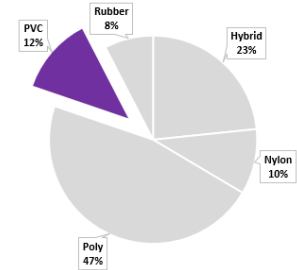
# PVC AIR HOSE

HOSE MATERIAL	LIGHT WEIGHT	COLD WEATHER FLEXIBILITY	RESISTS TWISTING	NON-MARRING
PVC PVC				

Good   Very Good   Excellent



DIY Users



## • Advantages

- Lighter than rubber
- Economically priced
- Easy to clean
  - Resistant to oil & grease
  - Resistant to ozone
- PVC cover is hard to cut/abrade
- Available in hi-vis colors – Day-Glo Orange & Blue

## • Disadvantages

- Easy to kink
- Poor cold weather flexibility below +20°F
- Shortest life expectancy
- Can mar paint & building interiors

# HYBRID AIR HOSE

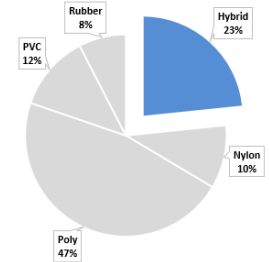
HOSE MATERIAL	LIGHT WEIGHT	COLD WEATHER FLEXIBILITY	RESISTS TWISTING	NON-MARRING
Hybrid				



## Auto/Contractor/DIY



Good  
 Very Good  
 Excellent



### Advantages

- Lighter than rubber
- Much more flexible than PVC
- Best cold weather flexibility below -40°F
- Most kink resistant, lays flat
- Resistant to oil, grease, and ozone
- Available in hi-vis colors – Day-Glo yellow

### Disadvantages

- Average life expectancy
- Most expensive price point hose
- Cover is soft and easy to cut/abrade

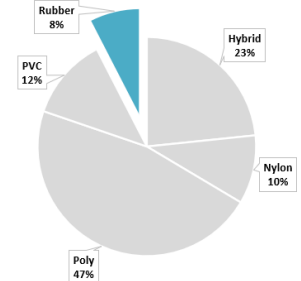
# RUBBER AIR HOSE

HOSE MATERIAL	LIGHT WEIGHT	COLD WEATHER FLEXIBILITY	RESISTS TWISTING	NON-MARRING
Rubber	○	◐	●	○

○ Good   ◐ Very Good   ● Excellent



Auto



## • Advantages

- “Perceived” quality
- **Highly kink resistant, lays flat**
- **Not easily crushed – can be driven over**
- **Most durable, holds up when dragged over rough surfaces**
- Flexible to -20°F

## • Disadvantages

- **Heaviest of hoses**
- **Hard to clean – retains dirt, grime, grease**
- Oil, grease & gas breakdown rubber and cause “cracking” in outer layer
- Ozone deteriorates outer layer
- Can mar paint & building interiors

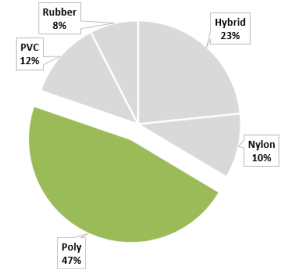
# POLYURETHANE AIR HOSE

HOSE MATERIAL	LIGHT WEIGHT	COLD WEATHER FLEXIBILITY	RESISTS TWISTING	NON-MARRING
Poly	○	◐	◐	○

○ Good   ◐ Very Good   ● Excellent



Contractor



## • Advantages

- Lighter than rubber, hybrid & PVC
- Non marring – can be used around paint, wood & flooring
- Resistant to oil, grease, and ozone
- Best Flexibility to -30°F
- Kink Resistant
- Easy to clean
- Poly cover is hard to cut/abrade
- Has swivel end fittings – reduces hose twist

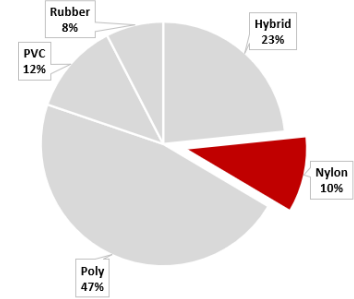
## • Disadvantages

- Priced higher than PVC and rubber
- Can keep it's coils during the first few uses

# RECOIL AIR HOSE



## DIY/Factories



## • Advantages

- Self coiling
- Stays out of the way
- Lightweight

## • Disadvantages

- Does not provide full useable length
- Nylon Hose – Is stiff & can crack and snap easily. (Polyurethane is much more flexible and will not crack like nylon.)
- Low rated working pressures
- Limited applications – workbench & around-the-house type applications
- Poor for colder weather (nylon)

# LEAD-IN HOSE USES / WHY

- Should be used whenever an impact type tool is being used (impact wrenches, hammers, chisels, etc.)
- Absorbs the “shock” from these tools thereby extending tool, coupler & plug life and strain on user
- Reduces wear at coupler (3 or 4) locking balls and plug
- Available with ball swivels to reduce twist at hose and tool
- Available in Rubber and Hybrid





# NEW K6™ AND VERSAFLEX™ HOSES

## K6

- 600 PSI High Pressure, 1/4" x 50'
- 1/4" MNPT in-line and ball swivel fittings
- Nylon spiral bend restrictors extends hose life
- Kink resistant, lays flat
- High performance flexibility in extreme temps (-40 to 150F)
- Lightweight for reduced user fatigue



## VersaFlex

- 300 PSI, 3/8" x 50'
- **The most flexible hybrid hose in the market, in all conditions**
- Nylon spiral bend restrictors extends hose life
- Kink resistant...lays flat...lighter than rubber
- **Best performing** Hybrid air hose in major testing including cold weather flexibility, burst pressure & tensile strength



# AIR HOSE KIT BONUS PACKS

Part No.	Hose Diam.	Hose Length	Working Pressure	Hose Material	Hose Color	Fittings Size	Extras
10-11K	1/4"	11 1/2'	N/A	Type A Nylon	Gray	Compression Tee x 1/4" MNPT	Compression Tee to splice into Air Seat Supply Line, Blowgun with Two Nozzles
41-252	1/4"	25'	200 PSI	Nylon	Yellow	1/4" MNPT	14-Piece Kit: Safety Blowgun, 5 Tips, 1/4" Coupler, Three 1/4" Plugs, Chuck, Two Couplings, Tire Gauge
41-253	1/4"	23'	120 PSI	Poly	Blue	1/4" MNPT	14-Piece Kit: Safety Blowgun, 5 Tips, 1/4" Coupler, Three 1/4" Plugs, Chuck, Two Couplings, Tire Gauge
574-50GH	3/8"	50'	300 PSI	PVC	Red	1/4" MNPT x Glad Hand	Universal Glad-Hand Kit Dual-foot Air Chuck
575-50AGH	3/8"	50'	300 PSI	Hybrid	Yellow	1/4" MNPT x Glad Hand	Universal Glad-Hand Kit, Dual-foot Air Chuck, Premium Bend Restrictors
14-50K	1/4"	50'	300 PSI	Poly	Blue	1/4" MNPT	9-Piece Kit: Safety Blowgun, 5 Tips, 1/4" Coupler, Two 1/4" Plugs
576-50AK	3/8"	50'	300 PSI	PVC	Orange	1/4" MNPT	9-Piece Kit: Safety Blowgun, 5 Tips, 1/4" Coupler, Two 1/4" Plugs
552-50AK-5	3/8"	50'	300 PSI	Rubber	Red	1/4" MNPT	9-Piece Kit: Safety Blowgun, 5 Tips, 1/4" Coupler, Two 1/4" Plugs
580-50ACK	3/8"	50'	300 PSI	Hybrid	Gray	1/4" MNPT	5-Piece Kit: 2 HI FLO Couplers, 3 HI FLO Plugs



# AIR HOSE APPLICATION GUIDE

User	DIY	DIY	ALL	ALL	Auto	Contractor
	Nylon Recoil	PVC	Hybrid (VersaFlex)	K6 Hybrid	Rubber	Polyurethane
OIL RESISTANT	Medium	Medium	Medium	Medium	Low	High
FLEXIBILITY	Low	Low	High	High	Medium	High
LAYS FLAT	Low	Low	High	High	High	Medium
KINK RESISTANT	Low	Low	Medium	Medium	High	Medium
CLEAN-ABILITY	Medium	Medium	Med/Low	Med/Low	Low	High
COLD WEATHER	To +32°F	To +20°F	To -40°F	To -40°F	To -20°F	To -30°F
WEIGHT	Light	Mid	Mid	Light	Heavy	Light
NON-MARRING	Low	Low	Medium	Medium	Low	High
WORKING PRESSURE	200 PSI	300 PSI	300 PSI	600 PSI	300 PSI	300 PSI
BURST PRESSURE	800 PSI	1,200 PSI	1,200 PSI	1,800 PSI	1,200 PSI	1,200 PSI
BEND RESTRICTORS	Yes	No	Yes	Yes	No	Yes
FITTING STYLE	Swivel	Standard	Standard	Swivel	Standard	Swivel/Field Repairable
PRICE	\$	\$	\$\$	\$\$\$	\$\$	\$\$\$
LIMITED WARRANTY	1 Year	2 Year	3 Year	4 Year	3 Year	4 Year

*VersaFlex: 4 Year Warranty*

# HOSE REELS / WHY

- **Manual Hose Reels**













- Feature all steel construction and a spring tension brake to prevent accidental unwinding
- Comfortable Handle grip makes recoiling a breeze
- Mounts in either direction

- **Automatic Hose Reels**

- Feature a spring wound auto-rewind mechanism and locking ratchet brake
- Mounts on wall, floor or ceiling
- Guide arm adjustable to dispense hose at various angles
- Open reels and enclosed reel styles
- Pro enclosed reels feature stop anywhere and slow rewind features



# COMPETITIVE LANDSCAPE

Overview		Competition within Product Categories				Commentary
Brand / Ownership	Location	Lubrication	Air Accessories	Air Hoses	Tire Repair	
	Memphis, TN	●	●	●	●	<ul style="list-style-type: none"> <li>Leading provider of products across lubrication, air accessories, air hose and tire repair categories</li> <li>Well-recognized brands with long track records</li> </ul>
	Marion, IA	●	◐	◐	○	<ul style="list-style-type: none"> <li>Professional and "upper DIY" markets</li> <li>Large presence in farm / ag channel</li> </ul>
 Wilmar Corp.	Tukwila, WA	◐	●	◐	●	<ul style="list-style-type: none"> <li>Primarily DIY products at lower prices</li> <li>Primarily in auto aftermarket channel</li> </ul>
	Fort Mill, SC	◐	○	○	○	<ul style="list-style-type: none"> <li>Large breadth of value lube products</li> <li>Presence in professional and DIY markets</li> </ul>
	St. Louis, MO	◐	◐	○	○	<ul style="list-style-type: none"> <li>Offers automatic / general lubrication products</li> <li>End markets include automotive aftermarket</li> </ul>
	Corona, CA	◐	○	○	○	<ul style="list-style-type: none"> <li>Presence in the grease guns category as a licensor</li> <li>End markets include racing, industrial, ag.</li> </ul>
	Long Grove, IL	○	◐	◐	○	<ul style="list-style-type: none"> <li>Serves automotive, consumer and logistics markets</li> <li>DeWalt license for air hoses</li> </ul>
	Cincinnati, OH	○	●	◐	○	<ul style="list-style-type: none"> <li>Presence in the retail channel</li> <li>Basic hose line priced similarly to Plews</li> </ul>
 Levine Leichtman	Chicago, IL	◐	●	●	○	<ul style="list-style-type: none"> <li>Presence in industrial and farm / ag channels</li> <li>Strong legacy of customer relationships</li> </ul>
 ITW Global Brands	San Luis Obispo, CA	○	○	○	●	<ul style="list-style-type: none"> <li>Strong brand recognition in DIY market</li> <li>Premium pricing for "Pro Series"</li> </ul>
	Emporia, KS	○	○	○	●	<ul style="list-style-type: none"> <li>Retail-focused category</li> <li>New distribution center</li> </ul>
 31 Inc.	Newcomerstown, OH	○	◐	●	●	<ul style="list-style-type: none"> <li>Focused approach on back shop products</li> <li>Does not carry line of inflators</li> </ul>

- ✓ Competitively Priced
- ✓ Full Product Offering
- ✓ Professional Quality
- ✓ Proven Brands (Amflo, Tru-Flate, LubriMatic)
- ✓ Full Category Management Support
  - ✓ Customizable Planograms
  - ✓ Interchanges
  - ✓ Tailored Customer Presentations
  - ✓ In-person Customer Support
- ✓ Offer Bulk & Carded Product
- ✓ **Low Minimums w/ other HW Items**
- ✓ **1-2 Day Nationwide Delivery**

# Questions?

Website: [www.amflo.com](http://www.amflo.com)

Catalog: [Amflo Tru-Flate Air Catalog - Page %E2%80%8B \(flippingbook.com\)](#)



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