



Air Coupler/Plug Training

June 2023

- POG Coverage
- Coupler & Plug Basics
- Style Differences
- Specialty Couplers
 - Universal
 - Safety
 - HI FLO
 - Tru-Match
- Competitive Information
- Highline Warren Advantage

COUPLERS & PLUGS - POG

Couplers & Plugs are a major portion of our 4' POG
Make up more than half the SKUs

Air Category Training
Sessions

Air Couplers & Plugs

**62% Of Total Units Sales
are Couplers/Plugs**

Air Hoses

Air Accessories

Air Tools

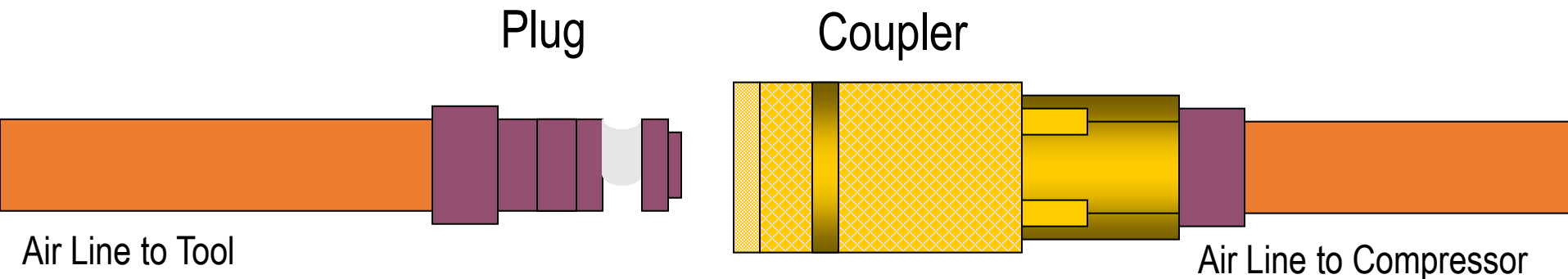


- Definition:
 - Couplers and Plugs are pneumatic quick connectors.
 - Plugs are the male of the quick connect fitting pair
 - Couplers are the female of the quick connect fitting pair



COUPLERS & PLUGS

- What they are:
 - They are used most often to connect an air-powered tool or a paint gun to a pressurized air line or hose.
 - The air that powers the tool is pressurized in a compressor.
- When plumbing an air line system:
 - Always plumb with a coupler on the outlet end of a Compressor, F-R-L, Hose or Fitting
 - Couplers have a built-in shut off valve that will seal against air flow until a plug is inserted.
 - Plugs are used on the inlet of a Hose, F-R-L, Fitting or Tool
 - Plugs will let air pass through freely.



COUPLERS & PLUGS

- Coupler and Plug basics:
 - The mating end of the quick connect pair is described by “STYLE” and “SIZE”
 - Styles are I/M, T, A, L, U, HF, etc.
 - Sizes are 1/4”, 3/8”, 1/2” body
 - The opposite end is described by “SIZE”, “GENDER” and “TYPE”
 - Sizes are 1/4”, 3/8”, 1/2”
 - Gender describes Male or Female
 - Types include NPT fittings or Barbed ends

Barb

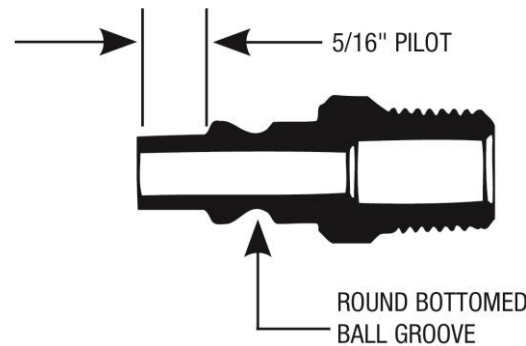
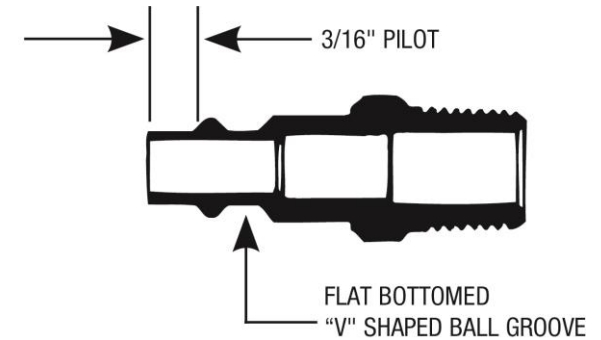
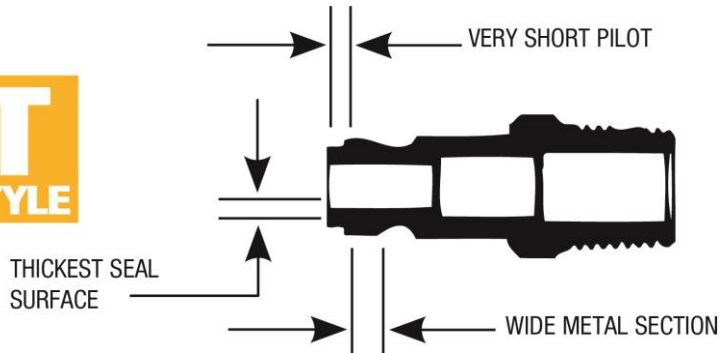
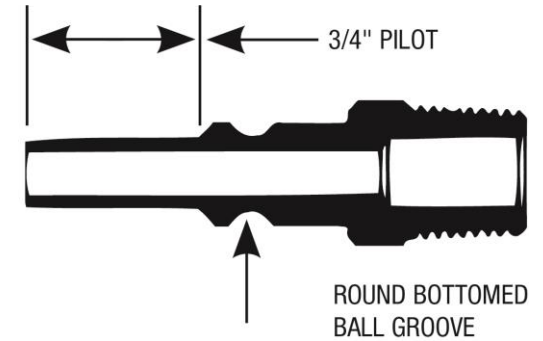
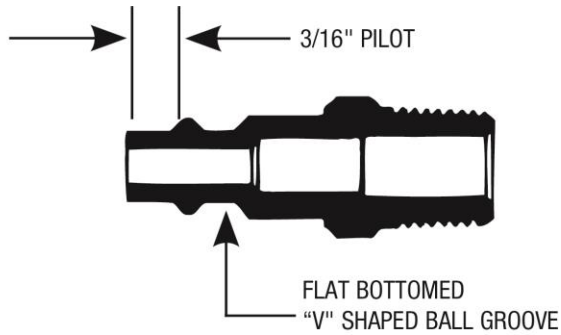


← Female NPT

Male NPT →



COUPLER & PLUG DESIGN IDENTIFICATION



SPECIALTY COUPLERS

- **Universal Couplers (30% Price Premium)**



- Can be used with T, I/M and A Design 1/4" plugs
 - Eliminates confusion among designs
- Heavy Duty construction means longer life
- Unique tubular valve design allows greater air flow, up to 35 CFM
- A great product for DIY and Pros
- Push-to-connect style makes coupling quick and easy
- Heavy duty brass or steel construction
- 3 Year Leakproof Guarantee



- **Push Button Safety Couplers**

- Push button once to release pressure
- Push button again to release plug
- Protects user and surroundings from hose whip during disconnect





- HI FLO® High Volume Low Pressure (HVLP) Couplers & Plugs
 - Allow almost **3X** the air flow over standard couplers and plugs, 70+ CFM vs 25 CFM
 - Push-to-connect couplers for ease of use
 - Two versions available
 - Durable heavy-duty brass/steel
 - Lightweight, corrosion resistant aluminum
 - All are 1/4" NPT and 1/4" body size



Brass



Steel



Aluminum



Today's air tools are requiring more and more air to function properly, give consumers what they need with Tru-Flate HI FLO® Couplers & Plugs. At 70 CFM, these fittings allow almost **3X** more air flow than traditional couplers and plugs. Be ready for the consumers that need to retrofit their air systems with HI FLO Couplers & Plugs.

TRU-MATCH™ COUPLERS & PLUGS

- Tru-Match Couplers & Plugs

- Universal Couplers fit all three Styles of Plugs –
- **60% More Air Flow** than Standard Couplers and Plugs
 - 40 CFM vs 25 CMF
- Light Weight and Corrosion resistant
- All are 1/4" NPT and 1/4" Body Size



It's never been easier for DIYers, as well as professionals, to dedicate line use. Tru-Match™ couplers & plugs help ensure a lubricated line is never used for a dry line application or to color code tools to the air line with the right pressure. Light weight T6 Aluminum and push-to-connect couplers means it's never been easier to get the job done. Bring innovation that will drive sales to your assortment with Tru-Match Color Coded Couplers & Plugs.

CHOOSE THE RIGHT COUPLER & PLUG FOR YOUR APPLICATION

Standard Couplers & Plugs

- Steel is suitable for indoor use or in dry conditions
- Brass is suitable for indoor or outdoor use
 - Resists rust & corrosion in damp conditions

Best Used For:

- DIY / Homeowner
 - Shop inflation
 - Air guns for cleanup of floors / workbenches

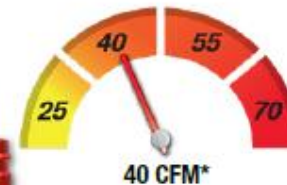


Tru-Match® Couplers & Plugs

- Aluminum is suitable for indoor or outdoor use
- Perfect for consumers who need to keep air lines separated

Best Used For:

- DIY / Homeowner / Semi-Professional
 - Air tools & nailers
 - Paint guns & sanders

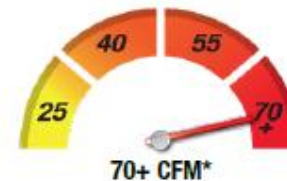


HI FLO® Couplers & Plugs

- Aluminum is suitable for indoor or outdoor use
- Perfect for consumers who require a higher amount of air flow

Best Used For:

- Professionals / Shops
 - Air tools & nailers
 - Air guns
 - Paint & body tools



* all CFM flow values were tested using 90 PSI

COUPLER & PLUG DESIGN RECAP



Adopted by most coupler manufacturers, **this plug design is considered the industrial standard.** It can be identified by the 3/16" pilot and flat bottom V-shaped ball groove. Conforms to ANSI (NFPA) T3.20.14-1990 Dimensions.



The Tru-Flate Design Plug is **recognized by the extremely short pilot**; however, it has the widest metal section between the groove and the pilot. The sealing surface on the end of the plug is wider than other interchanges, resulting in better sealing and longer seal life.



This design is identified by a 5/16" pilot and ball groove which is nearly round. It is similar in appearance to the Industrial interchange and care must be taken to correctly identify it.



This plug is the most easily recognized design. **The long 3/4" pilot is so distinctive it cannot be confused with any other designs.** Couplers are available in sleeve type only.



HI FLO® couplers and plugs are specifically designed for use in HVLP (High Volume, Low Pressure) situations, such as **paint spray guns, abrasive blast cabinets and high cfm air tools.** HI FLO® couplers and plugs can allow up to 70+ CFM of air flow, almost 3X the air flow of standard couplers and plugs.



Straight-Thru couplers and plugs have no valves. Excellent for **carpet cleaners, vacuum service and pressure washers.** Interchanges with Parker ST type.















Diamond-U are **primarily found on the West Coast.** Plated steel couplers have hardened steel balls and stainless steel plugs. Plugs are heat treated to reduce wear on critical mating surfaces.



Can be used with **T, I/M and A Design 1/4" plugs,** eliminating confusion among designs. Unique tubular valve design allows greater air flow, up to 40 CFM. 3 Year Leak Proof Guarantee!

COMPETITIVE LANDSCAPE

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

COUPLERS & PLUGS – ADVANTAGES OVER MILTON

- **Greater Air Flow...**

- The large rectangular orifices (2) in Tru-Flate's Tubular Valve pass more air at lower pressure drops than Milton's smaller round orifices (2) which means that tools will not be starved for air while the compressor is recycling.



Milton Valve



Tru-Flate Valve

- **Accidental Disconnect Protection...**

- Tru-Flate's Anti-Disconnect Safety Collar™ reduces the potential for a dangerous, high-pressure accidental disconnect and protects the sleeve under tough working conditions and contact with concrete floors.

Safety Collar



Milton I/M Coupler

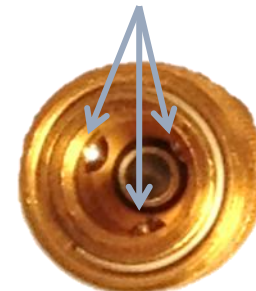


Tru-Flate I/M Coupler

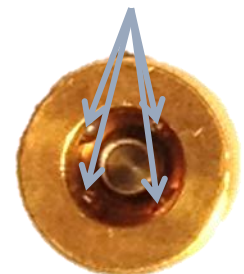
- **100% Air Tight Seal...**

- Spring-loaded, air assisted valve design strengthens coupler seal as line pressure is increased.
- Tru-Flate's 4-Ball Construction more securely aligns and locks the plug inside the coupler to provide a tighter fit and eliminate leaks VS. Milton's 3-Ball design.

Milton Coupler With 3 Balls



Tru-Flate Coupler With 4 Balls



- **Lasts Longer...**

- Our 4-Ball Design is better suited to withstand abuse from use with impact tools and prevent side-to-side wear providing longer coupler life.

- ✓ 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.truflate.com

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



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