



Air Accessory Training

June 2023

AGENDA

- POG Coverage
- Inflators
- Air Chucks
- Blowguns
- Fittings
- Filters/Regulators/Lubricators (FRLs)
- Miscellaneous Accessories
- Air Accessory Kits
- Highline Warren Advantage

AIR ACCESSORIES - POG

Like couplers & Plugs, **Air Accessories** are a major portion of our 4' POG
Make up 40% of the SKUs

Air Category Training Sessions

Air Couplers & Plugs
Air Hoses

Air Accessories

40% of the POG SKU
Count
Covers wide range of
products

Air Tools



- Definition

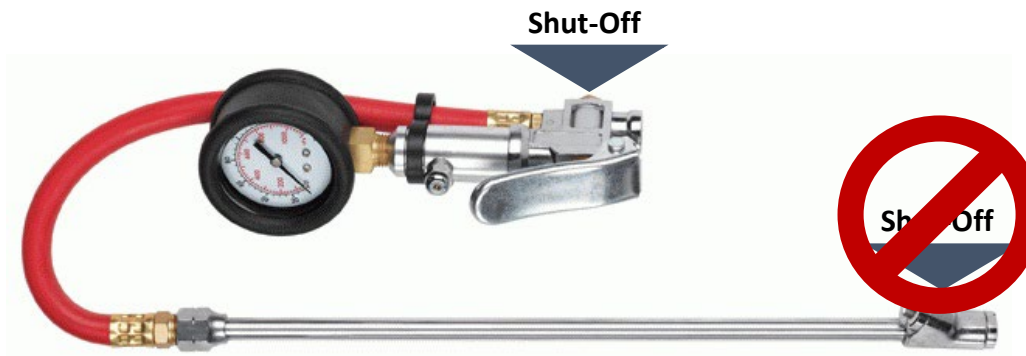
- A dual-purpose pneumatic specialty tool used to dispense air into a tire or tank and measure air pressure without disconnecting chuck from valve.

- Bayonet
- Sight-Glass
- Dial
- Digital



- Air Line Chucks without Shut-Off (indirect) for Inflator Gauges only

- Air Line Chucks with Shut-Off (direct) cannot be used for Inflator Gauges



AIR CHUCKS

Air Line Chucks without Shut-Off for Inflator Gauges only

- Do not use on direct air lines where a shut-off valve is required.
- Designed to allow air to pass through when not connected to a tire valve.
- Allows for air upstream to pass through system.

Air Line Chucks with Shut-Off (Direct) not for Inflator Gauge use

- Direct Air Line Chucks have a built-in shut-off valve and therefore cannot be used on inflator gauges.
- Use when air supply lines come directly from the compressor with no other valve in the line.
- Designed to shut-off when disconnected from a tire valve to prevent air leakage from compressor.



BLOWGUNS

All have 1/4" female NPT inlet – allows full line pressure to be used.

Standard Blowgun

- **IMPORTANT:** To comply with OSHA regulations, Standard Blowguns must be used on a regulated air line with a pressure setting not to exceed 30 PSI.

Safety Blowgun

- Safety blowguns have tips which prevent buildup of pressure in the event the outlet is obstructed or “dead ended”; in compliance with OSHA 1910.242b and 1910.95 requirements when used on an air line of 150 PSI or less. *Use personal protective equipment, safety goggles, chip guarding barrier screens and ear protection.*



HI FLO® BLOWGUNS

• F1 HI FLO® Blowguns

- Allows greater flow over traditional blowguns, 40 CFM. Durable lightweight aluminum body and easy ergonomic grip provides maximum comfort and control. Hang hook for easy storage. No tools needed for modular accessories that meet or exceed OSHA standards.
- Two piece kit – safety tip
- Three piece kit – safety and rubber tips
- Five piece kit – safety and rubber tips and two 12" extensions
- Ten piece kit – safety tip, rubber tip, quiet high flow tip, two 6" extensions, three inflation needles and adapter



• F3 HI FLO® Blowguns

- Allows twice the flow over traditional blowguns, 50 CFM. Durable lightweight aluminum body and larger ergonomic grip provides maximum comfort and control. Hang hook for easy storage. No tools needed for modular accessories that meet or exceed OSHA standards.
- Two piece kit – safety tip
- Three piece kit – safety and rubber tips



• 12" HI FLO Blowgun Extensions (2pk)

HOSE FITTINGS

Barbed Hose Fittings

- Barbed end is pushed onto straight cut edge of air hose and fastened with clamps or ferrules. Other end has male or female NPT threads.



Hose Splicers –

- Fitting which is barbed on both ends is used to repair damaged or cut hose. Require hose clamps.



Swivel Fittings –

- Permits rotation of fitting without kinking or twisting of hose.



Pipe Couplings and Adapters

- All brass, corrosion resistant material. Allows user to adjust thread sizes from 1/8" NPT through 1/2" NPT with either male or female ends.



Splitters

- Excellent for running several air lines from a common source.



Hose Crimper

- Provides production capabilities and “big tool” crimping advantages at a much lower cost. Heavy duty ductile iron castings and hardened steel dies provide long service life and positive crimping. Includes 5 dies for crimping 1/4” braid to 3/8” double braided hoses. Also works on steel braided hoses.



Brass Ferrules

- Use with Hose Barb Fittings. Make sure ferrule closely matches hose O.D. for use with crimper.
 - 50/box
 - 16 sizes, 0.478” I.D. thru 0.937”



FILTERS-REGULATORS-LUBRICATORS

- Clean air is a key ingredient that enables effective and efficient use of pneumatic tools, equipment and machinery in almost every industry. As such, the use of air preparation devices, such as filters, regulators, and lubricators (FRLs) is an excellent means of keeping your air supply in top condition, as well as enabling your tools and equipment to operate at their peak performance.



FILTERS-REGULATORS-LUBRICATORS

- **Filters**

- A pneumatic or compressed air **filter** is a device which removes airborne solid and liquid contaminants from a compressed air stream.



- **Regulators**

- **Regulators** are used to allow high-pressure air supply lines or tanks to be reduced to safe and/or usable pressures for various applications.



- **Lubricators**

- Compressed air contains condensation which can cause corrosion in air tools. A pneumatic **lubricator** injects an aerosolized stream of oil into an air line to provide lubrication and corrosion resistance to the internal working parts of pneumatic tools.
- A lubricator should always be the last element in an FRL (Filter-Regulator-Lubricator) unit.



FILTERS-REGULATORS-LUBRICATORS

- **Filters-Regulators "Piggybacks"**
 - Filter-regulator, or "piggybacks," combine the functions of both a filter and regulator. Piggybacks are compact and most effective when space is a constraint.
- **Desiccant Dryer**
 - Our desiccant dryers are engineered to deliver extremely dry compressed air to protect pneumatically operated equipment from the adverse effects of moisture.



The Amflo brand of FRLs have been discontinued and replaced by Tru-Flate

- These were the 4XXX series part numbers.

The Tru-Flate line of 24XXX series part numbers are being replaced by the 27XXX series part numbers.

The 27 series part number is the same part number as the old, just has a 7 instead of a 4. For Example:

- TRFL24231 (24-231) is now TRFL27231 (27-231).

This is all being done due to moving from 2 previous vendors to one new vendor.

MISC. AIR ACCESSORIES

- **Lubricants**

- Air Tool Oil – 1 pt., 1 gal.



- **Driveway Signal Bell & Accessories**

- Bell rings when auto tire passes over the hose.
Easy to install and wire.



- **Air Tank Conversion Kit**

- Includes gauge, manifold and hose with fittings.



- **Mist Coolant – Part # 270A**

- Specially formulated for all metals, including aluminum.
- Cools and lubricates, inhibits rust.



MISC. AIR ACCESSORIES

Specialty Valves

- For air tanks, steel barrels, compressors and other pneumatic containers where dependable automatic air valves are needed.

Bleeder Valves

- Simple push-button for bleeding compressed air lines or liquid systems.

Bicycle Pump Fittings

- Screw-on swivel chuck for most hand-operated tire pumps.

Drain Cocks

- Used to drain condensation from bottom of air tanks or release pressure from pneumatic system.

Safety Valves

- Constructed to ASME standards. Interchangeable with all other ASME valves of the same size and pressure. Furnished with relief pressure preset.

Tank Valves

- Standard and specialty valves available.

Water/Radiator Valves

- Available in ¼" NPT or garden hose thread.















AIR ACCESSORY KITS

Accessory Kits

- Tru-Flate accessory kits are designed to give the end user, DIYer or Professional, the right parts they need to set-up a new compressor or reduce down time when there is an issue.
- Accessory kits are high volume/dollar items in any POG.



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

HIGHLINE WARREN ADVANTAGE

- 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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