

## A Crimp In Plans

It's vital to account for the differences between hydraulic and industrial hose



**While a hydraulic hose** salesman was visiting a longtime customer and friend, the GM of the utility company, the duo found their conversation interrupted by a ringing telephone. Upon hanging up, the GM had a look of concern on his face. After his friend inquired as to what was wrong, the GM told him about the recurring problems they were experiencing with air hose assemblies. He was afraid that someone was going to get seriously hurt. Vowing to help his friend solve his problem, and excited about the industrial hose

sales opportunity, the salesman collected the specifications for the air hoses and left.

Returning to his office, the salesman began to browse through product catalogs. He discovered a universal air fitting that was “crimpable.” Based on his background in the hydraulic hose business, the salesman knew he had found the answer. He immediately called the GM of the utility company and made his proposal.

Agreeing that it sounded like something that might work, the GM decided to order 10 crimped air hose assemblies for a field test. “We’ll put them in severe conditions for a couple of months, and if they perform as you promise, then we’ll replace all of our existing hoses with crimped assemblies.” That was exactly what the salesman wanted to hear.

The 10 test assemblies performed flawlessly. The GM called the salesman and told him the assemblies had passed, and he would be faxing over a purchase order, listing quantities and delivery dates. When the fax came through, the salesman could hardly believe his eyes. The quantities were huge! Never did the hydraulic hose salesman think that simple air hose assemblies could be so lucrative. When he called his friend the GM to confirm the PO, the GM just chuckled. He reminded the salesman that this order was just the beginning. He wanted to start having all of his hose crimped—hydraulic and industrial.

When it came time to make the new assemblies at the shop, the salesman stopped in to explain to the shop super-

visor how important the order was. The supervisor reassured the salesman that it was nothing to worry about. Just like with hydraulic hose, the information he needed was in the hose and fittings catalogs. “I’ll just set the crimper, and the assemblies will practically make themselves,” asserted the supervisor.

Almost immediately after the new hoses went into service, problems began to occur. Fittings started to move. Some pulled out completely just as they were being moved around. Unfortunately, one broke free as a valve was being turned on, causing some severe injuries to workers standing by. Three workers were hospitalized, with injuries ranging from a broken arm to a severe concussion.

Much has been made recently about the “hydraulicization” of the industrial hose industry. This transition to crimping industrial hoses can be a great benefit, creating faster, safer and higher performing assemblies. But hydraulic hose and industrial hose are different, and those differences are important. Most importantly, the hose outside diameter of industrial hose can vary greatly from catalog specifications. Time must be taken to measure each end of the hose before selecting fittings, ferrules, or sleeves, or setting crimp dimensions.

Let’s “keep it safe”—by understanding all of the variables before making a hose assembly. 🟡