

# WHAT IS STAINLESS STEEL COLD EXPANSION PEX?



Unlike Crimp, Cold-Expansion fittings are made to standard ASTM F1960 which covers both plastic and metal fittings. The flow passage requirements are very similar between plastic and metal fittings.

# STAINLESS STEEL MATERIAL BENEFITS

## 90° SWEEP ELBOW



Our Stainless Steel Cold-Expansion fittings have a sweep elbow which is unique to Boshart Industries. These elbows have an 18.5% higher flow rate (at 40 PSI) than Poly CEP fittings.

## 304 STAINLESS STEEL



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## ASTM F1960



ASTM F1960 covers both plastic and metal fittings. F1960 fittings are certified for Cold-Expansion PEX connections and have a larger inside diameter than crimp PEX fittings, eliminating flow restriction concerns.

# COLD EXPANSION VS. CRIMP



COLD EXPANSION USES PEX A

Cold-Expansion involves expanding PEX-A pipe by using a power expansion tool with a collar at the end. Manual hand tools are suitable for smaller tasks.

On the other hand, crimp fittings for PEX-B or PEX-C use a copper crimp ring on the outside of the pipe. A crimping tool is used to secure the connection by compressing the copper ring.

\*Note that crimp elbows may have more flow restriction than Cold Expansion.



CRIMP USES PEX B



## PEX A

PEX A is the ONLY type of PEX piping that is suitable for use with metal or plastic Cold Expansion PEX (CEP) type fittings manufactured to ASTM-F1960 Standard.

## PEX B



PEX B has all the properties required to make good connections on both metal and plastic Crimp type fittings which do not require expansion of the PEX pipe to make a connection.

# CUSTOMER OBJECTIONS



## “It’s too Expensive”

Stainless steel fittings are generally pricier than plastic ones. However, consider upselling stainless steel fittings for durability or high flow rate needs in specific applications. Contractors may initially focus on price but should remember that fittings' cost is a small part of the overall job quote, which is predominantly labor-based. Remind them that a slight price increase for superior fittings in customer-demanded installations is often acceptable.

# UPSELL OPPORTUNITIES

## CUSTOMER IS ORDERING PLASTIC PEX? WHY NOT SHOW THEM STAINLESS STEEL

When someone orders plastic PEX fittings, it's a convenient and non-confrontational opportunity to mention that stainless steel options are now available. It's a simple way to make them aware of other choices and show them the benefits of plastic vs. stainless steel.

## “OH WE’RE ORDERING PEX PIPE”

Do you know you can now purchase stainless steel fittings for your pipes? It's an easy way to keep contractors informed about the latest market offerings. Additionally, when ordering items for filtration or water well systems, stainless steel fittings can provide exceptional corrosion resistance, making them a preferable choice in certain situations over plastic