



PTFE TAPE AND SEALANT

WHAT IS PTFE TAPE?

PTFE tape is used for threaded connections. You wrap a couple layers of tape around the threads to create a leak-proof seal on the part.

There's standard PTFE tape and specialty tape used for different specialty applications.

STANDARD PTFE TAPE



Standard PTFE tape is mainly used for water system connections, either potable or non-potable.

PTFE tape works well in high pressure lines and with most chemicals.



UPSELL OPPORTUNITIES

Upsell them to a Premium Thread Sealant Tape

Talk to your customer about the jobs they do and recommend a specialty tape suited to their application

If they're buying PTFE Tape sell them Pipe Thread Compound also

PTFE tape and Pipe Thread Compound can be used together, so make sure they're getting both

If they're buying anything with a pipe thread also sell them PTFE Tape and Pipe Joint Compound

If they're buying something with a thread, make sure they're getting their tape and pipe thread compound from you also

DIFFERENT SPECIALTY TAPES



White Premium High Density

- Good for all industrial applications.
- No pigments or additives
- Used in applications including water, oil, and food processing
- Found in places where non-contamination standards are high

Pink Plumbers

- Most commonly used by plumbers and pipe fitters
- A heavier duty tape than the standard white PTFE tape



Yellow Gas Line

- Used for gas lines of all types, propane, butane lines, and natural gas
- Meets all gas company standards worldwide
- Seals threads quickly and easily

Green Oxygen

- Made for oxygen applications like oxygen lines
- Grease free
- Does not support combustion



Gray Stainless Steel

- Has nickel pigment which makes it good to be used with all stainless steel fittings
- Prevents galling and seizing
- Has a high density rating

CUSTOMER OBJECTIONS



“My fittings leak when I use PTFE Tape”

Dig deeper into the issue they're having, usually there's a reason such as too much tape, using the wrong tape, bad parts, etc.

“I don't need PTFE Tape and Pipe Thread Compound”

Both can be used together to create a leak-free seal.

“I don't use stainless steel fittings so I don't need PTFE tape”

PTFE tape can be used on other threaded fittings.

“I just use the standard PTFE tape, isn't that good enough?”

The specialty products will create better connection.

WHAT IS PIPE THREAD COMPOUND?

Pipe thread compound is a liquid that can be brushed around the threads of a part to create a leak-free connection.

Pipe joint compound can be used with PTFE tape.

