



GEAR CLAMPS

WHAT ARE GEAR CLAMPS?

Gear clamps, also referred to as worm clamps or hose clamps, secure hoses, pipes, and more onto various fittings or connections.

A screw goes into a housing that is fastened to the band. When the screw is turned, the band opens and closes.

You'll typically find gear clamps used in HVAC, plumbing, and automotive.



GEAR CLAMP SERIES

'87 Series

- Made from 300 grade stainless steel
- Highest corrosion resistance of all the series
- Can be used for potable water applications
- The 'do it all' gear clamp



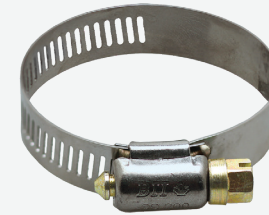
'67 Series

- Made from 200 grade stainless steel
- Similar to the '87 series
- These clamps are not recommended



'77 Series

- Made from 200 grade stainless steel
- Has a zinc plated carbon steel screw
- Most economical series
- Not recommended to be used where corrosion occurs



3 PIECE VS 4 PIECE

The 3-piece design is made up of a housing, screw, and band. The housing curls under the band and the screw goes inside the housing. The 3-piece design is found in Boshart's 2-SSC series.



The 4-piece gear clamp is made up of two different parts, the housing and the saddle. The housing sits on top of the band and the saddle under the band and connects to the housing using 4 tabs.

CUSTOMER OBJECTIONS



"Boshart gear clamps aren't good quality stainless steel because they're magnetic"

Explain to your customers why this isn't true and teach them how to actually test the grade of stainless steel.

"I can get my gear clamps cheaper elsewhere"

Make sure your customer is comparing apples to apples. Are they comparing a 300 series stainless steel clamp to one made with 200 grade stainless steel? Make sure they're comparing the same product.

"I'll just buy the cheapest gear clamp available. What's wrong with that?"

Make sure your customer understands that clamps from different series will perform differently under various conditions. So, although the cheapest clamp may work for you in a pinch, it may not be the best choice long term.

COMMON GEAR CLAMP MISCONCEPTION

There's a common misconception between magnetism and stainless steel. Some people believe that if stainless steel is magnetic, it is not truly stainless steel.

This is NOT true. When Stainless has been cold worked in the manufacturing processes, it can naturally acquire magnetism. This is a natural result of cold working this material.

The magnetism of the part has nothing to do with the quality of the gear clamp.

If you want to check the quality of the clamp, you would need an alloy analyzer to check the exact chemical make-up and quality of the part.



UPSELL OPPORTUNITIES

Upsell Them to 100% Stainless Steel

Stainless steel has many benefits, so move your customer from a '67 series clamp to a '77 or '87 series clamp.

Sell them the clamp if they're buying a fitting that requires one, and vice versa

If your customer is buying a hose, sell them the clamps they'll need for it, and vice versa.

Move them from a 4 piece gear clamp to a 3 piece gear clamp

This a cheaper inventory investment for you and a more cost effective, better clamp for your customer.