

▶ INCREMENTAL REVENUE STREAM: HYDRAULICS

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Hydraulics is a high-value, high-opportunity segment with significant usage from traditional industrial supply customers. Hoses and couplings are major replacement items in hydraulics systems and must always be replaced together, often as an assembly combining multiple SKUs in specific sizes/lengths to create a made-to-fit configuration for an individual application. This assembly is made using a crimper to permanently install the coupling to the hose.

Given that hydraulic systems run at high pressures, it is critical that the hoses and couplings are assembled properly, which offers an opportunity to add value for your customers and generate incremental revenue for your business – as long as you have the right skills in-house. Historically, training assembly technicians is done in-person with manufacturer representatives, but what happens when you have turnover in your staff? An untrained tech could compromise the safety of a customer's system or create unnecessary risks in your own shop.

Gates introduced the GC20 Crimper with Gates Cortex

Intelligence to demystify high-pressure hydraulics with onboard training and automated crimp specs to enable hydraulic assembly sales at industrial supply houses. The system crimps up to 1.25-inch Gates hoses and couplings with an intuitive digital interface that takes the guesswork out of crimping. The cloud-connected Cortex platform keeps crimper and specs updated and will evolve over time to keep up with hydraulic trends and new products. Individual operator and admin logins ensure only qualified operators have access to the crimper; videos simplify training new employees on safe crimp operations, and favorites can be stored to speed up your operation.

Gates customers have repeatedly demonstrated that when their employees are comfortable with crimpers, they sell more hydraulic assemblies – and the patent-pending GC20 Cortex crimper is the perfect solution (at a great price!) for small-to-mid sized hydraulic hose assemblers.

