

ENGINEERING
TOMORROW



Americas Boston® industrial hose core product line

Unlocking potential:

Embracing a **fresh product strategy** for industrial hose

Core industrial
hose strategy



Focused
product offering



In-stock
availability



Faster
lead times



Enhanced
marketing support

Core hose **strategy** overview:

Danfoss Power Solutions has launched a new Boston® Core Industrial Hose Strategy. This strategic initiative aims to provide customers with a comprehensive range of hoses, catering to various industries and applications including water, petroleum, air & multipurpose, steam, drain, material handling, chemical, LPG, and food & beverage.

With the implementation of the Boston Core Industrial Hose Strategy, Danfoss ensures that these value-based hoses will be readily available at all times, accompanied by significantly shorter lead times. This commitment to improved availability and faster delivery underscores Danfoss' dedication to meeting the evolving needs of its customers, enabling them to streamline their operations and enhance overall efficiency. Learn more about Boston Core Industrial Hose strategy below:

Focused
product offering



We developed a **solid foundation of core products** to help our customers successfully navigate the industrial hose market.



Defining our core product line involved in-depth study of:

- Strategic alignment
- Competitive product performance
- Market dynamics

In-stock
availability

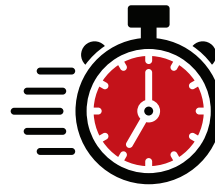


We prioritize **maintaining a robust inventory to ensure in-stock availability** of our core product line at all times.



- By closely monitoring demand patterns
- Analyzing market trends
- Collaborating with suppliers
- Developing efficient inventory management systems and processes to optimize stock levels and minimize the risk of product shortages.
- Our inventory strategies to ensure that our customers can rely on us for timely product availability

Faster lead
times



We have implemented measures to significantly **reduce lead times for this core product line**, aiming to provide a more efficient and streamlined experience.



- Optimizing our supply chain and production processes
- Shortening the time it takes from order placement to product delivery.
- Enabling a swift response method to customer demands ensuring that our products are readily accessible when needed

Enhanced
marketing support



We have taken significant steps to **enhance market support for our product line**, recognizing the importance of providing comprehensive assistance to our customers.



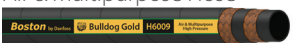
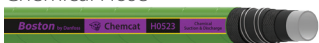
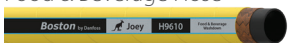
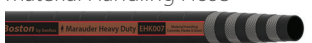
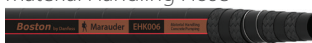
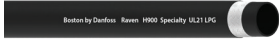
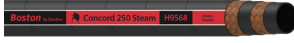
- Through market research and analysis, to gain a deeper understanding of customer needs and preferences
- Developing targeted marketing strategies
- Creating tailored promotional campaigns and effective sales support materials
- Bolstering our market support efforts for stronger customer relationships and increased product awareness

What we did:

How we did it:

Core hose categories & products

Boston by Danfoss core industrial hoses are designed and engineered to meet the highest industry standards, ensuring exceptional performance, durability, and reliability. By offering a comprehensive range of hoses, Danfoss aims to serve a wide range of industries, including manufacturing, construction, agriculture, oil and gas, food and beverage, and many more. See Danfoss new Boston core industrial hose product offering below:

 Air & Multipurpose	 Chemical	 Food & Beverage	 Material Handling
Core Products	Core Products	Core Products	Core Products
Bulldog Gold H6009 Air & Multipurpose Hose 	Chemcat H0523 Chemical Hose 	Joey Washdown 1000 H9610 Food & Beverage Hose 	Marauder Heavy Duty EHK007 Material Handling Hose 
Easy Couple H201 Air & Multipurpose Hose 			Marauder EHK006 Material Handling Hose 
Greyhound EHA500 High Pressure Air & Multipurpose Hose 			
 Oil & Petroleum	 Specialty	 Steam	 Water
Core Products	Core Products	Core Products	Core Products
Fossa EHP150 Petroleum S&D Hose 	Hydrocarbon Drain H9690 Specialty Hose 	Steam Slayer EH084 Steam Hose 	Mink EHW150 Water Hose 
Puma H0363 Petroleum S&D Hose 	UL H900 LPG Hose 	Concorde 250 H9568 Steam Hose 	Otter H0364 Water Hose 
			Royalflex H1196 Water Hose 

ENGINEERING
TOMORROW



Danfoss Power Solutions, Nordborgvej 81, 6430 Nordborg, Denmark, Tel. +45 74 88 22 22, Fax +45 74 65 25 80
www.danfoss.com, E-mail: info@danfoss.com

Any information, including, but not limited to information on selection of product, its application or use, product design, weight, dimensions, capacity or any other technical data in product manuals, catalogues descriptions, advertisements, etc. and whether made available in writing, orally, electronically, online or via download, shall be considered informative, and is only binding if and to the extent, explicit reference is made in a quotation or order confirmation. Danfoss cannot accept any responsibility for possibly errors in catalogues, brochures, videos and other material. Danfoss reserves the right to alter its products without notice. This also applies to products ordered but not delivered provided that such alterations can be made without changes to form, fit or function of the product. All trademarks in this material are property of Danfoss A/S or Danfoss group companies. Danfoss and the Danfoss logo are trademarks of Danfoss A/S. All rights reserved.