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Parker On-Site Hose Crimper Value Proposition Data Input

* Fields in orange are required data for the calculator

1 CONTACT INFORMATION

Company: FRANKLIN COUNTY

Contact: KIRK ANDERSON

Address: 1939 S ELM ST

Country: UNITED STATES

Phone Number:

Email Address:

Application:

Company: MSC INDUSTRIAL SUPPLY

Contact: RICK BOWERS

Address: 60722 E 198TH ROAD FAIRLAND, OK,

Currency: U.S. Dollar

Phone Number: 918-549-5338

Email Address: bowersr@mscdirect.com

Date: 11/21/2025

CUSTOMER DATA

	<u>Data Source</u>	
Total Number of Hose Assemblies Replaced Annually	(Maintenance)	25
Number of Hose Replacements Which Created Unscheduled Downtime	(Maintenance)	25
Hourly Labor Cost of Maintenance Technician (fully burdened)	(Maintenance)	\$55.00
Hourly Labor Cost of Driver or Parts Runner (fully burdened)	(Maintenance)	\$55.00
Average Hourly Cost of Equipment Downtime	(Maintenance)	\$100.00
Distance to Local Hose Fabricator (miles)	(Maintenance)	34
Average Time Required To Locate Driver & Provide Instructions (minutes)	(Maintenance)	60
Average Time Spent at Fabricator Obtaining Replacement Hose (minutes)	(Maintenance)	30

PARKER ON-SITE HOSE CRIMPER APPLICATION DETAILS

	<u>Data Source</u>	
Price of Hose & Fitting Stock Order	(Parker Supplied)	11,293
Price of Parker Crimper, Dies, Rings, Etc.	(Parker Supplied)	0
Average Time to Fabricate New Hose Assembly (minutes)	(Parker Supplied)	5
Vehicle Operating Cost Per Mile	(Parker Supplied)	\$0.66

CALCULATED VALUES

Data Source

Round Trip Travel Time to Obtain Replacement Hose - 45 MPH
Average (hours)

(Calculated)

2



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Prepared For:
KIRK ANDERSON

Prepared By:
RICK BOWERS

Parker On-Site Hose Crimper Value Proposition
Parker On-Site Hose Crimper Calculations

Date Recorded: 11/21/2025

Vehicle Operating Costs

Distance to Local Hose Fabricator (miles)	×	2 (for round trip mileage calculation)	=	Total Distance Traveled to Obtain Replacement Hose (miles)	×	Vehicle Operating Cost Per Mile	=	Vehicle Operating Cost to Obtain Replacement Hose Assembly	×	Total Number of Hose Assemblies Replaced Annually	=	Vehicle Operating Cost to Obtain Replacement Hose Assembly
34	×	2.00	=	68	×	\$0.66	=	\$45	×	25	=	\$1,114

Driver / Parts Runner Labor Costs

Average Time Spent at Fabricator Obtaining Replacement Hose (minutes)	÷	Minutes in an Hour	=	Time Required By Driver Obtaining Hose Assembly at Off-Site Fabricator (hours)	+	Round Trip Travel Time to Obtain Replacement Hose - 45 MPH Average (hours)	=	Total Time Spent By Driver Obtaining Replacement Hose Assembly (hours)	×	Hourly Labor Cost of Driver or Parts Runner (fully burdened)	=	Driver / Parts Runner Labor Cost To Obtain Replacement Hose Assembly (per incident)	×	Total Number of Hose Assemblies Replaced Annually	=	Annual Driver / Parts Runner Labor Cost
30	÷	60.00	=	0.50	+	1.51	=	2.01	×	\$55.00	=	\$111	×	25	=	\$2,765

Maintenance Labor Costs

Average Time Required To Locate Driver & Provide Instructions (minutes)	÷	Minutes in an Hour	=	Average Time Required for Maintenance to Locate Driver & Provide Instructions (hours)	×	Hourly Labor Cost of Maintenance Technician (fully burdened)	=	Maintenance Labor Cost To Locate Driver & Provide Instruction (per incident)	×	Total Number of Hose Assemblies Replaced Annually	=	Annual Maintenance Labor Cost
60	÷	60.00	=	1.00	×	\$55.00	=	\$55	×	25	=	\$1,375

Equipment Downtime Costs

Total Time Spent By Driver Obtaining Replacement Hose Assembly (hours)	+	Average Time Required for Maintenance to Locate Driver & Provide Instructions (hours)	=	Total Time Required to Obtain Off-Site Replacement Hose (hours)	×	Average Hourly Cost of Equipment Downtime	=	Downtime Cost From Obtaining Off-Site Replacement Hose (per incident)	×	Number of Hose Replacements Which Created Unscheduled Downtime	=	Annual Equipment Downtime Costs
2.01	+	1.00	=	3.01	×	\$100.00	=	\$301	×	25	=	\$7,528

Vehicle Operating Costs

Distance to Local Hose Fabricator (miles)	×	2 (for round trip mileage calculation)	=	Total Distance Traveled to Obtain Replacement Hose (miles)	×	Vehicle Operating Cost Per Mile	=	Vehicle Operating Cost to Obtain Replacement Hose Assembly	×	Total Number of Hose Assemblies Replaced Annually	=	Vehicle Operating Cost to Obtain Replacement Hose Assembly
0.00	×	2.00	=	0	×	\$0.66	=	\$0	×	25	=	\$0

Driver / Parts Runner Labor Costs

Average Time Spent at Fabricator Obtaining Replacement Hose (minutes)	÷	Minutes in an Hour	=	Time Required By Driver Obtaining Hose Assembly at Off-Site Fabricator (hours)	+	Round Trip Travel Time to Obtain Replacement Hose - 45 MPH Average (hours)	=	Total Time Spent By Driver Obtaining Replacement Hose Assembly (hours)	×	Hourly Labor Cost of Driver or Parts Runner (fully burdened)	=	Driver / Parts Runner Labor Cost To Obtain Replacement Hose Assembly (per incident)	×	Total Number of Hose Assemblies Replaced Annually	=	Annual Driver / Parts Runner Labor Cost
0.00	÷	60.00	=	0.00	+	0.00	=	0.00	×	\$55.00	=	\$0	×	25	=	\$0

Maintenance Labor Costs

Average Time to Fabricate New Hose Assembly (minutes)	÷	Minutes in an Hour	=	Total Time Required to Fabricate Hose On-Site (hours)	×	Hourly Labor Cost of Fabricate Technician (fully burdened)	=	Maintenance Labor Cost To Fabricate Replacement Hose (per incident)	×	Total Number of Hose Assemblies Replaced Annually	=	Annual Maintenance Labor Cost
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$$5 \div 60.00 = 0.08 \times \$55.00 = \$5 \times 25 = \$115$$

Equipment Downtime Costs

Total Time Spent By Driver Obtaining Replacement Hose Assembly (hours)	+	Total Time Required to Fabricate Hose On-Site (hours)	=	Total Time Required to Fabricate Hose On-Site (hours)	×	Average Hourly Cost of Equipment Downtime	=	Downtime Cost From Obtaining Off-Site Replacement Hose (per incident)	×	Number of Hose Replacements Which Created Unscheduled Downtime	=	Annual Equipment Downtime Costs
0.00	+	0.08	=	0.08	×	\$100.00	=	\$8	×	25	=	\$208

	Off-Site Hose Fabrication	-	Parker Crimper On-Site Hose Fabrication	=	Parker Crimper Benefit
Annual Vehicle Operating Costs	\$1,114	-	\$0	=	\$1,114
Annual Driver / Parts Runner Labor Costs	\$2,765	-	\$0	=	\$2,765
Annual Maintenance Labor Costs	\$1,375	-	\$115	=	\$1,260
Annual Equipment Downtime Costs	<u>\$7,528</u>	-	<u>\$208</u>	=	\$7,319
Total Annual Labor, Vehicle Operating, and Downtime Costs	\$11,708	-	\$323	=	\$11,385
(divided by) Total Number of Hose Assemblies Replaced Annually	<u>25</u>		<u>25</u>		
Cost Per Replacement Hose Assembly	\$468	-	\$13	=	\$455
Price of Crimper Equipment & Stock Order			<u>\$11,293.00</u>	=	
Number of Hose Assemblies Fabricated With Parker Crimper To Offset Initial Investment	\$11,293.00	÷	\$455	=	24.8 Hoses
(Hoses Required For Crimper Payback Divided by Number of Hoses Replaced Annually)	24.80	÷	25	=	0.99
Estimated Payback Period For Parker Crimper (in months)	0.99	×	12.00	=	11.9 Months



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Prepared For
KIRK ANDERSON

Prepared By
RICK BOWERS

Parker On-Site Hose Crimper Value Proposition
Summary Sheet

COST BENEFIT ANALYSIS COMPARING ON-SITE HOSE FABRICATION WITH A PARKER CRIMPER TO OBTAINING REPLACEMENT HOSES FROM AN OFF-SITE HOSE FABRICATOR

Off-Site Hose Fabrication

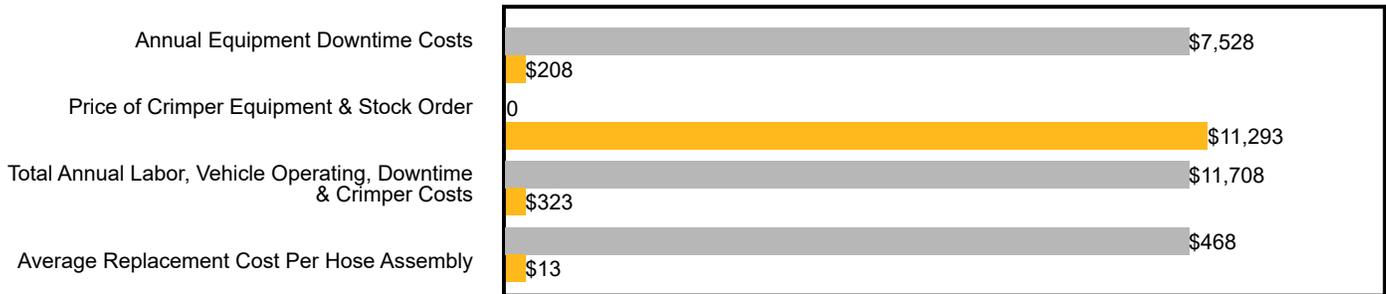


On-Site Hose Fabrication with Parker Crimper



Cost Comparison

Off-Site Crimper



VALUE IMPACT SUMMARY

An On-Site Hose Crimper from Parker Hannifin provides:

Reduced Annual Annual Driver / Parts Runner Labor Costs of	\$2,765
Reduced Annual Equipment Downtime Costs of	\$7,319
Reduced Total Annual Labor, Vehicle Operating and Downtime Costs of	\$11,385
Reduced Cost Per Replacement Hose Assembly of	\$455
Total Crimper Cost Benefit (First Year)	\$11,385
Number of Hoses Fabricated On-Site to Return The Initial Investment For a Parker Crimper	24.8 Hoses
The Payback Period For a Parker Crimper Will Be Realized in Approximately	11.9 Months

The data output from this calculator is an estimate based on formulas using customer supplied data where applicable. Your actual costs may be higher or lower based upon your specific application.



Fri Nov 21 2025

FRANKLIN COUNTY

KIRK ANDERSON

1939 S ELM ST

OTTAWA ,KS

Dear KIRK ANDERSON:

Thank you for your interest in Parker Hannifin hydraulic hose crimpers. Attached is an analysis of the financial benefits your organization will receive through having on-site hose fabrication capabilities versus leaving your facility in order to obtain a replacement hose from an off-site supplier.

With existing labor resources being stretched to their limits and the mounting costs of equipment downtime, fast and efficient replacement of hose assemblies is paramount to an organization's productivity and financial performance. Combining labor costs and equipment downtime with the ever rising fuel prices and vehicle operational expenses, it becomes even more beneficial to have on-site hose fabrication capabilities. An on-site hose crimper was once thought of to be a luxury, however in today's business environment it is rapidly becoming a necessity.

This cost analysis has been prepared factoring your equipment downtime costs, proximity of the hose fabrication facility, the hourly cost for maintenance and transportation personnel as well as the number of hoses that are replaced annually. This is a conservative estimate and it does not address additional cost drivers such as the transaction costs for individual hose purchases, travel time to a secondary supplier if primary source does not have adequate stock, etc.

Based on these variables, the first year cost benefit of having a Parker on-site hose crimper is approximately \$11,385.00. By curtailing the need to leave your facility to obtain replacement hoses, a Parker on-site crimper will reduce your related costs by an average of \$455.00 per hose assembly. Based on this average cost reduction per hose, your investment in a Parker crimper and stock order can be recouped by your fabricating as few as 24.8 hoses. Considering the number of hoses you typically replace each year, the payback period for a Parker crimper will be approximately 11.9 months.

Please let me know if you have any questions

Sincerely,

RICK BOWERS

MSC INDUSTRIAL SUPPLY

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FAIRLAND OK