



Corporate Overview

Marketing/Timothy Rodman

Our Quality Promise to You

Continuous Improvement In Our Business
To Ensure A Quality Product, Shipped On
Time, Without Compromise



Products

- 1 Hydraulic & Lube Filtration
- 2 Fuel Filtration
- 3 Filter Systems
- 4 Process/Water Filtration
- 5 Element Technology
- 6 Accessories



Filtration Solutions for Your Applications

Filtration solutions for an almost limitless range of applications.



Manufactured In The United States

- 1 Leetsdale, Pennsylvania
- 2 Cumberland, Maryland



Headquartered in Leetsdale, Pennsylvania, Schroeder Industries manufactures our product on-site for quality control & assurance.

Schroeder's plant in Cumberland, Maryland manufactures our Element Technology.



PROUDLY MANUFACTURED IN THE UNITED STATES

Schroeder Brothers (founded in 1946)

- Established in 1946 as Schroeder Brothers Corporation
 - Celebrated 70 years in 2016
 - (A Mine Products Distribution Company)
- Incorporated as a division of Alco Industries in 1984
 - (A Mining Systems and Filtration Company)
- Became Schroeder Industries LLC in May 2003
 - (Advanced Fluid Conditioning Solutions®)
- Growth Rate
 - (As of 7/31/17): 191 Employees



FLUID POWER Face To Face Edited by Michael S. Weil

Schroeder Brothers Corporation found fluid power solutions for mechanical and electrical problems on mining equipment

In 1946, before the Schroeder Brothers Corp. was started, John Schroeder was the proprietor of an electrical apparatus sales agency which sold goods to coal mining operations in the Pittsburgh trading area. When Schroeder formed a partnership with his brothers Frank, William, and Reed in 1948, the Schroeder Brothers Corp. was born.

The new company continued to function as an agent and distributor of electrical apparatus to the coal mining industry, and also bought and sold war surplus mate-

draulic drill. Later, specialized power units were developed to operate drills in those mines that did not have existing hydraulic power sources.

But the drill did not catch on immediately. Problems arose during sales demonstrations. Even though the drill's design was good, the demonstrations depended on the condition of the machine's hydraulic system and varied from outstanding successes to complete disasters. Because the mine people could only measure results, John Schroeder had to find a way to

the drill would perform satisfactorily before committing it to demonstration. This is why Schroeder developed the portable hydraulic circuit tester.

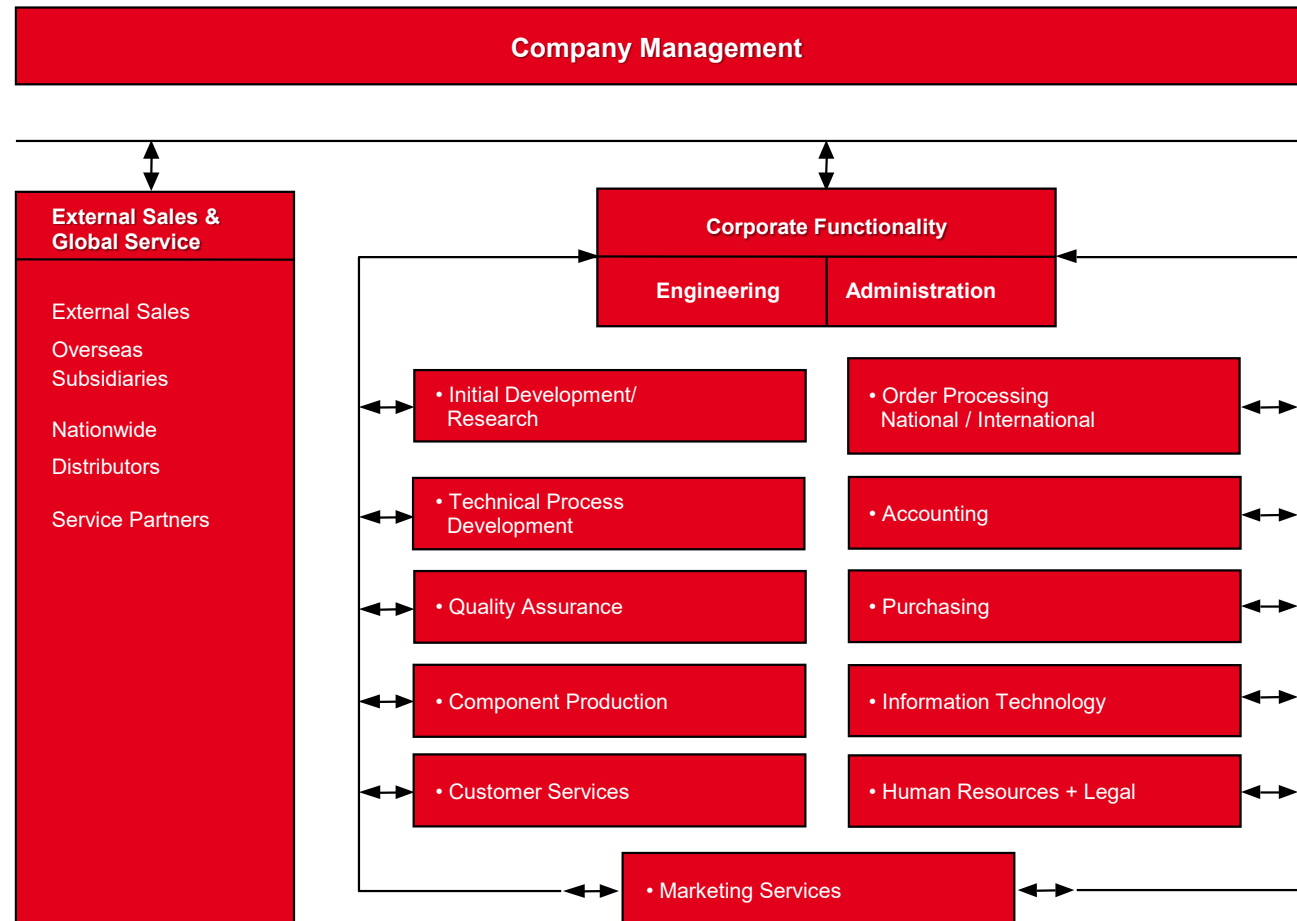
In Schroeder, with assistance from Don Stark* designed, built, and brought the circuit tester to market in 1954 and Schroeder Brothers Corp. began manufacturing its first fluid power product. Today, the concept of "on the line" testing with portable meters, pressure gages, and

Corp. became the Western Pennsylvania distributor for Fluid Controls, Rivett, L&L Mfg., Sun Hydraulics, and Oildyne. At the same time the company began to establish a nationwide distribution network to sell its own portable hydraulic circuit tester.

Schroeder's next manufacturing fluid power product was a maintenance test bench. Mine engineers were using Schroeder's circuit tester to identify faulty components in their circuits but they needed a way to control the quality of the component repair. They needed instrumentation of the circuit tester combined with the hydraulic circuit tester required to test repaired hydraulic



Organization of Schroeder Industries



Certifications

- NSF Certified (April 2017)
- ISO 9001:2015 Certified
- Patented Technology
- UL Listed
- Registered Trademarks
- Annual Quality Audits
 - Insured for Cleanliness Quality



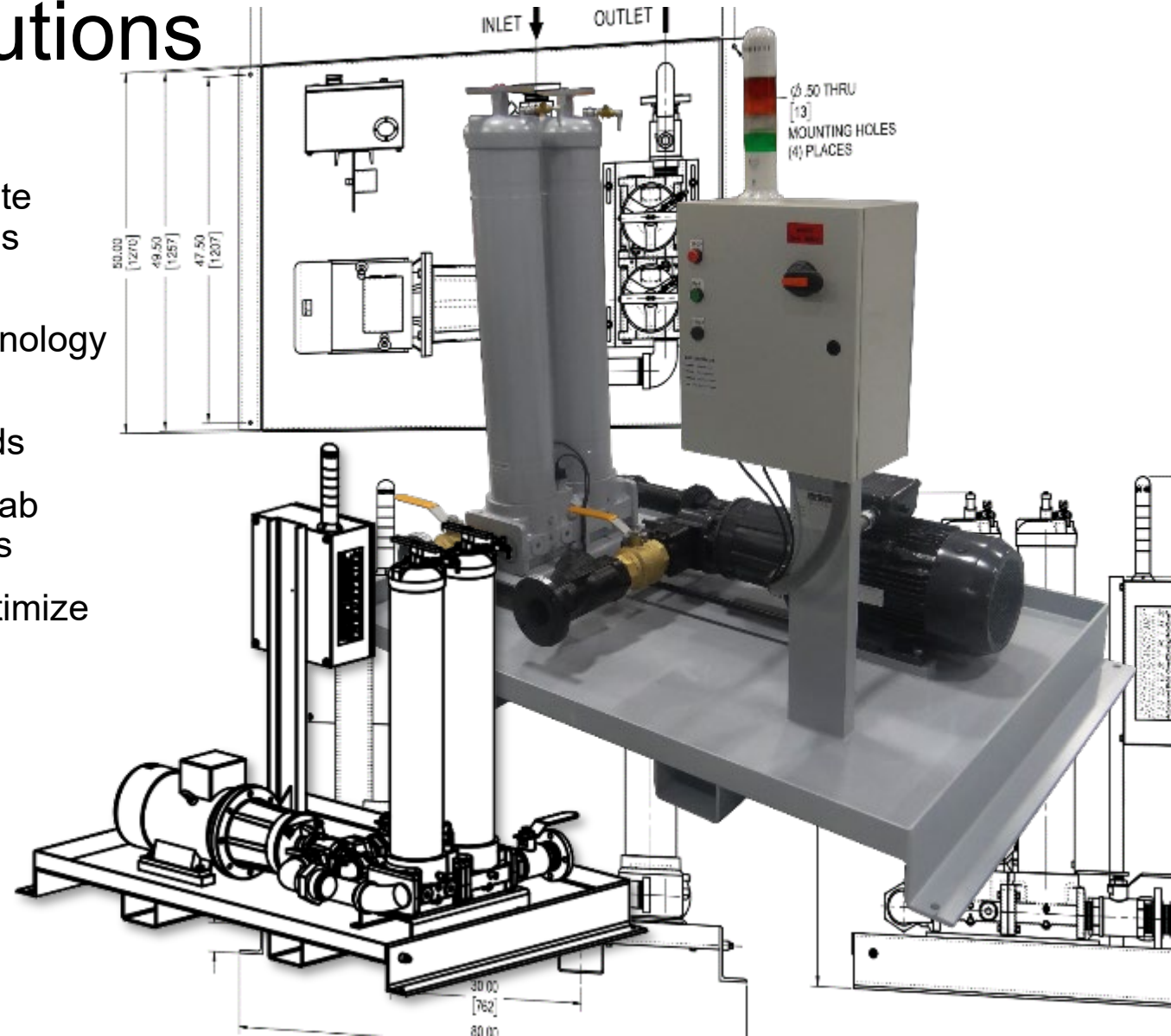
Patents



- **Staff** in all major liquid filtration disciplines & control technologies
- Over **40** U.S. Patent Awards since 1956
- Schroeder Industries was the first to introduce a hydraulic circuit tester and we continuously develop new products, such as hydraulic reservoirs, conditioning systems & element design technology
- **13 patents** in the last 10 years alone, with 6 pending
- Average 12 new products launched per year with a 29% sales success within 2 months of launch & 93% success rate within 1 year

Custom Engineered Solutions

- On-site expert team of engineers, equipped to create custom filtration solutions to fit your individual needs
- Proactively develops products to support OEM and MRO demands and changes in Fluid Systems technology
- Product Design Review (PDR) Process – Efficient customization process to fill specific customer needs
- All new products are validated in the Engineering Lab per the most stringent applicable industry standards
- Through prototyping and testing, we are able to optimize designs and decrease costs to customers



Service Center – Local & Global

Commissioning

Rebuilds

**Preventative
Maintenance**

Optimization Work

Proactive Hydraulic Service

Customer Service



Training Sessions

Sessions can be arranged in-house or at our customer or partner's location

Annual trainings for our long list of nationwide distributors

Annual trainings in our state-of-the-art Fluid Care Center (FCC)



Fluid Care Center (FCC)

Tests commissioned
by customers:
scientifically supported
and documented

Machines/systems optimized
for lubrication applications

Standard Housing/
Element Testing

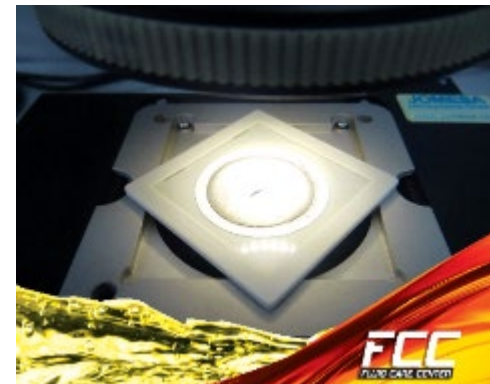
Fluid Quality Testing

Technical Cleanliness

Rapid Prototyping with 3D
Printed Components

Application Specific Testing

Hydraulic Load Cycle Test
(HLCT)



Product Groups

Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems & Diagnostic Tools

Process Filtration

Element Technology

Accessories

Fluid Engineering Services



Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems

Process Filtration

Element Technology

Accessories

Fluid Engineering Services

Hydraulic & Lube Filtration

A complete range of filter assembly types up to 6,500 psi (448 bar)

Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems & Diagnostic Tools

Process Filtration

Element Technology

Accessories

Fluid Engineering Services

High Pressure Filters
(1,500 – 6,500 psi)

Medium Pressure Filters
(500 – 1,500 psi)

Stainless Steel
(up to 1,500 psi)

Low Pressure Filters
(up to 500 psi)

Suction Filters

**Manifold Cartridge Kits &
Filters**

Custom Solutions



Fuel Filtration

Elements, housings, and systems for challenging fuel cleanliness requirements

Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems & Diagnostic Tools

Process Filtration

Element Technology

Accessories

Fluid Engineering Services

**Fuel Condition Monitoring
Products & Equipment**

**On-Board, Mobile Diesel
Filtration**

**High Efficiency Diesel
Particulate & Coalescing
Solutions**

CNG Filtration Technology

**Biodiesel Treatment &
Polishing Products**

ASME Filtration Vessels

**Turn-Key & Custom Fuel
Filtration Systems**



Filter Systems

Mechanical and electronic fluid conditioning and diagnostic monitoring tools

Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems & Diagnostic Tools

Process Filtration

Element Technology

Accessories

Fluid Engineering Services

**De-Watering, De-Gassing &
Vacuum Dehydration Units**

**Asset Management Filter
Carts**

EasyTest & Fluid Analysis

**HTB | Hydraulic Test
Benches**

TestMate® & HY-TRAX® Series

Custom Solutions



Process/Water Filtration

A full range of automated backflush, centrifugal and bag housing products

Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems & Diagnostic Tools

Process Filtration

Element Technology

Accessories

Fluid Engineering Services

Automatic-Backflushing Filters

Bag Housings & Elements

RMF | Rolling Media Filter

Mining Specific Products

Automatic Twist Flow

Cartridge Housings & Elements

Oil and Gas Filtration Products

Custom Solutions



Element Technology

High-efficiency elements for lubrication and fluid power systems

Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems & Diagnostic Tools

Process Filtration

Element Technology

Accessories

Fluid Engineering Services

**High Performing
Excellement® (Z-Media)**

**Patented Replacement
Element Business
Protection (GeoSeal® &
DirtCatcher®)**

Coalescing Technology

CNG Elements

**Schroeder BestFit®
Cross-Over Solutions.**

Private Label Branding



Accessories

A complete range of reservoir accessories, roto-molded reservoir subsystems and individual accessory components with unique value-added options

Hydraulic & Lube Filtration

Fuel Filtration

Filter Systems & Diagnostic Tools

Process Filtration

Element Technology

Accessories

Fluid Engineering Services

Plastic Reservoirs (and Tank Straps)

ISO Clean Tank Assemblies

Oil Sight Glass

Indicators

Complete Tank Assembly Solutions

Test Points

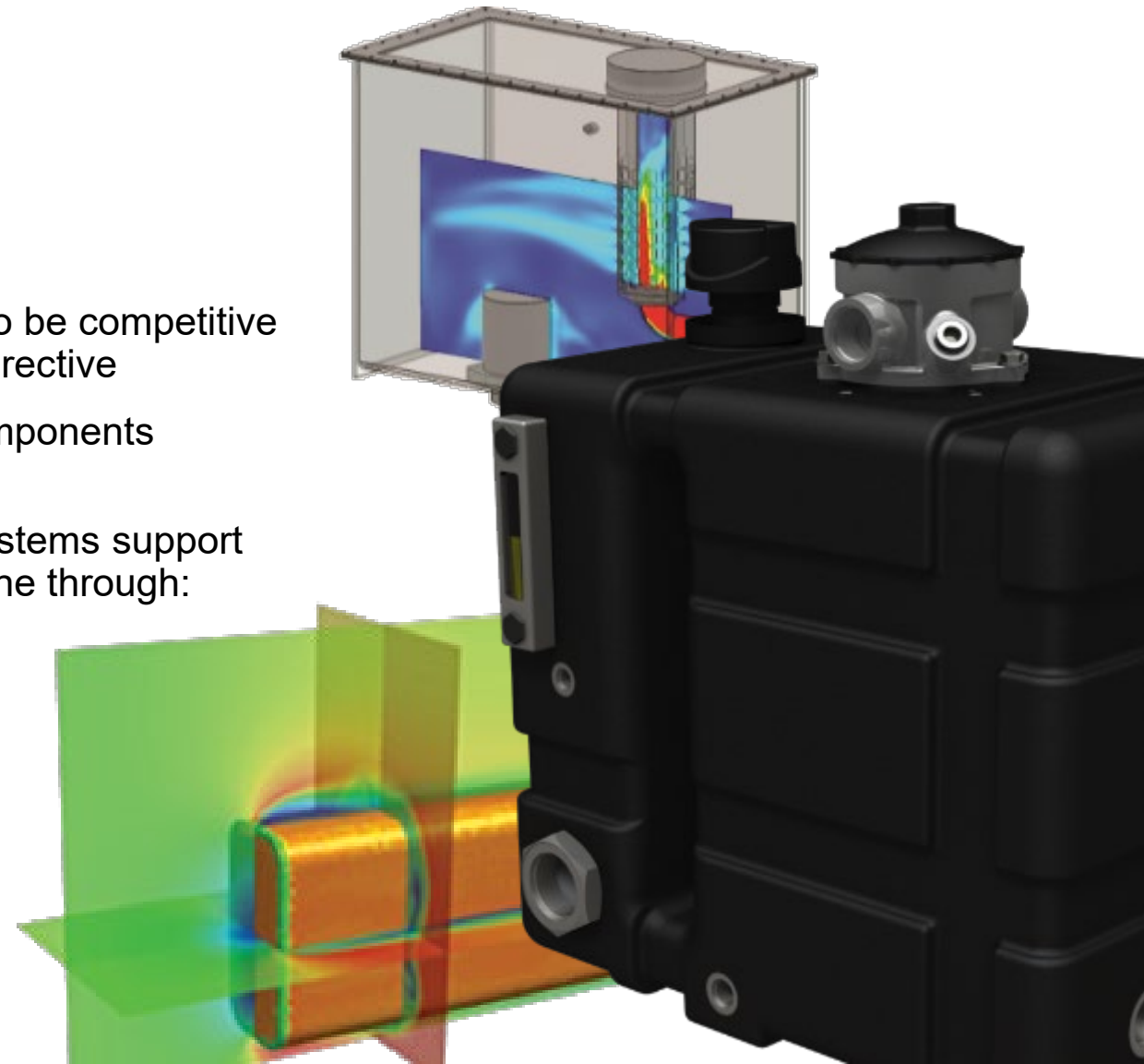
Test Equipment

Air & Desiccant Breathers



Tank Optimization

- Global competition put strong pressure on OEMs:
 - Decreasing costs and increasing energy efficiency to be competitive as well as high requirements based on emission's directive
- Because of this, it is tough to install additional engine components in the already quite limited design space
- Our optimizing experts in the field of tank and filtration systems support you during the design engineering revision of your machine through:
 - Simulations, tests and experience
 - Optimized filter systems
 - Reduction of complexity of the tank
 - Optimization of space
 - Spare part management



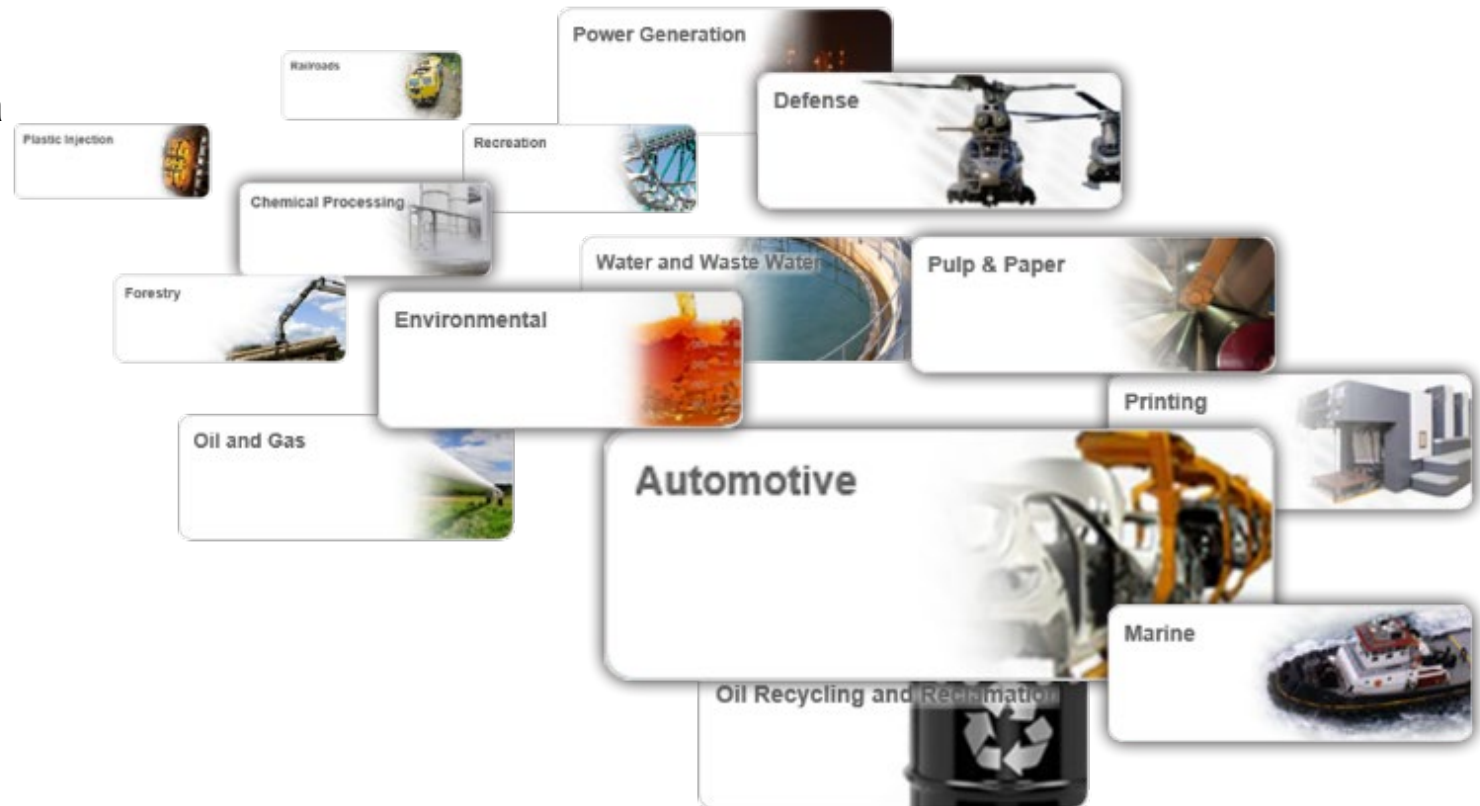
Private Labeling – Your Brand On Us

- Our Elements, Spin-Ons and Air Breathers all come with the option of Private Label Branding:
 - Your brand identity logo on a high-performing filtration solution from Schroeder Industries
- Our team of engineering and marketing experts are available to work within your Corporate Standards to ensure the highest quality artwork on the highest quality piece of filtration

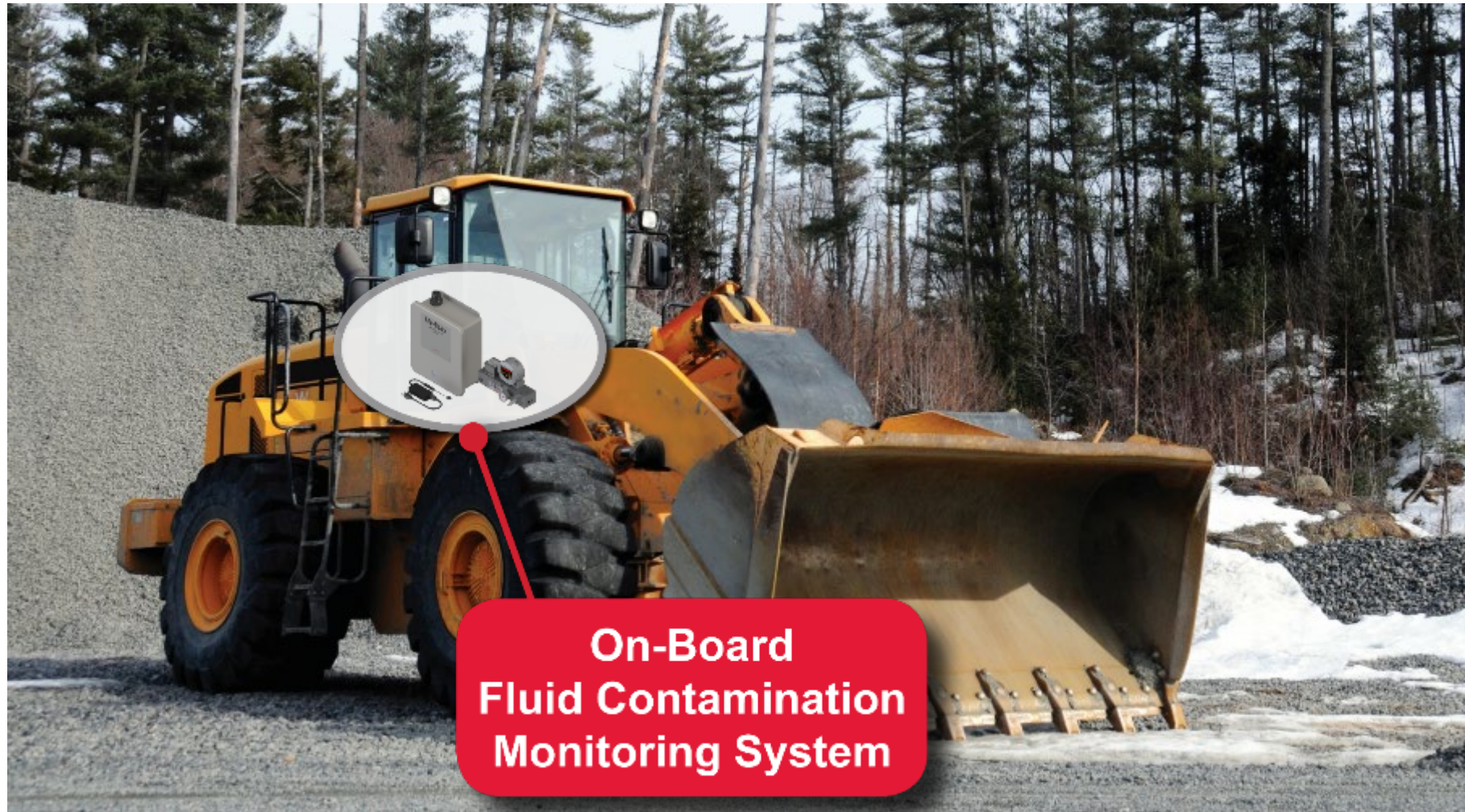


Markets

Schroeder Industries is an industry leader in Advanced Fluid Conditioning Solutions® for a number of markets.



Construction

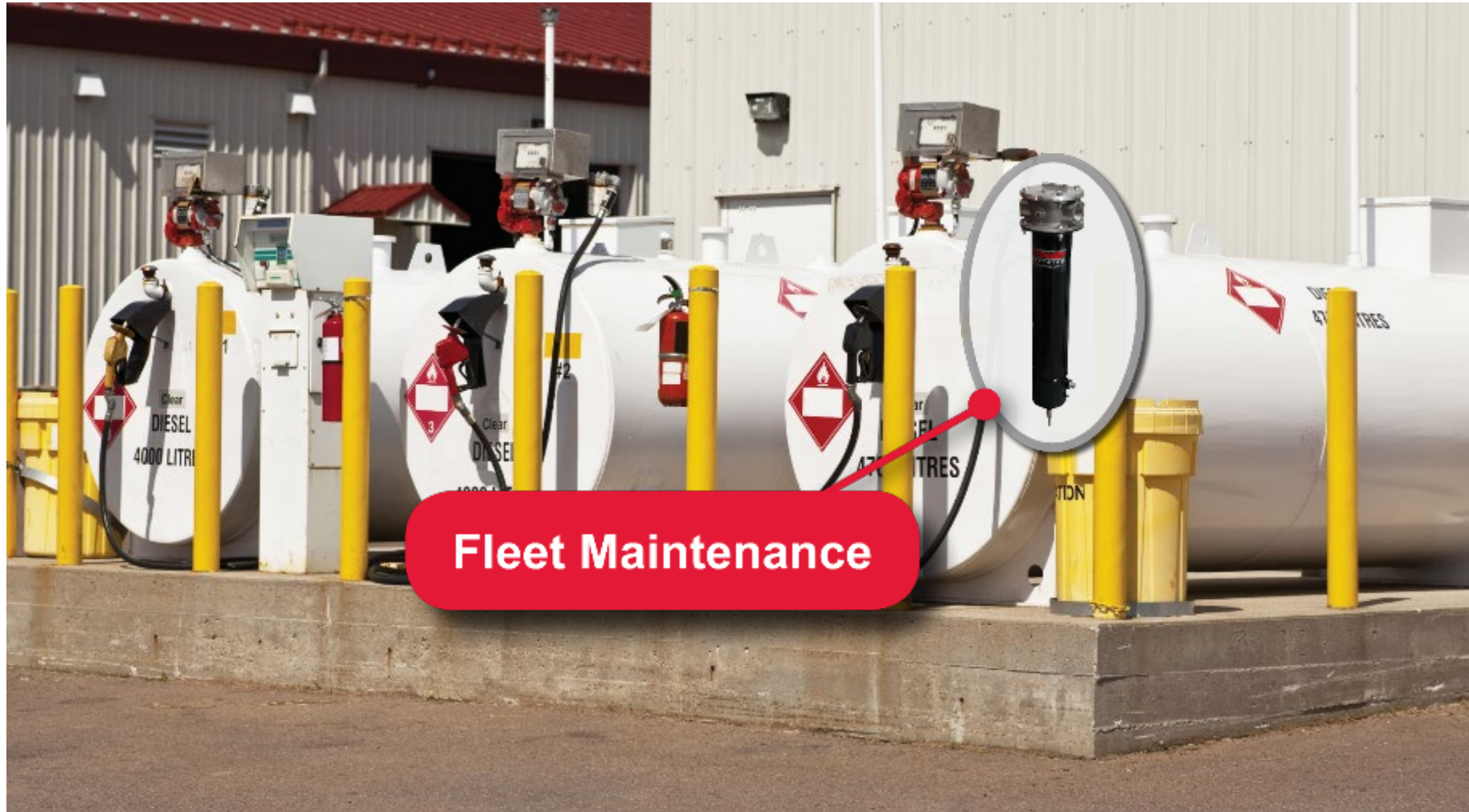


Agriculture



**Aftermarket
Protection**

Bulk Fuels



Mobile Vehicles



Steel Making



Industrial



Mining Technology



Offshore



Refuse



Proposition

- A leader in **Advanced Fluid Conditioning Solutions®**.
- More than 70 years of industry experience
- Engineered Solutions for *your* application





**Thank you for
your attention!**

Marketing/Timothy Rodman