

Schroeder Industries | Executive Summary

Summary

Schroeder Industries has been designing, manufacturing and marketing Advanced Fluid Conditioning Solutions® for over 70 years. Our focus on offering diagnostics, value engineered filtration solutions, and stellar service has led to recognition as the leader in the fluid conditioning industry. We offer service and support through an experienced and knowledgeable sales staff and a network of distribution partners worldwide.

Our value proposition and core competencies include the following components:

Products:

- High pressure filtration packages
- Medium pressure filtration packages
- Low pressure filtration packages
- Elements
- Accessories
- Fuel filtration for bulk and on-board application
 - Biodiesel purification and treatment
- Filter systems for fluid conditioning and diagnostic monitoring tools
- Process and water filtration
 - Full range of automated backflush, centrifugal and bag housing products

Sales Support:

- Experienced and knowledgeable sales group focused on defining solutions and value derived
 - Market specific specialists
 - Product Managers based on products and market served

Product Development and Engineering:

- Experienced engineering staff using the most current design tools to meet demands of customers
- Fluid Care Center to assist in the development and testing of custom solutions and product reliability, we are able to assist with on-site advice, collaborative development, testing, validation of products

Service:

- Knowledgeable; committed Customer Service group available to answer customer inquiries or find someone who will.
- Technical Service group available to assist with product and service focused inquiries

Distribution:

- Extensive distribution network with sales, service and engineering assistance to serve local markets
- Various industry specific distribution partners to apply their knowledge and expertise to assist in defining service and applications that meet customer's needs



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Industry

Schroeder Industries started as a mine equipment supply company that quickly recognized a need for filtration to extend the life of their products. They developed mine specific filtration at the micron level that had never been seen before. They began developing advanced products years before anyone began talking about filtration at the level needed to extend and protect equipment in such harsh environments. That beginning led to development of many filtration innovations over the last 70 years and spread to over 26 different markets that are served today. Those early relationships still stand today in the mining and mobile fluid power industry and extend to multiple markets where fluid power is an important part of industry efficiency.

Products

Schroeder Industries has a wide range of products for the fluid power, mobile equipment and process industries. The company supplies products to many Tier 1 equipment manufacturers and develops custom solutions for many customers across multiple industries it serves. The focus on value based solutions has led to the development of a broad range of products for filtration, diagnostics, and service.

Value Added Services

With 70 years experience in developing, testing and manufacturing high efficiency filtration products and delivering value engineered solutions to a wide range of industries, Schroeder Industries also offers an expanding set of services to further enhance derived value for our business partners. Our value added services include (i) Product Managers; (ii) Fluid Care Center; (iii) engineers; (iiii) technical service group; and (iv) Customer service.

Product Managers

Schroeder Industries Product Managers provide technical expertise to assist in determining the best solutions for customers. They are actively involved in on-site training, and collaborate with our sales group and Distribution to define, apply and monitor solutions. The Product Management Group is comprised of product specific experts in Hydraulic and Lube Filtration, Element Technology, Filter Systems, Process and Water Filtration, Fuel Filtration and Accessories.

Fluid Care Center | FCC

Schroeder Industries Fluid Care Center, or FCC, is poised to assist all customers with engineered solutions to define product efficiency, capacity and provide maximum ROI in the system. A group of skilled technical personnel will provide cleanliness testing, element and filter performance testing, tank optimization, and training. The FCC provides a level of expertise that customers can't find anywhere else.

Engineering

Schroeder Industries has an engineering group that provides support and expertise to define, develop and optimize products to meet customer requirements. Our goal is to partner with customers to share knowledge, and provide engineered solutions with maximum return on investment. The engineering group frequently travels to customer's sites to view firsthand the project to understand the task and assist in developing the best solution for the project. They work through experience, knowledge, testing and analysis to deliver the optimum solution.

Value Added Services, Cont'd...

Technical Service

Schroeder Industries has a group of Technical Service experts available by phone or email to assist in identifying the best solutions or crosses to competitive parts. They can provide enhanced technical support for new applications or existing product identification for the sales groups or engineering groups at the field level. They also provide support to develop customized quotes for the organization and its partners.

Customer Service

Schroeder Industries Customer Service group is available to assist in quotes, order processing and answer general questions on product availability. They are assigned by customer and region so they understand the details of the sales group and the individual customers they serve.

Key Sales Resources

Field Sales Force

The field sales force consists of 15 sales representatives who manage a defined sales region or set of direct customers. Outside sales persons are responsible for managing distributor and end user relationships. They assist in gaining new business, on-site technical support and implementation of products and services, defining solutions and return on investment, and troubleshooting issues in the fluid conditioning and process markets.

Product Managers

Schroeder Industries Product Managers support the sales team by providing expert support for their product group. They also provide customers with technical expertise, training, product and application support in defining the best solutions for fluids and products to maximize return on investment.