

SCHROEDER INDUSTRIES - PROVIDED TNK TANK SOLUTIONS

L-4634

1 BACKGROUND

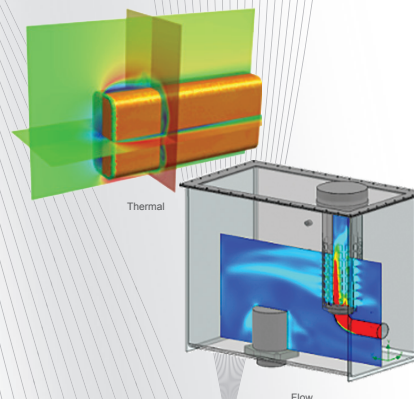
While working with a mid-size North American manufacturer of rough terrain forklift trucks, heavy material handling transporters, and steel mill equipment, this customer took a particular interest in Schroeder's tank optimization capabilities.

Losing their competitive advantage in the 6,000 lb. class market segment, the company's development activities have turned to a low-cost, no-frills rough terrain forklift truck aimed at the construction industry for brick layers and masons. To improve their in-house processes, they began looking into a turn-key, finished solution that's certified 100% clean.



2 PROBLEM

During the "Discovery" phase of the project, Schroeder came to learn that the customer was getting their 20-gallon capacity hydraulic tank fabricated by a local vendor, but struggled with tank cleanliness issues for some time. Documented pump failures in the field have been attributed to the presence of weld splatter & slag, resulting in costly warranty claims. To combat the problem, the customer would bring the tanks in-house and perform a post cleaning process prior to sub-assembly of components into the tank.



3 SOLUTION

Schroeder's TNK18 solution appealed to both the engineering & purchasing departments. On the engineering front, our high density polyethylene tank eliminates the built-in contamination issues associated with a metal fabricated tank and is pre-cleaned to the ISO 18/16/14 specification. It can be mounted under the steel steps leading to the operator compartment, and shielded from the debris field. With purchasing, the trend has been moving towards the kitting of components, like hoses & fittings. This appeals to them in that same manner, integrating many of their standalone purchased components into a higher level assembly. Including the accessories, like the breather/fill cap, temperature/site gauge, and suction strainer, as well as going w/ tank mounted filtration vs. in-line filtration. This results in part number reduction, 1 P/N vs. several P/N's, which simplifies tactical functions, like buying / planning / expediting. The private label branding of components, along w/ the GeoSeal® patent protected element, provides a 100% capture rate on the recurring revenue stream from a service & aftermarket parts standpoint.

Type of Machinery: Heavy Material Handling Transporters and Steel Mill Equipment Engineering

Fluids Addressed: Hydraulic Fluid

Schroeder Product: TNK18 Complete Tank Solution

Maximum Pressure: 100 psi (7 bar)



4 RESULTS

Purchasing is in the process of performing a cost roll-up on their current tank arrangement, trying to find the true burden cost of having the tank fabricated on the outside, perform the post cleaning process, and sub-assemble all the standalone purchased components in-house. From the information provided, they're paying approximately \$566.00 for just the tank alone less the components, whereas our complete tank solution is priced around \$450.00. So this would result in a cost reduction and improve the margin on their machines.



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