Schroeder INDUSTRIES

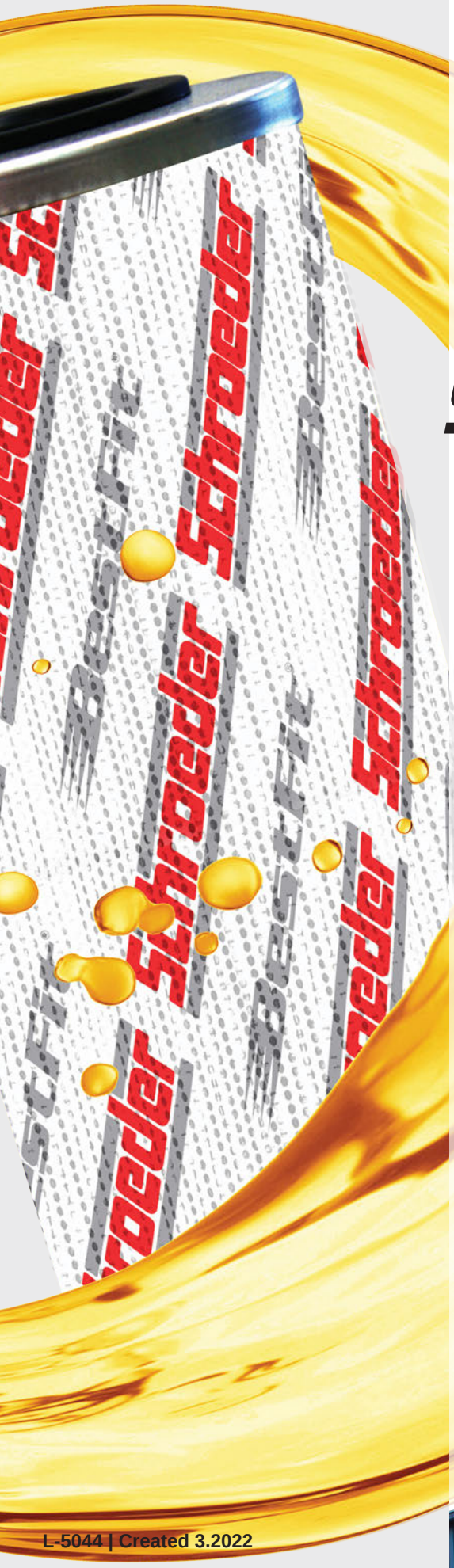
Advanced Fluid Conditioning Solutions®

OEM/MRO

SuperiorFiltration

Product Overview

BestFit®



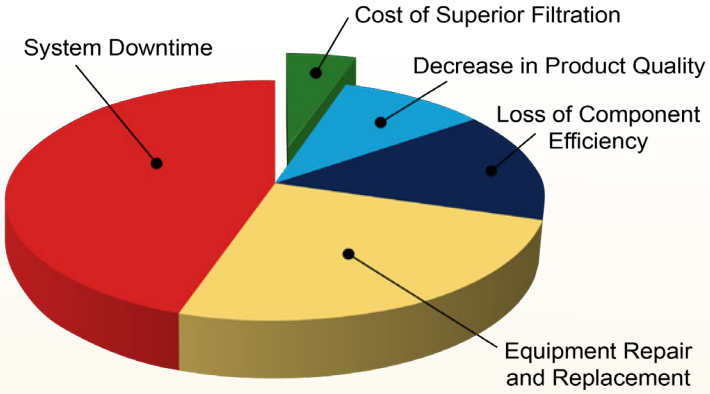
An ISO 9001:2015 Certified Company

L-5044 | Created 3.2022

Upgrade Your Filter Elements with Schroeder BestFit®

Hydraulic system downtime and repairs represented a significant portion of overall costs to end users. As much as 70% of all premature machine failures can be attributed to contamination (ref.NORIA Corp). Adding in superior filtration to your end users hydraulic system will help prevent premature machine failures and keep uncontrolled contamination effects from occuring.

This graph shows the average percentage of costs per uncontrolled contamination effect versus the cost of superior filtration.



OEM/ MRO Benefits Using Superior Filtration

OEMs
- Guaranteed Hydraulic System Integrity
- Industry Reputation and Brand Recognition
- Reduction in Warranty Claims
- Increased Aftermarket Element Sales
- Carbon Footprint Reduction of Machine Manufactur-

MROs
- Decreased Total Cost of Ownership
- Increased Machine Uptime / Productivity / Longevity
- Lower Carbon Footprint
- Longer Oil Life
- Less Oil Per Changeout
- Less Landfill

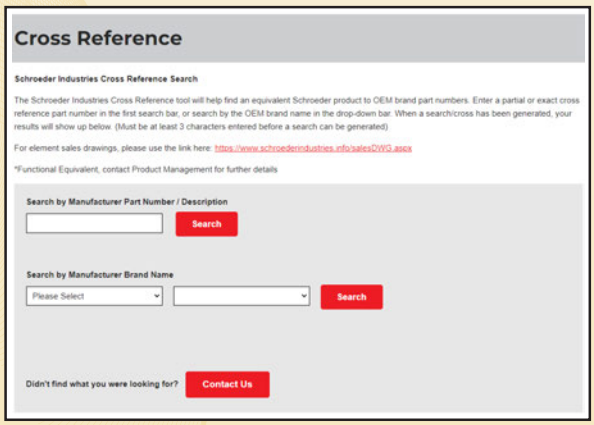
Schroeder Bestfit® Cross Reference Tool

✓*Having trouble with your current filter element?*

✓*Are you experiencing higher ISO counts and shorter changeout intervals?*

✓*Is your filter element not performing up to your expectations?*

At Schroeder Industries, we can help you with a filter element solution that fits your needs with our BestFit® Replacement Element Program!



www.schroederindustries.com/cross-reference

Our BestFit® Replacement Element Program consists of many different standard cartridge and spin-on replacement elements, utilizing all our unique element media technologies! Each BestFit® replacement element is manufactured to outperform its competitors in all major categories of element performance. Most importantly, we offer the easiest way to determine the Schroeder equivalent!

More than 42,000 competitive elements!

RIOR FILTRATION

Still Not Satisfied? Put it to the Test!

We can perform a head-to-head comparison on element performance with our MPT test stand or HLCT test stand. The most important characteristics when it comes to element performance are:

The ISO 16889 Multi-Pass Test method (MPT) is a standard practice by filtration manufacturers for evaluating filtration performance of a filter element. This test is performed at a constant flow rate to obtain a filter's:

- **Beta efficiency rating**
- **Clean pressure drop**
- **Average dirt holding capacity**

The ISO 23369 Multi-Pass Test method is a new practice by filtration manufacturers for evaluating filtration performance of a filter element. This test is performed at a cyclic flow rate to obtain a filter's:

- **Alpha efficiency rating**
- **Clean pressure drop**
- **Average dirt holding capacity**

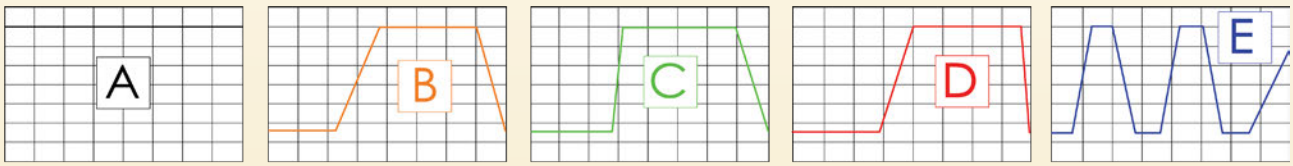
- **Beta/Alpha Efficiency → How efficient is your filter?**
- **Clean Pressure Drop → How restricting is it?**
- **Dirt Holding Capacity → How much particulate can your filter capture?**
- **Element Stability → Can it keep that efficiency throughout its life?**

Element Stability is Real World Efficiency!

Flow rates can be reproduced from data taken directly from a customer's machine to show "real world testing" in a lab environment. This is where Alpha/Beta Stability comes into play!

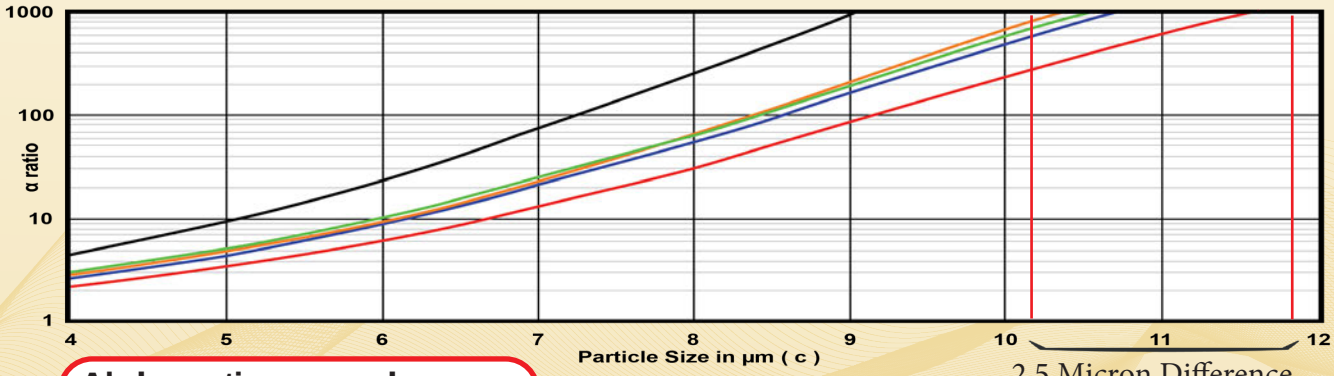
The graph below shows how different hydraulic load cycles can affect efficiencies in a filter element.

Schroeder elements are manufactured on better pleating machines with better filtration materials to ensure accurate alpha/beta stability throughout its life span and when it is subject varying hydraulic loads.



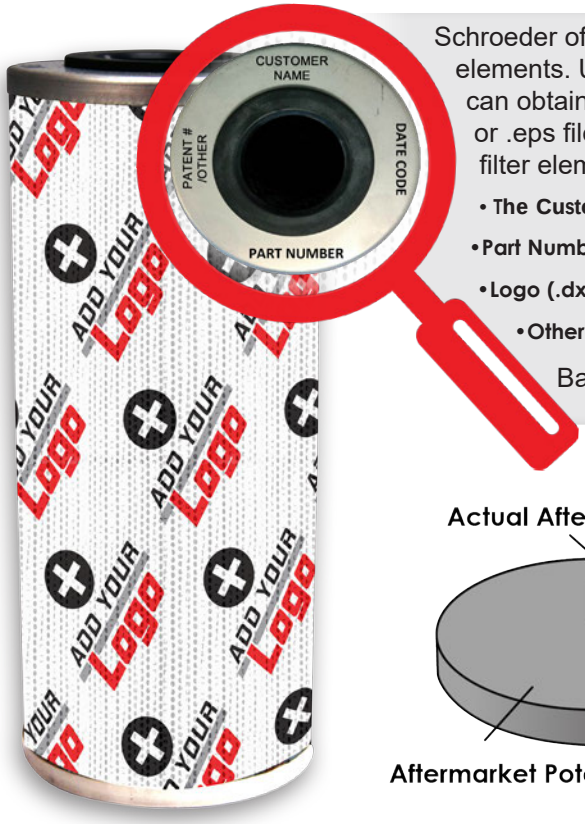
ISO 16889 | **ISO 23369**

$\beta_{9.2}$ = 1000 (99.9%) | $\alpha_{10.4}$ = 1000 (99.9%) | $\alpha_{10.5}$ = 1000 (99.9%) | $\alpha_{11.7}$ = 1000 (99.9%) | $\alpha_{10.7}$ = 1000 (99.9%)



Alpha ratios can change based upon different flow characteristics!

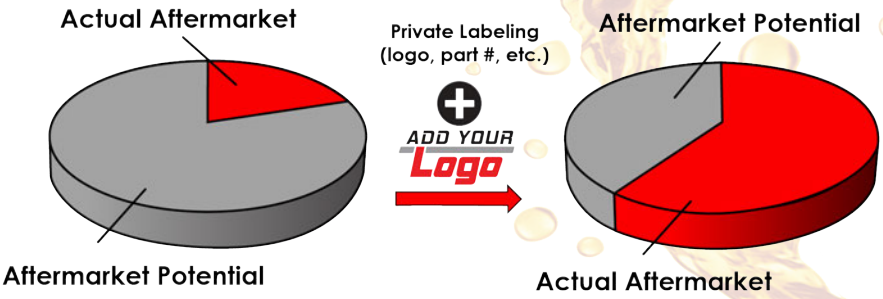
PRIVATE BRAND YOUR FILTERS TO PROTECT YOUR AFTERMARKET



Schroeder offers a full line of branding solutions for replacement elements. Using the Element Private Label Form (L-2993), OEMs can obtain Schroeder elements with their very own custom logo (.ai or .eps file require for logo on outerwrap). We can also etch of the filter element's endcap:

- **The Customer's Name**
- **Part Number**
- **Logo (.dxf file of the logo is required for etching on the endcap)**
- **Other Customer Texts**

Bar coding and labeling can also be done upon request.



Schroeder Industries will support from start to finish!

Propose Value Hypothesis

- Record application flow profile with HMG4000 if possible
- Define value strategy (increase DHC, efficiency, etc.)

Send in Elements for Testing

- Through RGA process ("skin in the game); SI will supply our elements for testing
- Enter PDR for new SBF elements not in current catalog offering with lab requests

Test in FCC

- Test per ISO 16889, ISO 23369, or HLCT test if applicable
- Plan for customer visit to witness head-to-head testing in person in the FCC (optional, but encouraged)

Review Results & Fully Define ROI Value

- Lab will generate test report for review with customer
- Fully define your value proposition strategy to switch to SI product (better performance, lower cost of ownership, life extension, etc.)

Quote and WIN!

- By fully defining you value proposition strategy, customer can begin to understand the switch to superior filtration
- Quote the project out with our strategy in a package solution and WIN! Keep following up with your customer to ensure they are receiving proper updates!

580 West Park Road | Leetsdale, PA 15056, USA
724.318.1100 phone | 724.318.1200 fax
sisales@schroederindustries.com

Energy Sustainability
Delivering Responsible Energy Solutions