



## SYSTEM AVAILABILITY

# HALF A MILLION IN REVENUE AFTER SERVICE LIFE INCREASED FROM HDP 240

Technical Application Bulletin

## CHALLENGE

A manufacturer of material handling equipment was using a primary diesel engine fuel filter supplied by the engine manufacturer as part of the engine kits they purchased. In terms of service life and the challenges surrounding installation and fitment on their products, albeit convenient, their expectations were not being met. The customer was open to looking at an alternative to what they were currently supplied.

## APPROACH

Schroeder Industries offered the HDP 240 thanks to the benefits of improved filtration performance, varied catalog offerings, and with the ability to private label. The HDP 240 provided a competitively priced filtration solution that allowed the customer to meet their target service interval while allowing them to capture all of their after sales element revenue and brand presence. The HDP 240 is also available with an engine OEM compatible water-in-fuel sensor, which requires no changes to the engine programming for easy, plug-and-play integration.

## RESULTS

- Service life of the filter had increased to meet and exceed target engine hours
- Immediate savings between 10 - 20%, totaling over \$125,000 in savings over 5 year
- In the next phase, the private labeling of their element was implemented, and allowed them to generate over \$500,000 in revenue in 5 years

Schroeder Industries HDP240, On-Board Diesel Fuel Coalescing Filter, offers high performance stability due to efficient water separation on clean side over the entire service life.



SERVICE LIFE  
EXCEED TARGET  
ENGINE HOURS



**\$125K** IN SAVINGS  
OVER 5 YEARS

10% - 20%  
IN IMMEDIATE  
SAVINGS



**\$500K** GENERATED  
IN REVENUE  
IN 5 YEARS

