

Schroeder Sales

N O T E S

SCHROEDER TEST BENCH MARKETS AND CUSTOMERS

IN-PLANT MAINTENANCE REPAIR

The in-plant user market is the largest potential for Schroeder test bench sales. Machine or component repair shops located in the automotive, diecast, foundry, steel, construction equipment, plastic injection molding and other types of plants using hydraulic production machinery are excellent prospects for our HTB's.

If they rebuild their own hydraulic components, the test bench can be used to verify that the components have been rebuilt properly. If the components are rebuilt by an outside contractor, a test bench will provide the necessary quality control to make sure they receive quality rebuilds. This eliminates the practice of reinstalling rebuilt parts on production machinery and testing during costly production time.

Typical users include:

- Caterpillar Tractor, Mapleton, IL
- Johnson Outboard, Waukegan, IL
- Chevrolet, Moraine, OH
- Bethlehem Steel, Lackawana, NY

OEM's QUALITY CONTROL, R & D, AND REPAIR/SERVICE DEPARTMENTS

OEM's using hydraulic components on their equipment are excellent prospects for HTB's. The Quality Control departments use the test benches to "spot test" new hydraulic components as received by the manufacturer. Some HTB's are used in the R & D departments. If an OEM offers a repair service for their hydraulic components, the Service departments are also potential HTB customers.

Typical users include:

- Perfection-Colby Co., Gearing, ND. (HTB used to production test their dump truck pumps)
- Towmotor. (Check pumps and valves)
- Steiger Tractor Co., Fargo, ND. (HTB used to test new hydraulic components used in their farm tractors)
- Toro Mfg. Co., Minneapolis, MN. (HTB used for quality control testing of new hydraulic components used in their garden tractors)
- Unidynamics/St. Louis Inc., St. Louis, MO. (HTB used to test new hydraulic components and subassemblies used in missile launch systems and shipboard elevators for the government)

STATE, COUNTY, AND CITY HIGHWAY DEPARTMENTS AND CONTRACTORS

Government agencies require test equipment to test the hydraulic components used on the variety of hydraulic machinery they employ from mowers, garbage trucks, man lifts and fork lifts to large scrapers and front end loaders.

Our market penetration has been small, but the potential is huge. HTB's are in use at the Pennsylvania State Department of Transportation and a contractor in Greensburg, PA. All hydraulic equipment dealers and state contractors are potential customers.

INDEPENDENT HYDRAULIC COMPONENT REPAIR FACILITY

Throughout the country, there are hydraulic component rebuilders involved in the business of rebuilding and repairing hydraulic components for a profit. Quite a few of these companies operate quality shops and promote quality rebuilding. These companies represent excellent potential for HTB's.

Typical users include:

- Southwest Hydraulics Co., Knoxville, TN
- General Engineering Co., Abingdon, VA
- Sterners Co., Quakertown, PA
- Hydro Service Inc., Waynesburg, PA

FLUID POWER DISTRIBUTORS WITH REPAIR/REBUILD FACILITIES

Typical users include:

- Gulf Controls Co., Tampa, FL
- Scott Industrial Systems, Inc., Indianapolis, IN
- Hydraulic & Air Equip. Co., Seattle, WA
- Carl J. Kennedy Co., Phoenix, AZ

UNIVERSITIES, COLLEGES, AND VOCATIONAL TECHNICAL SCHOOLS

The education market represents another outstanding market for our test benches. Educational institutions purchasing test benches tell us it's extremely beneficial for their students to see the pumps, motors, valves and cylinders which they dismantle and study, operate under full pressure/load conditions. Instructors and professors have informed us that their students learn substantially more hydraulics using an HTB than they learn from the smaller training type test stands.

Typical users include:

- Seattle Community College, Seattle, WA
- North Dakota State School of Science, Wahpeton, ND
- Madison Area Technical School, Madison, WI
- Toronto Trade School, Toronto, Canada

SPECIALIZED HYDRAULIC COMPONENT REPAIR

There are a variety of specialized markets requiring hydraulic component repair and testing.

Typical users include:

- Airlines - HTB's are used to test rebuilt components on ground support equipment. TWA, United and Delta use our HTB's.
- Public Utilities - HTB's are purchased to test hydraulic components used in mobile cranes, post hole diggers, hydraulic lifts and all other types of mobile equipment. Utility HTB users include Duquesne Light, Penn Electric, Utah Power and Light Co.
- Mines
- Railroads
- Shipyards
- Military



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