

## Problem

Prospect was using multiple cellulose elements on their bulk storage, oil reclamation system and not being able to achieve expected ISO cleanliness levels and element service life intervals.

## Solution

We were able to sell them on the value of using our synthetic Excellement® (Z) media to provide expected downstream fluid quality results as well as our element service life characteristics to provide significant annual cost savings.

Projected usage of our KZ, special length elements in 4 grades of media is 77 elements/month. Customer will be doing a formal trial installation in July 2007 and standardizing on our SBF element shortly thereafter.

Schroeder Market Manager: Ken Nicholas

<b>Customer</b>	Oil Reclamation Systems
<b>Type of Machinery</b>	Rock Blast Drills
<b>Reservoir Capacity</b>	3,000 Gal
<b>Operating Fluid</b>	Shell Tellus, ISO 68 (Used)
<b>Schroeder Product</b>	KZ, Various Grades, Special Lenth Elements
<b>Customer Problem</b>	Cellulose element was not meeting their ISO cleanliness specification and providing expected service life intervals

