



## CONSERVATION OF RESOURCES

# 100% Jump in Quality Protection for Mini Tracked Derrick Rig

### Technical Application Bulletin

#### PROJECT BACKGROUND

##### DISCOVER



##### DIAGNOSE

- An ICUEE show sales lead for a small to mid-size OEM account that specializes in mini tracked digger derrick units.
- Reviewing their products, we noticed they use Zinga for their pressure & return filtration needs.
- Initially pursued as a possible candidate for our “TNK” line of plastic roto-molded tank packages & solutions.

- Our long term intent would be to private label their housings, elements and for aftermarket parts retention from the start.
- With that in mind, we crossed their replacement elements to a Schroeder equivalent.
- Their current retention rate on consumables is less than 20%, losing the bulk of this business to a will fit via a third party.

#### INDUSTRIES



#### DESIGN

**What We Did:** With Zinga’s struggling with delivery and availability of product from the COVID-19 pandemic, we were able to take a long-term approach and turn it into a win overnight.

#### Course of action

1. Supply chain issues for Zinga lengthened lead time, creating line down situation on customer’s end and failed to delivery product.
2. From a form-fit-function standpoint, we were able to cross the Zinga P3000 series pressure filter to a Schroeder YF30 top-ported pressure filter.
3. The cartridge element used in the YF30 is also interchangeable with the Zinga P3000. Making it forward, as well as backward compatible with units already in the field, so one part number is required on the service side.





### DELIVER

- In part of our QuickDelivery program, we were able to modify our YF30 housing and incorporate the same features & options present on the Zinga P3000 filter, turning 12-pieces around in less than 10-days which avoided a possible line down situation.
- The mounting pattern was different and required some modifications on their end, but has since been changed on the fabrication of their frame to accommodate our product moving forward.

YF30	Without YF30	With YF30	Savings
Cost Savings	\$95.00	\$78.88	\$16.12
	\$15,200	\$12,620.80	\$2,579.20
Flow Rating	18 gpm	25 gpm	9 gpm
	\$19.72	\$15.77	>\$5
Element Price	\$3,451	\$2,759.71	\$691.25
	\$4,930	\$3,942.50	\$987.50
Aftermarket Replacement Elements	20%	45%	25%
Quality Protection	0%	100%	100%



### CUSTOMER BENEFITS

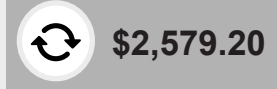
- Top-ported pressure filter
- All aluminum assembly
- Meets HF2 automotive standards
- Offered in straight thread porting
- Optional drain plug in bowl for easy servicing
- Available with non-bypass option

### FURTHER APPLICATION AREAS

- Industrial
- Steel Making
- Power Generation
- Construction

### ROI

#### Cost Savings (\$)



#### Quality Protection (%)



#### Underlying values:

Converting the Zinga P3000 top-ported pressure filter to the YF30, Schroeder was able to show immediate savings per assembly. By switching to the YF30, their yearly cost savings will result in \$2,579.20 saved.

Schroeder was able to provide a 100% increase of quality protection using Lock & Key Feature prevents from 3rd party will fits and inferior quality products, reducing warranty claims and total cost ownership

### PRODUCT SPECS

#### YF30

- Flow Rating:** Up to 25 gpm (100 L/min) for 150 SUS (32 cSt) fluids
- Temp. Range:** -20°F to 225°F (-29°C to 107°C)
- Weight of YF30-4Y:** 3.75 lbs. (1.70 kg)
- Weight of YF30-8Y:** 4.25 lbs. (1.93 kg)
- Max Operating Pressure:** 3000 psi (210 bar)
- Min. Yield Pressure:** 10,000 psi (690 bar), per NFPA T2.6.1