



Anti-Wear Hydraulic Oil

What Is Its Place

SWEPCO 704 Anti-Wear Hydraulic Oil is an all-temperature, anti-wear hydraulic oil designed with a technically advanced additive package to provide superior protection from wear, rust, corrosion, sludge, oxidation, varnish, foaming and emulsification.

Feature/Benefit Analysis

As is the case with any product, the greatest success comes from matching the product's features and benefits with the prospect's needs.

Here are the primary features and resulting benefits that will be of interest to prospects for SWEPCO 704:

Premium quality, 100% paraffinic, high VI straight solvent refined base stocks provide unexcelled resistance to high temperature oxidation which is the cause of many hydraulic system problems. Ultimately this translates to longer drain intervals, lower consumption and less downtime and maintenance cost.

Advanced additive package provides comprehensive protection from wear, oxidation, varnish, sludge, corrosion, rust, shearing, high temperature thinning, low temperature thickening, foaming and emulsification.

LOA Program allows customers to safely extend the service life of SWEPCO 704. Reduces oil cost, disposal cost, downtime and maintenance labor.

Prospect Tips

As a high performance hydraulic oil, SWEPCO 704 is targeted directly at

any application where maximum hydraulic system performance and cost efficiency are desired.

Top Five Prospects

- Excavating & construction companies (excavators, dozers, back hoes, scrapers, cranes, dump trucks, shovels, loaders)
- Asphalt paving contractors (paving machines, skid loaders, rollers)
- Plastic, brick, glass and other high temperature manufacturing applications
- Agriculture (tractors, combines, harvesters, balers)
- Heavy equipment rental companies

Other Good Prospects

Waste management companies, hydraulic stamping and forging equipment, blow molding operations, quality-conscious hydraulic system service companies, marine applications, logging and paper mills, mining and virtually any other prospect with hydraulic system applications.

Some Specific Lubrication Points Which Should Be Explored

Any prospect whose hydraulic system efficiency prevents them from achieving maximum productivity; hydraulic systems which experience overheating or are operated in high ambient temperature; hydraulic systems which require precise motion control; hydraulic systems which are experiencing varnishing of pumps,

valve assemblies or other hydraulic system components; systems with high maintenance costs; systems which are experiencing damage to o-rings, seals and hoses from synthetic type products; hydraulic systems which are experiencing blown hoses or surging during use; hydraulic systems with cold weather emulsification exposure or other water exposure; owners of equipment which must be allowed to cool down periodically during extended use.

Common Customer Experience

" . . . One customer changed oil twice on each of the two new power units which continued to malfunction. The units were under factory warranty, so at the manufacturer's suggestion, he kept using the same "break in" oil that came with the power unit. He couldn't believe the oil was the problem, having changed twice, so he finally called us and said fix them. All we did was dump, clean and fill the reservoirs with SWEPCO #704. No trouble since." -- Hydraulic Service Company

" . . . We started using SWEPCO #704 in our simulators in August 1991 due to the numerous problems we had encountered with the synthetic oil that we were using. We were experiencing an unusually high failure rate of seals and hoses on the simulator motion systems. Following the replacement of our synthetic oil with SWEPCO #704 petroleum based oil, we have had no premature failures of our seals or hoses. This has allowed us to provide the government with increased reliability of the A-6 simulator with no hours lost in downtime due to hydraulic fluid as well other components." -- Aircraft Simulator Co

" . . . I was personally amazed by the approximately 20% temperature reduction I saw in our Blow Mold Machine. Prior to

installing SWEPCO, we were showing temperatures of 130 degrees. After changing to #704, we dropped the temperature to 109 degrees. At first I told our staff that no way in heck did the fluid do that by itself. But in implementing it in other areas, I saw as much or slightly more reductions." -- Milk Plant

"We are also using SWEPCO 704/20wt in our digger derrick because of moisture and hot temperatures we were experiencing. The 36 KV rating was assurance enough to try it and it has solved our problems! I'm glad we made the change to SWEPCO Lubricants and have recommended it to some of the utility companies we work for to reduce disposal costs and maintenance downtime." -- Heavy Construction Contractor

"We have been using SWEPCO #704 Hydraulic Oil in our Power Tongs for the past eight years, and have eliminated two major problems through the use of this specialized high quality product. Previous to using SWEPCO #704, we were having serious pump failure due to condensation and emulsification of hydraulic oil and water especially during cold weather. Foaming was a major problem during hot weather or extended periods of operation. We have reduced down time to a very minimum, which also results in a savings of parts and labor. We will continue to use #704 and highly recommend it for use in any hydraulic system." -- Hydraulic Service Co

"We feel we can make a fair appraisal because of the success we have had with our rental fleet. With the use of SWEPCO #704 hydraulic oil, we have eliminated foaming, fewer leaky cylinders, plus most important of all, cooler running hydraulic pumps. Our hydraulic valve banks last longer and we are experiencing less valve chatter." -- Equipment Rental Co



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