

**BAUMA, Shanghai 2014:
With case studies, data and “Simulator”, DYNAVIS® technology
reveals untapped fuel savings in hydraulic fluid**

Shanghai, China – Change-out the hydraulic fluid in your excavator and save \$4000 a year. That was the only incentive needed to get CEO Rainer Schrode of Schrode GmbH civil engineering and road-building company to test a commercially available hydraulic fluid formulated with DYNAVIS® technology.

Schrode’s story is one of three case studies compiled and featured in the display of DYNAVIS® technology at this year’s BAUMA China in Shanghai. The display, at DYNAVIS® stand at the Shanghai New International Expo Centre, is the hydraulic fluid technology’s inaugural trade show appearance in China, after previous appearances at major hydraulic equipment shows in Europe and North America.

DYNAVIS® technology is an innovative approach to achieving higher levels of fuel efficiency and productivity developed by scientists at Evonik Industries. “DYNAVIS® technology focuses on formulating hydraulic fluids that meet higher performance standards,” explains Carlos Vernet, Marketing Manager, DYNAVIS® Asia Pacific. “In laboratory tests and field trials, hydraulic fluids formulated to DYNAVIS® technology performance standards have achieved fuel savings averaging around five to ten percent versus a conventional monograde ISO 46 fluid, with some field tests having recorded gains of as high as 30 percent,” he adds.

Fleet owners of hydraulic equipment like Rainer Schrode are discovering until-now hidden profit simply by changing out their hydraulic fluid to one formulated to DYNAVIS® performance standards. Schrode’s test of the DYNAVIS®-formulated fluid more than proved itself in terms of fuel efficiency. And with it came a noticeable improvement in performance. Schrode’s excavator operator Dieter Pukowski explains.

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“The excavator didn’t lose power when I activated multiple functions. I could feel it. With the new fluid, there was no power loss.”

For BAUMA, the DYNAVIS® display includes a specially-designed “Simulator” which gives visitors to the stand a strong impression of the difference DYNAVIS® technology makes. “When visitors to the stand jump on the “Simulator” they feel the power of a hydraulic fluid formulated with DYNAVIS® technology,” notes Carlos Vernet.

All three DYNAVIS® technology case studies are featured in the BAUMA stand. In addition to the Schrode story, there are videos and graphic presentations of similar field tests at Screen-Renting BVBA, a construction debris recycling company, and at Ghizzoni S.p.A., a company specializing in pipeline excavation.

“Our goal in BAUMA is to engage local hydraulic equipment end-users (e.g. excavators, loaders, etc.) in trying our proven DYNAVIS® technology to achieve higher levels of fuel efficiency and productivity. Meanwhile, we would like to welcome OEMs and Oil Formulators to our booth, to explore the robust marketing tool box we have developed to support them and their distribution network in promoting and selling high performance hydraulic fluids”, notes Carlos Vernet.

The DYNAVIS® technology display will welcome visitors daily from 9 AM to 5 PM Tuesday to Thursday, Nov 25–27, and from 9AM to 3PM on Friday, Nov 28 at booth No. E1.170 at Bauma China 2014. For more information about DYNAVIS® technology, please visit dynavis.com.

About Evonik’s Oil Additives Business Line

Evonik’s oil additives business line has taken a leadership role in developing lubricant additive technology designed to improve fuel efficiency and productivity. In addition to the impressive fuel savings and productivity gains achieved with DYNAVIS® technology for hydraulic fluids, energy saving results

have also been demonstrated with VISCOPLEX® Viscosity Index Improvers (VIIs) in engine oils, driveline fluids and gear oils. Evonik's VISCOBASE® technology offers an ideal balance between a very shear-stable VII and a synthetic base fluid, supporting the high-performance lubrication needs of applications such as Wind Turbine Gear Oil (WTGO). In all of its many applications, Evonik strives for resource efficiency, reducing operating costs as well as CO2 emissions. For more information about Evonik's oil additives business line, visit evonik.com/oil-additives.

Company information

Evonik, the creative industrial group from Germany, is one of the world leaders in specialty chemicals. Profitable growth and a sustained increase in the value of the company form the heart of Evonik's corporate strategy. Its activities focus on the key megatrends health, nutrition, resource efficiency and globalization. Evonik benefits specifically from its innovative prowess and integrated technology platforms. Evonik is active in over 100 countries around the world. In fiscal 2013 more than 33,500 employees generated sales of around €12.7 billion and an operating profit (adjusted EBITDA) of about €2.0 billion.

Evonik Industries has been producing specialty chemical products in the Greater China region (Mainland China, Hong Kong and Taiwan) since the late 1970's; with wide-ranging trading relations already in place prior to this in the region. Evonik regards Greater China as one of the driving forces of the global economy and we consequently endeavour to grow our business in the region. The company now has around 3,200 employees in the Greater China region, the regional sales reached over €1 billion in 2013.

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