

Welcome to the twenty-second edition of the Turolla quarterly Newsletter. Well into the Spring season, we are taking advantage of the increased activity in the market place by strengthening our organization to ensure both a dynamic and competitive platform and meet the increasing demand. Therefore, in this edition, you will find the latest news from our organization, people-wise, news from our production site in Ames, and a refreshing update from one of our Partners, who now make it possible to order smaller volumes of cast iron pumps in Europe.

Finally, as always, your valuable feedback is very much appreciated and welcomed – because your opinion matters!

So, for the next five “reading-minutes” – enjoy!

Best regards, Ulrik Krag - Manager Partner Companies Europe

### **New Global Sales Director**

In our efforts to support the growth path Turolla is following, we are happy to welcome Mr. Duane Hampton as our new Global Sales Director.



Mr. Duane Hampton

Mr. Hampton brings more than 20 years of experience, most recently leading Sales & Marketing at CRS Reprocessing.

He holds a master's degree in Business Administration from Baldwin Wallace College and a bachelor's degree in Mechanical Engineering from Cleveland State University.

His main area of responsibility in Turolla will be ensuring that our 2020 Plan is well implemented and executed.

Mr. Hampton will be working from our facility in Ames, USA.

### **New Application Engineer**

Providing competent and effective technical support, is how we can help you to win new opportunities and market share.

To achieve this, we are constantly upgrading and enlarging our technical support department.

### **New Application Engineer – cont.**

We are therefore happy to welcome another Product Application Engineer to our Global PAE team in Turolla, Mr. Ondrej Mak.



Mr. Ondrej Mak

Mr. Mak, has several years of experience, most recently as design engineer at KINEX Bearings, Aviation Division. He holds a master's degree in Automotive Production from the Technical University of Kosice, Slovakia.

Mr. Mak will be working from our facility in Povazska, Slovakia.

### **New Turolla Test Stand in Ames**

Recently we finalized a significant investment at our production site in Ames with the installation of the latest testing technology.



Being able to test both aluminum and cast iron units on the same equipment enables a more flexible test foot print.

### **D-Build Center – Partner Support**

When pursuing new opportunities, related to our D-series program, it's often the lead time of prototypes for testing at the end-customer site that can be a challenge.

However, an option to help meet this challenge is to utilize the D-Build Center facility of Sauer Bibus in Germany.

In terms of lead time, Sauer Bibus can, in most cases, deliver a CI-D unit within a week – a significant improvement compared to current standard lead times of 10-12 Weeks. Of course, this option concerns small volumes only.



The so-called D-Build Center, in short, is basically a facility for building pumps to meet short lead time demands, including the functional performance test per Turolla's production standards.

For more detailed information and special Turolla Partner support concerning D-Build solutions, please contact Sauer Bibus.

### **Your contact at SAUER BIBUS:**



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