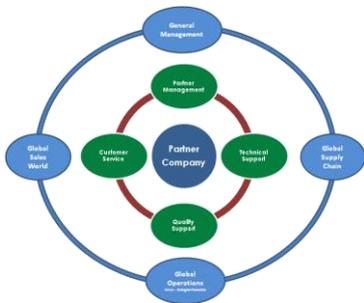


Welcome to the third edition of the TurollaOCG quarterly Newsletter. Please allow us to use the opportunity to thank You, our European Partner Distributors, for the continuous positive feedback and especially the confirmation of both the scale and digressive content of our Newsletter concept – Your opinion determines the future of the Newsletter! In this edition You will find news from our world concerning organizational changes and focus areas, the Partner network and it's enlargement and as topic: a new tool for easy configuration ready to be shared among all Partners. So, for the next five "reading-minutes" – enjoy!  
Best regards, Ulrik Krag - Manager Partner Companies Europe

### Organizational changes

In our efforts to be aligned with the continuous challenges in the market place, we have initiated a process to meet these by introducing a more lean and effective organizational structure.



Special enforcement will be in Global Sales and Global Supply Chain.

The former, Global Sales, being simplified and thereby closer to both market and organisation in order to capture impulses and opportunities faster.

The latter, Global Supply Chain, becoming an independent focus area to ensure that our best-in-class value proposition, special availability and quality, remains untouched.

I am convinced above new organizational structure will be well implemented and become a strong player among the others in TurollaOCG. And through a strong set-up new challenges can be meet successfully in the market place.  
Best regards, Riccardo Carra - General Manager

### News from Our Global Supply Chain

In our pursue to grow the business significantly over the next years and at the same time manage efficiently calls for organizational adjustments inside TurollaOCG. One of the changes and thereby emerging focus areas is Supply Chain.

Leveraging the full potential of our global supply chain network in a dynamic environment is a vital element for our future success.

Demand planning and information flow from our customers (You) through our organization to our suppliers, best-in-class logistics and continued optimization of inventories are important in this process.

In order to secure a successful path and a sound platform in our Supply Chain I will focus 100% and head the efforts needed within the Global Supply Chain department.



And allow me to add, with the knowledge from previous assignments in the market field I have really very much enjoyed working together with all of you.

The established relationships and knowledge I treasure very much and it will be a strong beneficial input for my further work in Global Supply Chain.  
Best regards, Axel Klapper - Director Global Supply Chain

### Topic: New Configuration Tool

For some time now we have been working on providing tools that could ease the daily work in the front-line. One of these now ready to be shared among all Partners is a configuration tools covering most of our released AI-programme.



Through some few selection steps it is possible within a very short time to retrieve both the Master Model Code and the part number. The tool can be provided to you by contacting your normal TurollaOCG contact person.

Best regards, Antonio Moscato - Technical Support Engineer

### New Partner Distributor in Poland

A new Partner Distributor has just been welcomed into the Partner Network of TurollaOCG.

The company, Bibus-Menos, has a strong presence in the Polish market for both pneumatic, mechatronic and hydraulic solutions. The company covers the whole of Poland through subsidiaries and agencies and has it's headquarters in Gdansk.

The company has a long and proven history within its field and is a joint-venture partner with the Bibus Hydraulic Group since 1999.  
Best regards, Ulrik Krag - Manager Partner Companies Europe