

Welcome to the second edition of the TurollaOCG quarterly Newsletter. From the feedback of the first edition we are very happy to discover that You, our European Partner Distributors, have perceived this initiative both positive and relevant.

In this edition You will find news from our management world, the Partner network and a follow-up on last edition's topic: Fan-Drive Applications. The latter will be focusing on special tools, useful when interacting with end-customers, and latest news regarding acquiring demo application. So, for the next five "reading-minutes" – enjoy!

Best regards, Ulrik Krag - Manager Partner Companies Europe

### Changes in the Driver seat



Riccardo Carra is the new TurollaOCG General Manager, effective February 1, 2012.

Riccardo replaces Gunnar Dæhlin, who retired from

Sauer-Danfoss at the end of last year.

Riccardo joined the company in 1996 (Sauer Sundstrand at that time) as the Engineering Manager for the Open Circuit Gear operations in Bologna. In the years 1996-2005 he covered different roles in the Open Circuit business.

From 2006 to 2011 Riccardo has been in charge of Global Technical Sales and then Global Sales and Marketing for the Sauer-Danfoss Mobile Electronics Business Area.

Before joining Sauer-Danfoss, he has been working at Comer Industries (gear boxes), Marzocchi Pompe (gear pumps), Marzocchi Suspensions (motorcycle suspensions), and at Annovi Reverberi (piston pumps), mostly in Engineering and R&D roles.

Riccardo holds a Master in Mechanical Engineering, a PhD in Advanced Fluid Dynamics and a MBA. He lives in Modena (Italy) and has his office in the Bologna TurollaOCG plant.

TurollaOCG has nearly completed a very successful turnaround and it is time to look ahead with great ambitions. Riccardo will focus his effort on leading TurollaOCG in the next step, to profitably grow the business globally, leveraging on the Value Proposition based on Service, Quality and Delivery. Best regards, Axel Klapper Director Global Supply Chain, Sales Distributors Europe & Asia Pacific

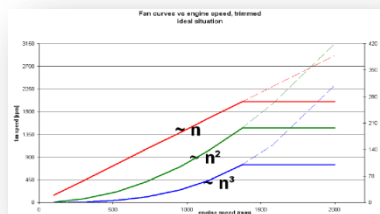
### Topic: Fan-Drive Applications & Tools

During the last three months we have received many requests for support in selecting the right products for Hydraulic Fan drive applications.

Above tendency is very much welcome and the TurollaOCG application team have completed all mentioned requests successful and fast.

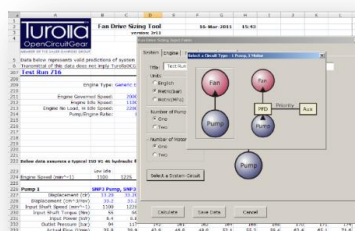
In addition to above on-site support, we will now start to introduce a more remote orientated support regarding the introduction and usage of both our General Fan Drive Introduction and, especially, Fan Drive Tools.

Through LiveMeeting Fan Drive Seminars You should now be able to gather your internal experts and receive the knowledge foundation for a successful conceptual approach concerning the machine cooling demand pattern as well as the right selection of products for final end-customer solution.



Regarding the Fan Drive tools these are:

- sizing tool - to determine pump and motor displacements in worst case application condition.
- Fan drive comparison tool – to compare several fan drive options and calculate the cost-benefits based on the machine duty cycle.



### Topic: FD Applications & Tools – continued

Further – we are working on a complete Fan Drive Demo Application unit package which can be either bought at an attractive demo price or rented at a favorable rent.



Finally, If you would like to know more about Fan Drive application tools, Seminars and how our application team can support you in your business as well as the Fan Drive Demo Application unit, we very much welcome you to contact your local TurollaOCG contact for further assistance and arrangement(s).

Best regards, Juraj Hanusovsky - Fan Drive Application Leader

### New Partner Distributor in Germany

A new Partner Distributor has just been welcomed into the Partner Network in Germany.

The company, Weser-Pumpen, is specialized in the off-shore sector and has it's main operation field in the area of Bremen, North-West part of Germany.

The company has a long and proven history within its field and has recently been included in the Bibus Hydraulic Group. Best regards, Ulrik Krag - Manager Partner Companies Europe