

A big welcome to the sixth edition of the TurollaOCG' quarterly Newsletter. After three months already passed of the New Year we are happy to present You for some interesting highlights from our world concerning organizational matters and auditing as well as a snap shot view of our upcoming Bauma Exhibition Stand in Munich. Further, this edition's topic "a retro-fit story" is meant to illustrate the capabilities of our System Application Task force team and the outcome, when they are challenged. Finally, as always, Your feedback is very welcomed and will be well received - because only Your opinion matters! So, for the next five "reading-minutes" – enjoy! Best regards, Ulrik Krag - Manager Partner Companies Europe

### New CTS Manager & SDM, Italy

As you may recall we are on a journey of changes with the aim to pursue successful new business opportunities.

In this respect we are happy to welcome Andrea Boni, our new TurollaOCG Commercial and Technical Support Manager for Europe and Sales Development Manager in Italy.



Andrea joins us with more than 6 years of experience from the Hydraulic business field: Product Manager at Bucher Hydraulics, CNH Resident Engineer and Application Sales Engineer at Hydrocontrol.

Andrea Boni will report directly to me and work from the Turolla Bologna Plant location.

Best regards, Massimo Dovesi -  
Global Sales & Marketing Director



### OEM Audit of our Povazska Plant

Our Slovakian Plant in Povazska Bystrica has recently successfully passed the John Deere JDS-G223 audit with the overall score of 75%.

The audit, conducted by an official from the Supplier Quality Engineer department of the John Deere Construction & Forestry Division, lasted three days.

The assessment revealed Zero Major observations, One Minor observations and Eight Opportunities for Improvements. Among several highlights the following competitive strength parameters were highlighted:

- Quality Consistency: Customer Return Rate over 4 years: 250 PPM
- Orderly Plant / Housekeeping / 5 S
- Sub-Supplier Audits – traceability

Best regards, Pavol Rigoci –  
Manager Global Quality



### Bauma 2013

As you may already have recognised from many peoples' electronic signatures this year's biggest Trade Fair is about to take place in the middle of April in Munich, Germany.



Like at previous occasions the Sauer-Danfoss Group will be present including the stand-alone business units as an integrated part of their exhibition stand.

TurollaOCG will be located in the center of the exhibition stand surrounded by the other Group members of Sauer-Danfoss.



In advance, we both welcome and encourage You to visit our booth: number 313 in Hall B4 - we may have some interesting news to display for You related to our product port folio – as a hint You may find some clue(s) in the following article concerning "Bauma 2013 Appetizer"! Looking forward seeing you at Bauma 2013!

Best regards, Ulrik Krag - Manager Partner Companies Europe



### Topic: A "retro-fit" Exercise

At the end of last year, Sauer-Danfoss office in China bought a second hand concrete pump truck, stripped it down and in cooperation with TurollaOCG retrofitted it new components.

The System Application Task force team from TurollaOCG took part in the redesign of the original circuit and provided new tandem pump for work functions, fan drive motor and water jet motor.

These activities resulted in an increased performance, decreased price and improved user experience with the machine.

### Topic: A "retro-fit" Exercise - continued



Besides measuring the hydraulic circuit on the machine like system pressure, flow and temperature the main purpose has been to ensure the hydraulic products were working well and, if possible, define possible problem areas and make recommendations to avoid these.

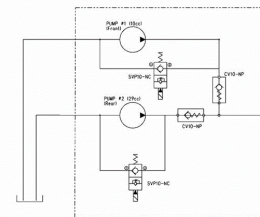
Once completed in April, the improved concrete pump truck will be presented to its original maker (Sany) and will also serve as a showcase for other concrete pump truck OEMs.

If you would like to know more about our System Application Task force team we very much welcome you to contact your local TurollaOCG contact for further assistance and arrangement.

Best regards, Juraj Bittner – European Engineering Application Team



### Bauma 2013 Appetizer



A new cast iron tandem pump is to be introduced – will be showcased at the Bauma 2013 Exhibition. It will be equipped with a solenoid bypass valve in each section and is able to provide 3 different flows on demand.



Looking forward seeing you at Bauma 2013!  
Best regards, Juraj Bittner –Application Engineer