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Fluid Power Solutions for Demanding Applications

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The Oilgear Contact

News from the Oilgear Systems and Aftermarket Business Units

MARCH 18, 2009

In Hydraulic Power, Time is Money

An Introduction to the "New" Oilgear

Over the past one and a half years, Oilgear has renewed its focused commitment to provide our customers the highest level of quality in our systems, products and services. During that time we have been quite busy renovating our Aftermarket Repair Center, and retraining the staff. We have been able to achieve more efficient processes, without sacrificing our exceptional quality. With our enhancements, we have realized much improved lead times in the repair and exchange of equipment: 1-2 days turnaround for an exchange unit or 1-2 weeks to repair your equipment and return it to you. Plus, as a result of improving our efficiency, we are able to reduce our cost; therefore some prices have even come down. And these days, every little bit helps!

We have also developed new training programs and advanced tools for our Field Service and Systems Engineers to provide faster and more efficient responses to customer requests or requirements. To further improve our timeliness, we have established a "small retrofit" function within the Aftermarket Business Unit for faster response to small hydraulic, electronic, or control retrofits that either need quick turnaround or must fit into a shutdown window.

In addition to the changes taking shape in Milwaukee, we are hiring new field service

engineers and have established regional territories. With this change our local service engineers will have knowledge of the equipment in your



Oilgear's commitment to customer satisfaction is leading to shorter lead times and dramatic efficiency improvements.

plant instead of sending people across country to support your facility and maintenance personnel. When we implement a system in your plant, we will train our local field engineer during the design, build and implementation of the system so you will have trusted and knowledgeable support for your system starting from day one.

As always, our Systems Business Unit continues to provide Integrated

Solutions involving Hydraulics, PLC, and PC based controls for numerous industries.

Our Engineered Solutions continue to provide Hydraulic, PLC, and PC based machine controls specifically tailored to each high-performance application, all through engineers with significant industry-based experience. We have re-organized and expanded our Milwaukee facility into multiple assembly cells and established a dedicated assembly team, which allow us to process multiple large Systems simultaneously.

Lastly, we continue to refine our hydraulic and mechanical engineering groups, which allows us to provide superior designs, drawings, simulations, and documentation to our clients. Our Electrical Engineering group continues to lead the way in developing and providing PLC & PC based machine control systems, HMI, Safety, and data collection applications using the latest available software.

Your comments are always welcomed as we continue to grow.

Silas Nichols
Vice President, Aftermarket and Systems



Oilgear

No More Costly Shipping!



YELLOW

Oilgear develops alliance with Yellow to improve service and reduce cost for our customers

"In forming this new alliance, Oilgear will be able to offer customers very competitive rates for shipping, and Oilgear will handle all of the shipping arrangements."

The Oilgear Company has recently formed an alliance with Yellow Freight to better service our customers' shipping needs. Yellow Freight provides seamless service throughout North America, which is one of the key reasons we decided to work with them for our own shipping requirements. By Oilgear developing this relationship, you will be offered the opportunity to better manage your shipping costs and delivery times. In forming this new alliance, Oilgear will be able to offer customers very competitive rates for shipping, and Oilgear will handle all of the shipping arrangements for you. We would generate the bill of lading for you and arrange the pick-up and the delivery of your Oilgear repair or exchange components.

As an Oilgear customer, the following services are available to you, and Oilgear will handle all of the arrangements and paperwork.

So give us a call at 888-OILGEAR to see if we can save you some money on your next Oilgear product repair in our new state of the art repair facility. You can count on us for quality and on time repair of your products.

Standard Ground™

- More direct delivery points in North America than any other provider, covering all 50 U.S. states, Canada and Mexico
- Next-day and regional two-day standard service
- Service for international shipments
- National network of certified providers with the capability to meet any truckload need
- Full range of equipment, including 53-foot dry vans, flat beds, air ride and single and double 28 foot vans

Expedited:

- Seamless air and ground, time-specific delivery throughout North America at your specification

Exact Express®

- Day- and time-specific delivery by air and ground throughout North America
- Proactive shipment management and notification by a dedicated team
- 100-percent customer satisfaction, guaranteed

Expedited Direct™

- Next-, second- and third-day air service
- Door-to-door service
- End-to-end shipment visibility

Guaranteed:

- Definite Delivery®—Guaranteed delivery by your must-arrive-by-date or within your delivery window

Coupon for FREE SHIPPING

This coupon is redeemable for any spare parts or repair orders that are placed by June 30, 2009.

You must mention this offer when you place your order* and use code: OGAMFS

Remember: the more that you order, the more you will save on shipping costs

*Limit one coupon per Company for repair orders specifically.

...The more that you order, the more you will save on shipping costs...

Increase Efficiency with Upgraded Electronic Controls

Oilgear has been supplying electronic controls to the world's industry for over 50 years.

The original systems were based on AC control technology, and offered a level of control not previously available in any system.

That equipment was replaced in the 1970's with analog electronics in a swing frame rack package.

The analog system used several different modules, hard-wired together to allow customized, complex control systems to be created.

In the 80's a smaller "mini-rack" format was developed for systems that didn't require complex control.

Oilgear has now developed a next-generation, programmable amplifier. This compact device mounts on a DIN rail. A single card provides most of the functionality of the multi-card AC and analog systems.

The EPC, or Electronic Pump Controller, can be supplied to interface with servo or proportionally operated pumps and valves. Configuration data can be archived and downloaded into a spare module, eliminating calibration time, if a replacement is required.

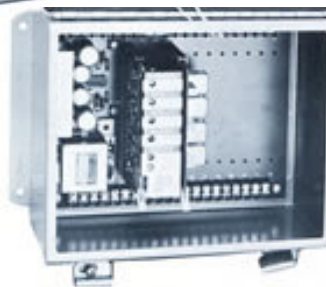
AC Amplifier



Analog Rack



Mini-rack



EPC Controller



The AC system has been obsolete for many years and cannot be supported since many of the components are no longer available. Several of the modules in the analog system have also become obsolete.

An extended downtime could occur if an obsolete component fails.

Oilgear has upgraded hundreds of old control systems worldwide, helping our clients save money through higher efficiency and increased reliability. With this experience, we can now provide programs that ensure a smooth transition from your old control system.

With advanced software that is written specifically for your application, the return on investment from such a simple upgrade can have astounding effects on the bottom line. The cost of the upgrade will easily be recouped by preventing even one unnecessary downtime.

A proactive approach to prevent unscheduled events should include a plan to replace all obsolete or outdated equipment.

Give us a call at 888-OILGEAR to schedule a visit with an Oilgear Sales Engineer to discuss upgrading your system.

Whether your equipment was originally supplied by Oilgear or someone else, we can provide a solution that meets your modernization requirements.

Aftermarket Repair Center

**GOOD AS NEW.
GUARANTEED.**

The Oilgear Company is dedicated to helping you keep your equipment up and running. Our repair and exchange programs are designed to meet that goal.

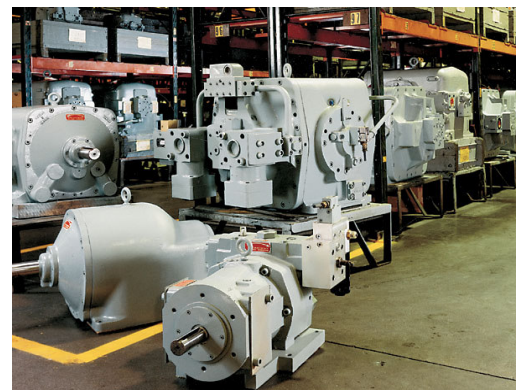
Along with providing proprietary knowledge, high quality parts and exact specifications to service Oilgear equipment properly, we have now completed the renovation of our Aftermarket Repair Center.

The center has been updated and staffed to

provide exceptional quality and more efficient processes to handle the repair of customer equipment. We have properly trained Oilgear employees available, during all business hours, in order to answer any questions you may have about a potential repair.

We are excited to announce that the new center has made it possible for Oilgear to provide a 1-2 week turn around time on repairs and a 1-2 day turn around on exchange units.

If you have a suspicion that your pump is about to fail, or if you are already in need of a repair, give us a call at 888-OILGEAR.



Oilgear remanufactured pumps

Service Technicians Now Available in TX, WI, and CA

Oilgear has expanded our service support network to the south, central, and western regions, with the addition of Terry Crawford in Texas, Alex Mitchell in Wisconsin, and Steve Shubin in California.

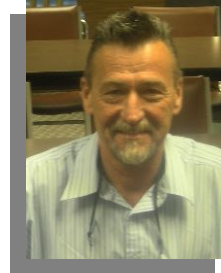
To schedule service anywhere in the country, please call our Service Coordinator at 888-OILGEAR.



Terry Crawford
tcrawford@oilgear.com
cell phone: 414-520-0247.



Alex Mitchell
amitchell@oilgear.com
cell phone: 414-218-0875.



Steve Shubin
sshubin@oilgear.com
cell phone: 414-379-1848.

Terry has over 18 years mechanical background experience, with an emphasis on hydraulic / pneumatic equipment and systems. He has had electrical and utility experience for 16 years. Terry's office and home are located in Lindale in East Texas.

Alex has over 15 years of electro-mechanical and industrial automation experience. He has worked extensively in the paper, pulp, and automotive industries. Alex will be working out of the Oilgear Milwaukee Facility.

Steve has over 20 years of electrical and mechanical background experience, with emphasis in hydraulic systems, components and controls. Steve's office and home are located in Norco, California.

Coal Stacker for Power Plant Addition

A Coal Stacker supplied by Forderanlegan Magdeburg (FAM) headquartered in Germany was commissioned in October 2007 at the Elm Road Power Plant Addition in Oak Creek, WI just south of Milwaukee. The Coal Stacker is used to evenly distribute coal inside a storage building that has a foot print larger than a football field. From the coal storage building the coal is conveyed to a crusher building and then to power plant furnaces. Oilgear-GMBH received an order from FAM to supply a small hydraulic



power unit and cylinders for use on the Coal Stacker. The Oilgear system precisely raises and lowers the boom conveyor that distributes the coal within the storage building. Precise control is required to maintain the height in

FAM Coal Stacker with Oilgear Boom Control System

which the coal drops in order to minimize explosive dust that can be created.

Since the system was being delivered to the Milwaukee area, Oilgear-GMBH opted to have Oilgear Milwaukee design and build the power unit. Oilgear-GMBH supplied the cylinders. The small 100 gallon custom designed power unit uses an Oilgear PVM-025 pump. All the electrical equipment is explosion-proof rated. The 116" stroke cylinders are controlled by twin 15 GPM servo valves.

Although the new power plant addition will not go online until 2009, the FAM Coal Stacker is currently in production as the new coal storage building supplies both the original power plant and the new addition.

About The Oilgear Company

At Oilgear, our core product offerings include the design and manufacture of high-performance engineered fluid power components, the design and assembly of fully integrated electrohydraulic control systems, and providing global life-support aftermarket service for our customers' operations. Oilgear products are used in a wide variety of industries, including mobile, forging, extrusion, civil, aerospace, oil & gas, and marine, but are in no way limited to these type of applications.