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**Fluid Power  
 Solutions  
 for Demanding  
 Applications**

**INSIDE  
 THIS ISSUE:**

<b>Basics of Trouble Shooting</b>	<b>2</b>
<b>Improved Website</b>	<b>2</b>
<b>S- Curve Ultra Speed Billet Loader</b>	<b>3</b>
<b>Aircraft Carrier</b>	<b>3</b>
<b>Area Sales Contacts</b>	<b>4</b>
<b>Jack Up Rig Systems</b>	<b>4</b>
<b>Info on Oilgear</b>	<b>4</b>

# The Oilgear Contact

News from the Oilgear Systems and Aftermarket Business Units

JUNE 25, 2009

## Opportunity for Improvements

### Using Opportunity to Get Through Tough Times

Today, more than in recent memory, entire industries are under a tremendous amount of stress due to the economic conditions. While it may seem like pinching-pennies is the smartest way to get by, there are actually several affordable options available that can help us all be more efficient and save money. Not only does Oilgear provide solutions, but we are also doing our best to apply these very same principles to our operations around the world.

One of the simplest ways to prevent unnecessary spending is to offer training programs for production and office personnel. Oftentimes this basic improvement to performance is overlooked, due to the associated disadvantage of pulling people away from their day to day tasks. However, currently with fewer daily tasks and additional downtime, smart leaders will seize the opportunity to get individuals into specialized training sessions. Opportunities can range from time management to office safety, all the way to maintenance and repairs. No matter what the topic, training is a straightforward and effective way to improve many aspects of an entire staff.

Another common way to utilize potential equipment shutdown times is to proactively repair and maintain them. Many

components require preventative maintenance in order to ensure maximum efficiency and extended life cycles. Inspecting the operating condition of key equipment will not only improve their performance, but will

Purchasing upgrades such as electronic control systems, transducers for position sensing, and even new efficient pumps and valves will have dramatic effects on the bottom line in the near future.

Many end users may be eligible for significant tax benefits or even stimulus related spending. Our government is investing larger than ever funding in order to kick-start our national economy - many of those funds are directed at making capital expenditures and Green energy efficiency improvements more affordable to small businesses. Also, with the American Recovery and Reinvestment Act, a flood of new projects have been released by government agencies to be performed by local companies. These projects can quickly bring additional income and stability to many industries that Oilgear serves. Check with your tax professional to see if you can take advantage of available limited-time tax credits or discounts, and visit [www.fbo.gov](http://www.fbo.gov) or your State Recovery Website to view information about Recovery funded projects.

No matter what, don't let this opportunity slip by to improve efficiency and business infrastructure. Small changes now can make a big impact in the future!



**Smart leaders will seize the opportunity for specialized training**

also prepare them for returning to peak production. Most equipment manufacturers have documentation regarding their recommended procedures for maintenance, and Oilgear is highly experienced examining your entire system to identify potential problems.

Beyond system maintenance, there are many cost effective upgrades and retrofits that are available to increase system performance. Sometimes, options to improve a system can be impractical when running at peak production - so the time is right when machines may already be sitting idle.



**Oilgear**

TROUBLE  
SHOOTING  
101:  
BASIC PROBLEM  
SOLVING



*“Once the FSE has gathered all the history and current status, he then can determine where to start the troubleshooting effort. This becomes a two step process. First the problem must be located, and then the cause of the problem must be identified.”*

## Don't Forget the Basics of Troubleshooting

Over time the equipment we manufacture and maintain has become increasingly complex. The integration of Electronics and Hydraulics is the standard today, and will continue to evolve in the future. Our engineers are developing more speed, higher accuracy, and less down time for our equipment. While our products are known for their exceptional durability, over time something inevitably goes wrong. This advanced level of equipment sophistication leaves the Field Service Engineer (FSE) with a very interesting challenge. In order to assist with our troubleshooting responsibilities, each FSE has an arsenal of test equipment. We use computer aided diagnostics, which will monitor 16 or 32 simultaneous events at a time. We can even use hand held devices that measure temperature and flows inside pipes without ever turning the equipment off. Technology is a wonderful tool, but at the same time it cannot fully replace fundamental troubleshooting skills.

Experience has taught our FSE's some techniques that have become our first line of defense in the trenches. Perhaps the most overlooked tool is their own ability to reassure and calm the customer - this allows everyone to address the problem with a level head. Next, we become detectives and ask plenty of questions - who, what, where, when, why and how. Most machine operators are familiar with the normal operation of their equipment, and are invaluable resources for determining what went

wrong. Next, production managers and supervisors are well versed on the down time history of the equipment. Their explanations may not be very technical, but are usually very accurate. The final group of people to quiz is always the maintenance team - this is where the FSE will get the technical explanation. No matter what, we never overlook any common sense remarks that are made during these discussions, since even the most casual observations from a non-technical person can be helpful.

Once our FSE has gathered all the relevant history and status, we then can determine where to start the troubleshooting effort. This becomes a two step process: first the problem must be located, and only then the cause of the problem must be identified. Both of these tasks can be very difficult and time consuming, but the thorough detective work will assist greatly during this process. Then by fully utilizing the arsenal of test equipment, we can locate the problem and minimize production downtime.

Troubleshooting may not seem to be a very original approach, but it directs you back to basic electronic and hydraulic concepts. By following these fundamental troubleshooting steps, it can provide some insight to basic problem solving. A technical bulletin, 910000A, is available on Oilgear's website, [www.oilgear.com](http://www.oilgear.com), entitled Service Suggestions — Hydraulic Systems Preventive Maintenance Check List & Trouble Shooting Hints for your reference. Oilgear also offers troubleshooting assistance, through our technical support staff by calling 888-OILGEAR.

## New and Improved Oilgear Website !

Our new comprehensive corporate website was launched in April of this year. [www.oilgear.com](http://www.oilgear.com) will provide useful information on Oilgear's broad range of fluid power products, our commitment to aftermarket services, our integrated engineered systems solutions and custom-engineered products, and our world-wide reach within the global fluid power industry.

[www.oilgear.com](http://www.oilgear.com)

Same  
address



New look

# S-Curve Ultra Speed Billet Loader

## When seconds count...

Average time savings per installation for the Extend / Retract cycle is **1.2 seconds**.

## What is it for ?

Replacement for traditional solenoid valve w/ flow controls setup.

## What does it Offer?

Faster movements thru 'Auto-Tuned'\* profiled commands.

Continuous auto tuning during operation to compensate for oil temperature changes, leakage, and different billet weights.

Less Mechanical shock to Loader.

Leads to shorter 'Dead-Cycle'.

Less downtime fixing mechanical breakages.

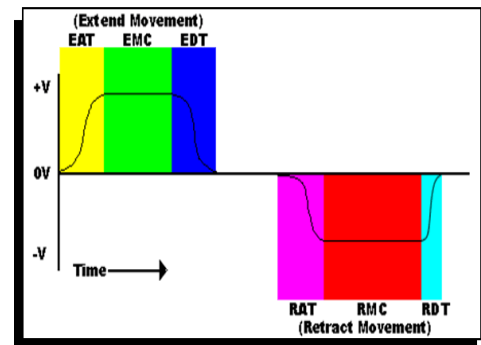
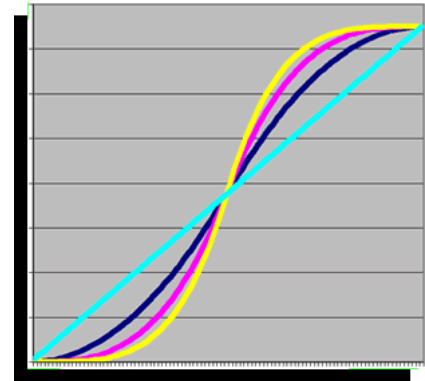
## Installation:

'Drop-In' to any existing PLC or Relay control system, with no changes required.

No special transducer required, only two end of travel limit switches.

Small proportional valve block to adapt where existing solenoid valve is.

\* Auto-Tuned profile for Extend and Retract movements. Individually adjustable times and 'curve -types' for the two acceleration and two deceleration command functions.



**USS Gerald R. Ford**

## We Provide the Lift

The Oilgear Company will be providing our PVV-540 hydraulic pumps for the new CVN-78 aircraft carrier - the USS Gerald R Ford. The first ship of its class, the CVN-78 will be built by Northrop Grumman Newport News Shipbuilding, and eventually replace the existing Nimitz class aircraft carriers. The PVV-540 pump will be part of the hydraulic aircraft elevator system built by Jered Brown Brothers, Inc. Aircraft carriers demand unrelenting performance in extremely challenging operating environments. Oilgear was selected because of our second to none reputation in the design and manufacturing of fluid power equipment.

# Area Sales Managers for the Midwest Territories

Oilgear has many area sales managers located throughout the continental United States. In this issue, we have highlighted personnel in our Midwest Territories, Earl McKee and Mike Town.

To contact a sales manager in your area, please call a customer service representative at 888-OILGEAR.



Earl McKee  
emckee@oilgear.com  
cell phone: 262-385-2417



Mike Town  
mtown@oilgear.com  
cell phone: 616-514-7550

Earl has been with The Oilgear Company since October 2006, working as a technical specialist in the customer support center. He accepted the position of Midwest Region Account Manager in October 2008, which makes him responsible for the promotion of Oilgear products and services to customers in the states of Wisconsin, Iowa, Minnesota, North Dakota, South Dakota, Nebraska, Missouri, Illinois, and Upper Michigan. Earl works out of the corporate office in Milwaukee.

Mike has over 35 years of electrical and hydraulic system experience; he has worked in the SMC (Sheet-Molded Composite) Industry since 1974. Mike has been employed by The Oilgear Company since 1993, based out of his home which is located in Ionia, MI. His primary position is Account Support Manager serving customers in various industries, in Michigan, Ohio, Indiana, and the northern parts of North Carolina, South Carolina and Kentucky.

## Delve Into Deep Drilling

In the early seventies to mid eighties The Oilgear Company supplied to Bethlehem Steel more than (70) hydraulic cylinder type jack up systems for offshore drilling rigs, that included electric selsyn, relay based level control systems, as well as the hydraulic power. As the drilling business declined in the mid- eighties - many of these rigs were cold stacked or were turned into production platforms. Some just kept drilling and are still drilling today, some were scrapped. About (40) are left around the world.

With the very large increase in the price of oil and the shortages that are reflected in gas prices, these same drilling companies are investing returns in up-grades and reworking the old rigs to put them back to work to drill for new oil and gas.

To address this demand, Oilgear has developed a retrofit for the rigs – a PLC, encoder based,



An offshore drilling rig with hydraulic jack up system

electronic control system, and we have successfully installed two sets: one for a unit in Singapore and one in the Middle East.

Our new controls are designed to operate with the original hydraulics that we provided: DM6025 YNC pumps, and Oilgear valves. This simplifies not only in implementation of the new controls but also can accommodate newer upgraded hydraulics as well, since new controls are designed to operate efficiently with newer design pumps.

Oilgear's experience and success with jack-up rig upgrades, also translates to a thorough knowledge of other types of heavy-duty hydraulically driven equipment associated with the oil rig business - cranes, barges, winches and controls for them. Take a look at our newly republished bulletin 1015IE which shows the types of oil and petrochemical equipment that Oilgear has truly serious expertise at designing and manufacturing. Please contact us with your application.

## 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 electro hydraulic 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.