

Contact Oilgear
Corporate Headquarters
 The Oilgear Company
 2300 South 51st Street
 Milwaukee, WI 53219

www.oilgear.com

Toll-free:
 888-OILGEAR
 (888-645-4327)
Phone:
 414-328-5208

**Fluid Power
 Solutions
 for Demanding
 Applications**

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News from the Oilgear Systems and Aftermarket Business Units

SEPTEMBER 30, 2009

Opportunity for Improvements

Refurbish and Update Your Hydraulic Power Units

The hydraulic power unit (HPU) on your equipment has been running faithfully for years. Lately you've noticed that the system is looking a little beat up and may not be performing the way it used to, or maybe you would like to have better control over the pump. Replacing the power unit isn't an option, it's not in the budget.



Power Unit originally built in 1962

There is an alternative, refurbish the existing system. Many of the components can be reused once they're repaired, making an update less expensive than a replacement.

The process begins by contacting Oilgear to evaluate your equipment. Our trained representatives will review the status of the system, collect information about the existing equipment, and discuss your goals for the overall project.

With the evaluation complete, we can make suggestions for updating obsolete components and improving filtration and cooling. We'll

also offer options for increasing efficiency and overall system performance. This might involve rewinding or replacing inefficient motors or upgrading pump controls from solenoid operation to servo or proportional operators.

Refurbishment can be done one of two ways. The first is an in-place process.

In this case, Oilgear will kit the equipment required to update the HPU and ship to your facility. Any components that are not going to be reused will be removed. Hoses and piping that are damaged or in poor condition will be replaced. The refurbished / upgraded equipment will be put in place with new piping or tubing installed where necessary. This work will be scheduled to limit the machine downtime. Any required program-



Same unit refurbished and updated by Oilgear

mable logic control (PLC) program changes will be completed prior to the engineers arriving on site, and will only need to be tuned at start-up. In most cases the work can be done on weekends. With everything in place the system will be run to verify the overall operation.

The second method for refurbishment is to send the power unit to Oilgear. The same process that was used in the in-house refurbishment is done here as well. In this case, Oilgear will also clean and strip the reservoir. The entire unit will be repainted before it is returned.

If you are buying used equipment the HPU can be sent to Oilgear while the machine is being moved. When the equipment is ready to go into production you'll have piece of mind knowing that the hydraulic power unit will be up to the task.

Oilgear can perform the same service for your electrical control system. This will provide additional benefits by improving performance and providing better diagnostic tools.

Contact your Oilgear representative today to set up an evaluation of your equipment.



Oilgear

Modernization of Aging Press



1500 TON PRESS
WITH NEW PIPING



NEW PRESS
CONTROL VALVE
MANIFOLD AND
PREFILL TANK
MOUNTED ON THE
PRESS CROWN

TSI Titanium in Derry, PA contacted Oilgear to modernize their aging, open die forging press. Our renovation program resulted in stellar press operational speeds with accurate pressing tolerances for a value budget compared to a replacement press. TSI now plans to ramp up production rates and profits with the increased pressing efficiency.

The original press dates back to the early 1950's and was largely original with few upgrades. It was still manually operated and support for its obsolete equipment was sparse to nil. The operator manually controlled the press using his eyes to judge how much he pressed a forging. Needless to say the forged part thickness tended to be inaccurate and experience was key. A second person was required to drive the manipulator that places parts to be forged into press. This requires close coordination with the press operator so as to not damage forgings.

Oilgear supplied custom engineered hydraulic and electrical control systems after reviewing our customer's specifications and their existing press.

Our forging industry experience allowed us to provide desirable press automation features typically supplied on new Oilgear press installations worldwide. All systems were delivered fully tested, using prefabricated assemblies to reduce installation time and commissioning tasks.

Press operation is fully controlled by a state of the art Programmable Logic Controller (PLC) providing various modes of operation and simplified, fully automatic pressing. Pressing tolerances are now held to a few thousandths of an inch and modern instrumentation allows one to view all press operational parameters when necessary. Machine diagnostics provide operator guidance and equipment protection to help reduce the cost of operation.

A significant project side effect was the elimination of the manipulator driver. The press operator now handles both jobs via Oilgear's automated control. The resultant superior pressing accuracy and fast cycle speeds permit TSI to make precise forgings with reduced labor cost. This will surely enhance their competitive edge and well-being.

For further details on this success story, please contact The Oilgear Forging Division.

WANTED: Maintenance Contracts

In order to keep your equipment operating at peak efficiency, Oilgear can create a customized Maintenance Contract to provide tune-up and preventative maintenance, designed around your requirements. With regular maintenance checkups and reports, most problems can be addressed before they have a chance to cause costly downtime.

If you are interested in additional information, please contact our Aftermarket Customer Support Center, by calling 1-888-OILGEAR (1-888-645-4327) or sending an email to Support@Oilgear.com.

Direct Replacement for Mini-Rack Systems

In the early 1980's Oilgear began selling a small stand-alone rack system to provide pump control with minimal command logic. This system was referred to as the "mini-rack". The mini-rack could be provided in its own enclosure or as a loose item to be mounted in the customer's existing control cabinet. These systems were very popular and used in many different applications.

Today, nearly 30 years since its introduction, several components that made up the mini-rack system have become obsolete. These include parts of the integral power supply and several of the plug-in modules. In order to provide a simple way to upgrade these systems we've created a drop-in replacement that's available for many of the mini-rack applications.

The mini-rack replacement is based on the Oilgear EPC digital amplifier. The EPC replaces several of the analog modules such as the amplifier, ramp generator, preamplifier, limiter and others through the use of easy to use function blocks.

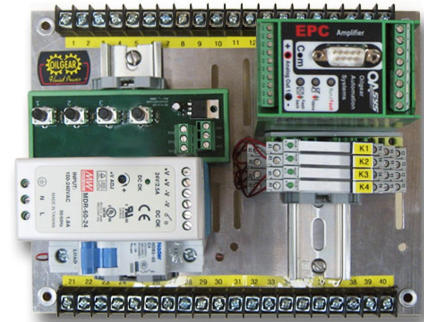
The new system has the same footprint and mounting as the mini-rack. It also uses an identical wiring terminal layout so that the wires removed from the old system can be connected to the same terminals on the new system.

Contact your Oilgear sales representative for an upgrade proposal. Having the rack part number (located on the label attached to the backplane) or an Oilgear drawing number will help us create your drop-in replacement. For more information on the EPC amplifier go to www.oilgear.com/Products and select the Electronics product selector.

Note: Systems that used the VU solenoid-style pump control and amplifier will require additional hardware to upgrade the pump control.



Obsolete Mini-Rack



New EPC Upgrade

911 Technical Support

Whether it is normal business hours, before or after business hours, weekends or holidays, an Oilgear technical support staff member is available to assist you. When the situation warrants immediate attention, The Oilgear Company is staffed with trained professionals to answer your questions, arrange repair returns, process parts orders and schedule field services when you cannot wait until the next business day. From 7:00 am (CST) until midnight (CST) each and every day, there is someone waiting to take your phone call and give you the support that you are looking for. Between midnight (CST) and 7:00 am (CST), there would be the option of leaving a message, and someone will return your call, first thing in the morning. Oilgear is dedicated to helping you keep your systems and equipment running continuously and efficiently no matter when the problems may arise. Don't hesitate to contact us, if the situation calls for quick action, any time or any day.



24/7 Crucial Support & Assistance

Area Sales Managers for South and West Territories

Oilgear has many area sales managers located throughout the continental United States. In this issue, we have highlighted personnel in our South Central and Western Territories, Dave Schnarr and Mark Bergh..

To contact a sales manager in your area, please call a customer service representative at 1-888-OILGEAR.



Dave Schnarr

dschnarr@oilgear.com

cell phone: 414-687-2173



Mark Bergh

mbergh@oilgear.com

cell phone: 702-302-7980

Joining the Oilgear team in 1981, Dave has worked in many areas of the Oilgear organization, including Ball products, pump repair, systems assembly and testing, and now Accounts Manager. Located in Longview, TX, he is responsible serving customers in many industries for the South Central region of the United States, including Texas, Arkansas, Louisiana, Mississippi, Oklahoma, western Tennessee, and southern Missouri, Kansas, Illinois.

Mark has 17 years of experience in hydraulics, pneumatics, and industrial electricity. He spent 14 years in Fluid Power distribution, with 10 years as a Branch Manager. Mark has a two year degree in Fluid Power Technology, is a Certified Fluid Power Specialist, and will soon complete a BS degree in Business Marketing. As an Area Sales Manager, based out of his home office in Henderson, NV, his territory includes Arizona, California, New Mexico, Nevada and Utah, with direct OEM sales in all 10 western states.

Port Allen Lock Project

As a longtime hydraulic and control systems provider, Oilgear has worked closely with the Army Corps of Engineers throughout the United States on many projects. With inland waterway navigation of vital importance, Oilgear has been involved for many years in supplying hydraulic solutions for Locks and Dams.

In 1959, Oilgear designed and built 8 power units to operate the tainter valves and miter gates for the Port Allen, Louisiana Lock. To this date, the Oilgear pumps and valves used on these units have not been repaired or replaced. 50 years of service without problem is truly a testament to Oilgear's commitment to provide the highest quality products to our customers.

As technology has advanced since 1959, the Army Corps of Engineers is moving toward programmable logic control (PLC) based systems to operate their locks. With the Port Allen Lock scheduled to de-water for



Port Allen Lock

60 days to change a set of gates and do other repairs, the decision was made to up-grade the controls on the pumps. Previously, the pumps were utilizing an 'R' control to stroke and attain the speeds needed. This control only has 2 positions and hence, only two speeds which have to be set at the pump. The Oilgear Co. is providing a "VW" servo control as a replacement, which allows them to have a wide range of speeds that can be adjusted by the operator. This control change is a major advantage due to the importance of the proper mitering of the gates during a lock.

The Port Allen Lock joins the Mississippi River to the Intracoastal Waterway that is heavily used, and so a lock shutdown is very costly to industry traveling between these waterways. Oilgear committed to updating and upgrading all 8 complete power units including valves, pumps, and improved filtration within this short time line. As a result of the dedication and performance by the personnel involved in this project, the timelines will be met and the lock re-opened on schedule.

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.