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Wishing All a Safe and *Happy Holiday Season* from the staff of **Ogura Industrial**

**OGURA IN THE NEWS**

**TENTH MECHANICAL COMPONENTS AND MATERIALS TECHNOLOGY HELD**

Tokyo (Big Site), Japan

During the past quarter Ogura exhibited in Japan's largest industrial engineering trade show. This year over 28,000 attended the show. Ogura exhibited a wide variety of products, and some of the highlights were as follows:

**Tension Control Systems:** With a demand for components made from carbon fibers increasing worldwide, tension control is becoming more critical to improve productivity and reduce cost for customers using these fibers. On display was a new feed-

back system that is highly adaptable for different tensions. This was combined with a new unwinder tension control and newly developed heavy duty magnetic particle brakes. The new compact PHD series, permanent magnet Hysteresis brakes, were also shown.

**Machine cutting oil coolers and air separators:** For the first time ever at this show, Ogura's machine cutting oil coolers were on display. A demo was set up to show how these units quickly removed chips from equipment and work (which improves machining quality and reduces equipment failure) and also how by cooling the cutting blade, the blade's overall life is improved. Ogura's coolant motors are also efficient because



Carbon fiber tension control system

of their low energy consumption. They are controlled via invertors which operate at a lower noise level and reduced pump pulsations.

An oil mist separator was teamed up with a cutting air cooler to show how the separators help clean the air, to reduce workers exposure to air-borne cutting oil particles.



Ogura booth at M-tech show



Jet coolant and oil mist separator

**LOUISVILLE EXPO REPORT**



Mr. Arakawa holding the 1st place trophy

Louisville, Kentucky

In October OIC exhibited in the Louisville Expo for the 14th time. All major series of PTO clutch/brakes were on display along with some of the mobile and general purpose clutches. The show continues to be a good source of information for OIC, allowing engineers and service personnel to meet with and talk to the end users of mowing machinery. This direct customer feedback can help facilitate changes within the product to make it better or to meet specific customer needs.

This year Bobby Cleveland (National Mower Race Champion) was displaying the Ogura IMO mower, which won the Lawnmower Championship in Ohio, along with the 1st place trophy he received for that race.



Booth Staff at Louisville

**OGURA**



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**ALL MOBILE CLUTCHES TO BE ROHS COMPLIANT**

Most industrial clutches are required to follow the RoHS guidelines effective from July of 2006. Automotive and mobile applications, on the other hand, have not yet been assigned a specific compliance date. To help avoid any potential confusion regarding which products require compliance and which ones do not, Ogura has decided to make all clutches and brakes produced



New RoHS Compliant PTO clutch/brake

Starting in 2007 PTO clutch/brakes, general purpose clutches and mobile clutches will be changing over to meet these standards. Some of the part's plating will be changed to e-coating, while other parts will have the plating changed to Trivallent chrome which will change the color of some of the parts on the clutch from the current black to a dull silver.

Ogura is taking this proactive approach so that when the compliance date is fixed our customers will already have the advantage of being in compliance with both their production and service parts.

**INDUSTRIAL AND MOBILE CLUTCH PLANTS HONORED FOR WORKPLACE ENVIRONMENT**

Ogura's industrial clutch production facility (plant #1) and the PTO, mobile and general purpose clutch facility (Akabori plant) were honored for having an employee friendly work environment.

This award is given out annually by the Department of Labor. It is a national award and companies are chosen within each prefecture (state).

Throughout Japan approximately 400 – 500 locations receive this type of award. The award takes into account the ability for employees to do their job easily and safely and the overall worker enjoyment.



Workplace environment award

**OIC TO INSTALL WEBBASED SOFTWARE FOR SALE FORCE**

Somerset, NJ

Starting in 2007 the OIC sales force across North America and Europe will be able to access their individual customer files via the web. Sales representatives will be able to pull up any related customer correspondence (emails, letters, quotes) 24/7. Faxes, report files, pictures or any type of warranty return information will also be contained in these files to give sales representatives instant access to their latest customer information.

Sales reps in turn will also be able to add notes or attachments to become part of their customer file, eliminating the need for them to maintain their own individual files.

This new system was tested by OIC over the last 6 months and will be ready to go at the beginning of 2007. Customer history files (back to 1998) are currently being converted to the new software so each rep will have a complete history for each customer.

## OIC PROFILE

### Joe Woods New Sales Representative



Joe Woods

**H**i, I am Joe Woods, I've been with JT Chapman since August 15, 2006 and was hired to cover the Colorado territory. I've been in the Power Transmission industry for 10 years. I was with NSK Corp for 8 years prior to joining JT Chapman.

I am not married, and have two great kids 16 and 15 years old, Cortney and Lucas. I live in the Tech Center area of Denver. In my spare time I enjoy skiing in both snow and water. In addition, I work on and ride Harley's for most of my leisure time. And if I'm not out riding I'm in the gym working out.

It's great to be working with a product like Ogura, when you never have to worry about quality, delivery, and the reception of the product in the industry.

## VISITING SALES REPS TO JAPAN HONORED

**I**n October John Stone of JM Stone Company and Louie Bernabei of Bernabei Sales visited Ogura's manufacturing facilities in Japan. John and Louie were chosen for this trip because of the points they had accumulated by developing new applications with the customers in their territory.

Both John and Louie had an opportunity to tour each of the manufacturing facilities and to also discuss customer needs and application requirements with engineering personnel.

At the reception dinner Mr. Haruo Inoue awarded both John and Louie plaques for their outstanding achievement. Both sales representatives came away with a deeper knowledge of Ogura's manufacturing abilities, which will help them to better serve the customers in their territory.



Mr. Haruo Inoue, manager of overseas operations, John Stone, Louie Bernabei and president of OIC, Frank Flemming

## ANNUAL YAGIBUSHI FESTIVAL WELL ATTENDED



Ogura dance team carrying float

### Kiryu, Japan

**A**pproximately 400,000 people attended the annual Yagibushi Festival in Kiryu. This festival is a combination of various local festivals and in 1965 all of these local festivals were combined into 1 large festival. Ogura personnel have participated in this festival for over 40 years. Ogura's dance team did well this year, but did not win the grand prize. Still, overall the weather cooperated so there was an excellent turnout and everyone was pleased



Ogura booth at Yagibushi Festival

with the events of the day (although none were more pleased than the beer distributors).

## APPLICATION STORY

# VERSA POWER MEANS POWER TO SPARE

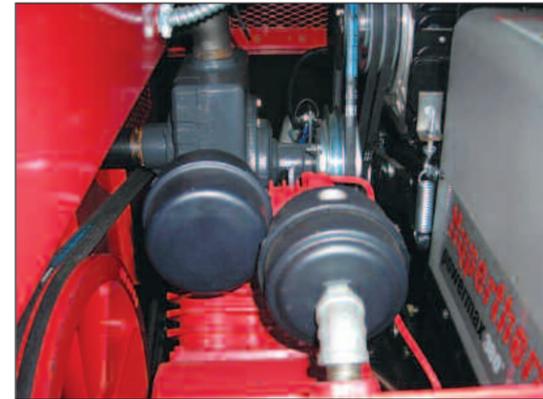
**T**here is truth to the old adage that adversity breeds opportunity. The terrible destruction and awful aftermath of hurricane Katrina presented such an opportunity to Saylor Industries of Johnstown, Pennsylvania.

Saylor Industries has a reputation for rugged and innovative commercial grounds-care machinery. As the struggle to recover and rebuild got underway in the Gulf States, Frank Saylor, president of Saylor Industries, was asked for help. Equipment was urgently needed that could be used in the massive under-

taking. The conditions in which the work would be performed are nearly impossible to imagine. Electric power is completely cut off to vast areas. Roads and bridges were clogged or destroyed; debris was everywhere, standing water, piles of wood, metal,

brick and sewage were the only remains of homes and businesses. A compact, self-contained job-site power source with excellent portability was needed. Saylor Industries went to work and the VERSA POWER, portable power system is the result.

VERSA POWER employs either 27 or 31 HP Kubota diesels, or Kohler 30 HP gasoline engines to operate an impressive array of on-board equipment. Fuel capacity permits continuous operation for at least 8 hours. The

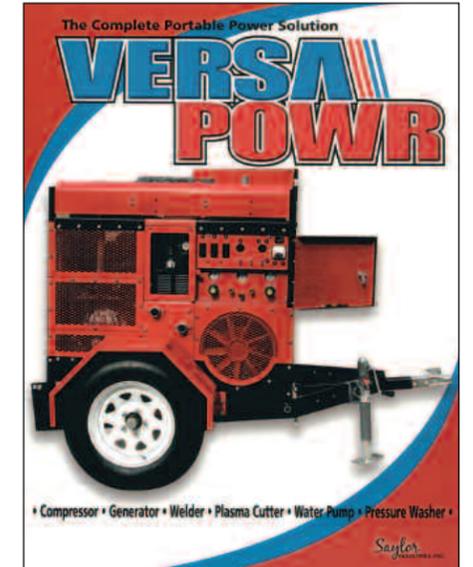


Mobile clutch driving pump

operator can choose between a 10,000 watt generator, a 225A welder, multi-volt plasma cutter, 1,450 psi pressure washer, 100 gallon per minute water pump, 4-cylinder commercial air compressor, four 150 watt, elevated work lights and an optional trash pump. The entire package is mounted on a small trailer and with the removal of a single pin, the palletized system can be lifted off and relocated to the bed of a pick-up truck. Power, flexibility and capability are wrapped in one mobile package, just what the working environment demands. Katrina's destruction was the inspiration but VERSA POWER will be useful to any general contractor in the future.

Not all these tools need to operate at once and that's where Frank Saylor turned to Ogura Industrial Corp. Having experience with Ogura PTO clutches on Saylor grounds care machines, Frank Saylor now needed reliable Mobile and General Purpose clutches to operate the various systems on VERSA POWER and to disconnect them in standby power mode.

An Ogura 250 lb. ft., General



Versa Power Unit from Saylor Industries

Purpose clutch is at the heart of the system, delivering engine power to the four-cylinder air compressor. Clutch reliability and long-life is paramount in this application. The pressure washer, water pump, trash pump and a host of pneumatic tools are useless baggage without Ogura quality and dependability to deliver engine torque when needed. The water pump is operated by an Ogura two-groove mobile pump clutch rated at 75 lb-ft. The pump is engaged only when needed saving wear and tear on the system and greatly simplifying design.

Ogura is proud to be a part of Saylor's new VERSA POWER system. Our reputation for high quality electric clutches made us the supplier of choice where reliability and dependability are not options but expectations.



250 lb. ft. clutch