



## PLANT #1 PASSES AEROSPACE AUDIT

*Kiryu, Japan*

Last quarter, Mr. Inagaki of Lloyd's Registry of Quality Assurance (LRQA) conducted an audit of Plant #1 for JIS Q9001 (Aerospace and Defense). He audited the six departments involved in handling aerospace business. At the same time, Mr. Inagaki was visiting, there were people from JAB (Japan Accreditation Board) and JRMC (Japan Registration Management Committee) who were auditing Mr. Inagaki. So, while Ogura was being audited, the auditor, LRQA, was being audited.

Ogura passed this high pressure audit, but Mr. Inagaki found six areas where Ogura could make improvements. He commented, "Ogura maintains good relationships with customers and its business operation stands on firm ground, but Ogura's foundation is process. Each department must review and re-review the turtle diagram and convert KPI (key performance indicators) into numeric values and maintain and improve them towards enhancing the quality of the total process."

Ogura will continue these yearly audits of JIS Q9001. By enhancing the effectiveness of QMS (Quality Management System), Ogura will expand its business in the aerospace industry.●

## OGURA INDUSTRIAL NOW ON LINKEDIN AND TWITTER

*Somerset, NJ*

Last quarter, Ogura Industrial expanded its social marketing by signing up with LinkedIn and Twitter. If you have either a LinkedIn or a Twitter account, please follow us for updates!●



**COME SEE US AT THE  
LOUISVILLE GIE EXPO  
OCT. 24<sup>th</sup> – 26<sup>th</sup> Booth # 2112**



## NEW MOBILE PRODUCT FLYERS

*Somerset, NJ*



*New two page flyers*

Ogura Industrial has created three new two page pamphlets for mobile, general purpose and PTO clutch/brakes. The new two page flyers give product highlights and general reference dimensional information. They are available to any customer, sales rep or distributor that requires some quick reference information, but does not require a full catalog. These new flyers will also be available at the Ogura booth at the upcoming GIE Show in Louisville, KY October 24<sup>th</sup>-26<sup>th</sup>.●

## Sales Rep Profile

### Canner Associates, Inc.

*Representing the New England Area for Ogura*



*Joel Casaubon*



*Rob Nelson*



*Jordan Engel*

**C**anner Associates has been in business since 1961 and has been heavily involved in both electrical and mechanical power transmission products.

**Joel:** We are very excited to be named as the new Ogura rep for New England. We have followed Ogura for years and are very aware of the quality and stature of Ogura Industrial.

The passing of Dave McPherson was tragic. We know we can never replace him, but hope we can fill a small part of his shoes as they relate to the Ogura products. I started with the Simplatrol Division of Dana Corp. in purchasing and then worked for Eaton/Cutler Hammer and then as a distributor for Wesco before taking over Canner Associates. I enjoy water sports, sailing, especially water skiing and spending time with my wife of 35 years and three children.

**Jordan:** I graduated from Michigan State University in 2004 and joined TB Woods. In January of 2011, I joined Canner Associates. My wife and I live in New Hampshire and enjoy hiking, kayaking and most recently have experienced the greatest joy, having our first child, six month old Nolan.

**Rob:** I joined the Canner organization in 1991 when Joel took over the business. I started out in manufacturing, but decided to back to school for an electrical engineering technical degree. I started in sales for a local electrical distributor while attending school. I enjoy technical sales, especially solving customers' problems and developing relationships with customers that become friendships. Joel and I have shared a lot of adventures in this business over the last 20+ years and he has been a pleasure to work for. I live in Connecticut with my fiancée, Sandra, and we enjoy kayaking, golf and water skiing. ●

## 49th ANNUAL YAGI FESTIVAL

*Kiryu Japan*

**I**n August, the annual Kiryu Yagi festival was held.

This is a traditional folk festival and as in many years past, Ogura employees participated in the different events. This festival was held over three days and Ogura constructed a tower for the parade and on other days, employees participated in the singing and dancing competitions. ●



*Ogura's Yagi Tower*



*Dance team in parade*

## ENGLISH AND CHINESE LESSONS

*Kiryu Japan*

**E**nglish has always been taught to schoolchildren in Japan, but Ogura is instituting a new program for all newly hired salaried workers. They will now be required to take both English and Chinese language classes. The new hires are split into two groups and alternate between English and Chinese every other week. For many of the new hires, it is their first exposure with trying to speak Chinese (although there are



*New hires taking their English class*

many Chinese characters used in the Japanese language). The classes do not just cover language, they also cover cultural aspects which are important as Ogura continues to expand globally. ●



## Application Story

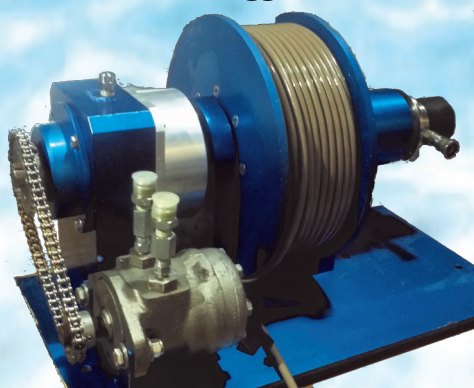
### SOLID FOUNDATION CRITICAL FOR OCEAN OIL

**W**ell before construction even begins on a deep water well, much research is done to first determine if oil is even present. Once the area on the ocean floor is leased (not purchased) from the government, the process of determining where the rig will be placed begins. Remember, many wells are in water at depths of up to a mile or more. Eons of decaying plant and animal life as well as silt have settled to the bottom of the sea, making the ocean floor much different than terra firma.

A deep water oil rig is not built on a foundation on the ocean floor per se; instead, it is anchored to the floor and is allowed to move. Determining where the anchors are placed is critical to the stability of the rig. Information about the soil strength must be collected and analyzed. In the past, this process has taken place from the ship at the surface via thousands of feet of drill-string suspended below the vessel. It is a painstakingly slow method and, at times, is not totally accurate. Gregg Drilling, in conjunction with Schilling Robotics and MARL Technologies has designed an apparatus called the Gregg Seafloor Drill System.



*The Gregg Seabed CPT being lowered into the ocean depths*

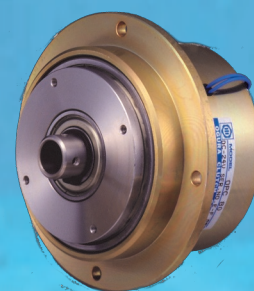


*Information cable which carries data from penetration cone. Tension is controlled by Ogura OPC-80N*

It is a seabed-based remote drilling system that allows the operators to control an ROV (remotely operated vehicle) sitting on the ocean floor from the ship. The heart and soul of the method is the Seabed CPT (Cone Penetration Testing) System.

The CPT, sitting on the ocean floor, uses negative pressure to force a cone-shaped probe into the seabed to depths of up to 150 feet. By pressurizing the inside of the probe and modifying the load cell design inside the cone, the CPT is insensitive to external hydrostatic pressure, which can reach 5000 psi at a working depth of close to 10,000 feet. This process allows for much more accurate density, shear strength and depth readings as well as tip resistance of the cone in soil that has the consistency of what has been described as "oatmeal".

One of the many hurdles Ron Boggess, the designer of the CPT system, had to overcome was finding a way to maintain the correct amount of tension on the cable which provides feedback from the probe and relays to the control station. Ron came to Ogura to find a solution and selected the OPC-80N Electro-magnetic Mag-Particle Clutch which is designed to deliver high performance under constant slip conditions. The OPC clutch operates by attracting magnetic particles together as the magnetic field in the clutch increases. The more voltage/current going to the clutch coil, the higher the attraction of the particles. This is an almost linear relationship, so the clutches are extremely fast acting and can react quickly to either increase or decrease the tension on the cable, even on a stormy sea. While some modifications were necessary, the OPC is providing consistent and repeatable torque in places few humans have ever seen. ●



*Ogura OPC Clutch*

*For products designed to operate from the lunar surface to the ocean floor, Ogura continues to provide reliable performance at competitive prices. For more information on Ogura products, visit our website at [www.ogura-clutch.com](http://www.ogura-clutch.com).*





*Happy Fall from the Staff of Ogura Industrial Corp.*

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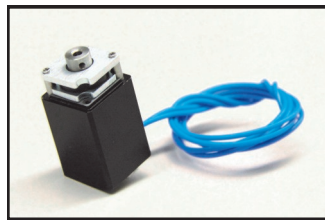
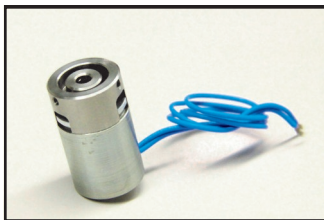
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## In The News

### NEW PRODUCT RELEASE FROM OGURA

Ogura has designed a new series of small Servo motor brakes. These new circular (19mm diameter) and square (15x15mm) brakes have a small profile and are ideal for Servo and robotic applications. The brakes can provide both holding and emergency stops. The small body design makes them ideal for mounting to Servo motors. Torque is approximately 0.05 in-lbs, but some slight modification is possible. Brakes can operate at around 6,000 rpm and are extremely lightweight at less than 1.5 oz. •



*New micro holding brakes*

### PORTABLE DATA COLLECTION SYSTEM PROFILES THE OCEAN

#### Design News

In case you missed it, the August issue of Design News featured Ogura multiple disc clutches for a company called the OceanScience Group. The Ogura MDC clutches were chosen because of their high torque and compact size. The clutch allows a probe to be positioned at the proper depth to measure temperatures in different oceans around the world. •

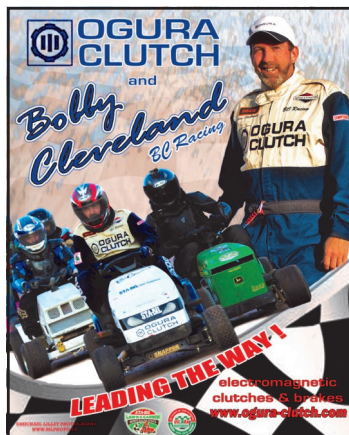


*Design News article*

## THE 2012 LAWNMOWER RACING NATIONALS

*Mansfield, Ohio*

On September 1st, Bobby Cleveland competed in the 2012 Lawnmower Nationals in Mansfield, Ohio. Bobby competed in two divisions this year, the IMOW and BP Class. In the IMOW race, Bobby finished in 5th place.



*New poster*



*5th place IMOW trophy*

In the BP division, Bobby started in 6th place, but within the first few laps improved his position very quickly. By the 6th lap, he had moved into 2nd position. He was holding 2nd place at the start of the 7th lap, but before that lap could finish, he developed engine trouble and had to bow out of the race. The race was filmed for Fox Sports Net and should be on TV in early October.

Bobby will be at the GIE Show in Louisville at the end of October. For his visit to Louisville, a new poster has been created showing Ogura's support for Bobby's racing. •



*Bobby Cleveland at the 2012 Nationals*