

# OGURA



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## INTERNATIONAL TRAINING HELD

Atlantic City, New Jersey

Every three years, Ogura holds an international sales meeting for all sales representatives in the US and Europe to update them on the latest development within Ogura, and to train them on the latest products and changes with Ogura's markets. Besides the four general group sessions each rep attended, there were a series of nine different training classes spread over a period of three days. The classes concentrated on supplying the sales representatives technical information to help Ogura's customers.

Mr. Yasuhiro Ogura, CEO of Ogura Industrial and CEO of all Ogura operations worldwide, along with Mr. Inoue, Board member and director of all overseas activities were able to attend the



Sales representatives in one of the general sessions

start of the conference. Mr. Ogura gave the opening speech welcoming all conference attendees.



Sales representatives in one of the general sessions



From left to right: Mr. K. Tanigawa, Kanematsu Manager; Mr. Yasuhiro Ogura, CEO, Ogura group of companies; Mr. F. Flemming, President Ogura Industrial; Mr. H. Inoue, Manager of overseas operations; Mr. J. Ebisawa, Engineering Manager of OIC

## OGURA JAPAN UNVEILS NEW WEBSITE

The Ogura Japan website (which can be linked from [ogura-clutch.com](http://ogura-clutch.com)) has been redesigned for easier navigation allowing visitors to quickly access both technical and general information about Ogura. New pictures and expanded technical content has also been added. An expanded What's New section is now prominently displayed on the homepage and key product categories now have individual links.

Because the amount of visitors attracted to racing is increasing, the motor sports and drift challenge sections have been broken off into their own separate websites. Links to these sites are on the new homepage.



Ogura Japan Homepage

## OIC EMPLOYEE PROFILE

### **Ulf Wahlbeck New European Sales Representative**

**M**y name is Ulf Wahlbeck and I have just recently started working as a representative for Ogura in Scandinavia. I work for Cumatix which



Ulf Wahlbeck  
from Cumatix

is a trading company with a long tradition of working with Japanese companies and products.

A couple of years ago I graduated from the University of Stockholm with a masters degree in Economics and Business Administration. However, after working in a bank during my studies I found it more attractive to go into the field of technical sales. International trade is a fascinating thing and I have always had an urge to travel around and make new contacts with people. Before my studies at the University I went to Japan to work in a factory for 3 months which has really helped me in my contacts with Japan today. Furthermore I went for a 6 months exchange program to China. Unfortunately the SARS break-out took place during my time there and limited my traveling to a great extent.

In my spare time I enjoy playing soccer together with my friends (amateur level) and we have formed a team that participates in a small local league. I also enjoy a good game of golf if I play well, most of the time I wish I never took up the game in the first place.

I'm looking forward to working with everyone one at Ogura and promoting the Ogura product in Scandinavia.

## **New Engineers Hired For 2005**



New engineers for 2005

Kiryu, Japan

**T**wenty-five new engineers were hired at the start of Ogura's fiscal year, April 1, 2005. In welcoming the new

hires, Mr. Ogura made a speech highlighting innovation and independent thinking as the corner stones to help guide the new engineers in starting their career with Ogura.



## **Ogura Receives CMS Certification From RICOH**

RICOH has awarded Ogura their CMS certificate. This internal certification qualifies RICOH suppliers according to their own internal environmental standards. It recognizes and awards suppliers, like Ogura, that have a proactive environmental manufacturing policy.

## **Tokyo Auto Salon 2005**

Tokyo, Japan

**O**gura participated in the Tokyo auto show last quarter.

On display, were the new carbon disk clutch and a brand new twin plate clutch capable of handling 550 horsepower engines.

As a special project, and as an attention getter, Ogura incorporated a supercharger into a Hummer H2.



Hummer outfitted with supercharger



A good crowd was on hand at the Tokyo Auto Salon

## APPLICATION STORY

# A SCREWY APPLICATION

**H**ow a shrinking number of farmers can feed a constantly increasing population is a testament to innovation and creative thinking. Not many industries can boast the increased productivity of the average family farm.

**The GT4 allows the operator the convenience of engaging and disengaging the flights with the flick of a switch.**

Hawes Agro manufactures portable grain augers that give farmers the flexibility to quickly move their harvested crop from the combine to the storage bin. The device is basically a long cylinder housing a screw, called "flights" in the auger business. As the flight is

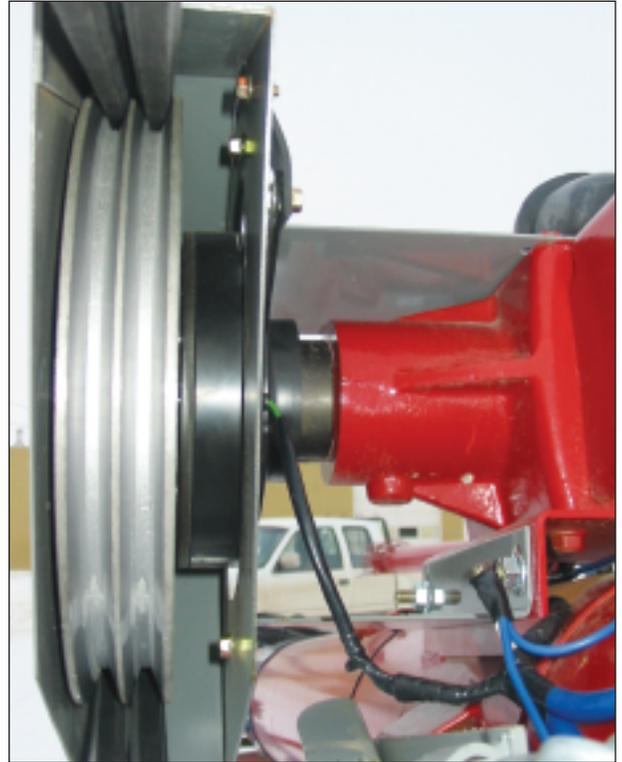
rotated, it pushes the grain up along the cylinder where it is finally discharged into the storage bin. The machines are gasoline engine powered and the ground drive is accomplished by hydraulic pumps powering the wheels.

Hawes Agro engineers comment that in the past the farmer had to

switch belts when they wanted to move the auger from one work station to another. They would move the belts to the ground drive pumps for transport and then back to the auger once he was positioned to move the grain. All this consumes valuable time during harvest, a serious inconvenience, and presents real safety issues for the operator as well.

Hawes Agro engineers considered various alternatives to solving the safety and convenience problems and finally settled on Ogura Industrial's GT4 clutch as the most cost effective and reliable approach.

The simple installation and 12 volt operation made it a natural for the application. The GT4 allows the operator the convenience of engaging and disengaging the flights with the flick of a switch. The high torque capacity of the GT4 can move the flight, loaded with grain,



Auger input with pulley mounted to Ogura clutch

reliably. Think in terms of 4,500 to 6,000 bushels of grain per hour to get a true picture of the work performed.

When the farmer is ready to move to the next grain cart or the next storage bin he simply turns the clutch off while the engine and ground drive system remain operating. Once the auger is repositioned the switch is thrown and it's back in business. Hawes Agro notes that the convenience of clutch can't be overlooked during harvest when every minute counts. Equally important is the improved safety for the operator. Safety, convenience and improved productivity all accomplished with a Ogura electric clutch.



Typical grain auger loading truck



Typical auger loading storage bin



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Happy Summer from the staff of  
**Ogura Industrial**

## OGURA IN THE NEWS

### 2005 Lawnmower Racing Off To Another Great Start

Locust Grove, Georgia

**F**or the second year in a row, Shane Shellnut is off to an outstanding start in the US Lawnmower Association Series points totals. Shane leads the field of 38 drivers in point standings in the B Prepared Class. If you'd like to follow Shane's progress through this season, please visit [www.letsmow.com](http://www.letsmow.com). Both



Shane on his way to a win in Shelby, NC

Shane's and Bobby Cleaveland's points totals are listed under the B Prepared category.

Over the past few years, Shane has consistently been one of the leaders of the B Prepared category. This year he is also expanding into the FX (Factory Experimental) category. The season ends at the end of August with the Race of Champions in Mansville, OH. So the next newsletter will have Shane's final results of the season.

### Product Diversity On Display At SAE Show 2005

Detroit, Michigan

**I**n April, Ogura Corporation and Ogura Industrial Corporation jointly exhibited at the SAE Show held in Cobo Hall in Detroit. Approximately thirty specialty automotive related clutches and brakes were exhibited at the show covering everything from standard air conditioning



Customers asking questions about Ogura's automotive related products

clutches to multiple disk racing clutches.

To back up the samples that were on display, both mini graphics and large graphics were created with cutaways showing the operation of the clutches.

Although the show has transitioned over the years from a showcase for the big three to a supplier show, it was still an excellent opportunity to obtain new inquiries and to establish new contacts with some of the second tier suppliers in the automotive industry.



Poster showing the variety of electro-magnetic clutches used in engine applications