



*...in Fluid Management*



# VISION 2012 : CUSTOMER SATISFACTION



## Olaer, the Professional Choice of our customers in Fluid Management

CUSTOMER SATISFACTION lies at the heart of everything we do.

To achieve this, our mission is to be the PROFESSIONAL CHOICE of our customers for their FLUID MANAGEMENT requirements.

To realize our mission, we believe in:

- ↳ Being an international group with just one culture by leveraging the local entrepreneurship spirit across the group.
- ↳ Decentralized organizations having local experts, speaking our customer's language, close to our customers, providing a 24/7 service whenever it is necessary.

- ↳ Centres of expertise to support customers and local operations whenever it is necessary.
- ↳ Providing value-added solutions to customer problems. Although these solutions may be simple systems, our intent is not to integrate forward into more complex systems that are the business of our customers, thus avoiding conflict of interest between our customers and ourselves.
- ↳ Supply Chain Management defined by Quality, Delivery and Cost, must be world-class, as benchmarked against cutting-edge industries.
- ↳ 4 prestigious brands; Olaer, Oiltech, Oil Air and FCH making up the Olaer Group

- each with a rich history and heritage, bringing a "peace of mind", wherever in the world product is supplied.

- ↳ Investing and working closely with a team of supply partners.
- ↳ Continually improving our business, with a constant eye on innovation.
- ↳ Valuing people, knowledge, Health & Safety and the environment.
- ↳ Being profitable to ensure continuity of existence for all of our stakeholders: customers, employees, suppliers, and shareholders.

# Oil Air Hydraulics in the world

For 20 years, dynamic and constant development has permitted Oil Air Hydraulics to position itself as one of the world's leaders in the provision of fluid management solutions. From conception to commercialization, Oil Air deals with the difficulties faced by customers and provides solutions for energy storage cooling and filtration of fluids to our customers.

Oil Air Hydraulics manufactures, markets and distributes a range of accumulators, oil coolers and filters that represent high quality and superior technology.

We have been able to establish partnerships with major operators nationwide to provide customers with personalized and unrivaled levels of close support.

Through the OLAER Group; Olaer, Oiltech, Oil Air and FCH combine their competence and expertise to offer:

- ↻ Value-Added Solutions
- ↻ World-Class Service

All this, everywhere in the world in all kinds of environments...





# APPLICATIONS



A national leader in the technology of gas loaded accumulators, Oil Air Hydraulics is also one of the first manufacturers of coolers.

The solutions developed by Oil Air to manage fluids have applications in many branches of industry: aeronautics, military, mining, railway construction, Formula 1, machine tools, agriculture, oil and gas, iron and steel & renewable energy, to name but a few.

We offer customers, manufacturers or end-users – turnkey solutions accompanied with advice and continual support.

Always ready to respond as quickly and as closely as possible to the expectations of our customers, Oil Air adapts its standards to the requirements of the applications.

Supported by international bodies and testing laboratories, Oil Air Hydraulics is able to meet all national and international standards applicable to its equipment and products.



# INDUSTRY

Experience makes the difference

Our products have been systematically developed and improved through a process of close co-operation with our partners in the market. The product range has been enlarged step by step which has significantly expanded and strengthened our application know-how. Such experience forms the basis of Oil Air's performance today.

The industrial market demands technically mature, serial product from Oil Air which are fully compliant with regulatory standards and directives. Global application of our products means that reliability and durability are at the top of the list of priorities for our customers.

Through close relationships with our partners, we are able to generate customer defined special solutions thus developing new serial standards.

The market for industrial applications especially shows our complete experience. Our products are used in heavy industry, machine tools, injection molding machines, laser cutting and welding machines, textile machines, aerospace and mechatronics. In such applications, they fulfil the function of energy storage, cushioning and fluid conditioning in terms of pressure, temperature and cleanliness.

As your fluid manager, Oil Air can offer to you a comprehensive range of products and systems for the complete storage, cooling and filtering of liquids and gases.





# MOBILE

Where movement is essential

Extremely high demands are placed on components and their function when it comes to cooling of machinery within the mobile industry.

Whether it be a simple oil cooler or an advanced combination cooler to cool the engine, charged air, hydraulics, transmission or fuel, Oil Air Hydraulics is able to provide safe, secure, economical and reliable cooling solutions even under tough operating conditions and environments.

Working together with our customers, we evaluate all conditions, both on the machine and in its environment and our extensive know-how and long term experience from the mobile and other industries enables Oil Air to adapt previous solutions and in cooperation with our customer, to arrive at an ideal solution for the new application.

By cooperating closely with our customers, they notice the difference from the very beginning and Oil Air Hydraulics maintains its place as their PROFESSIONAL CHOICE.



# ENERGY

For the source of energy of today and tomorrow

Present in all of the traditional sectors of energy, Oil Air Hydraulics is now applying its know-how and technological experience to the exciting development of renewable energy. We are developing today the techniques of tomorrow for the energies of the future.

Wind power has experienced rapid development in countries such as Denmark, Spain and soon the United States. Oil Air, through its expertise and applications developed in other sectors, is today the **PROFESSIONAL CHOICE** to accompany manufacturers in their rapid expansion.

Wavepower is also attracting considerable global investment and our expertise from the industrial sector has enabled us to develop efficient solutions to extract energy from the waves.

In fact our energy applications are numerous. Whether storage, anti-hammer, pulsation damping or cooling solutions, our wide product range can always be adapted and applied to quench the increasing global demand for energy.



# OIL & GAS

OLAER, a global capability

Global industrialisation and development drives the relentless search for fossil fuels in all corners of the globe. From topside platforms in the North Sea, through land based wells in the oil-rich states of the Middle East, right up to recent developments in remote Siberia, the exploration for and production of oil and natural gas continues to accelerate. Oil Air accompanies the oil companies and their operators all over the world.

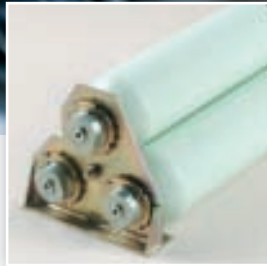
The industry is regulated to the highest levels of Health & Safety and often operates in environmentally sensitive locations. Equipment is also required to operate reliably under

harsh conditions ranging from corrosive saline atmospheres, desert conditions with wide ambient temperatures to subsea applications 3000 meters below the surface. Safety and reliability are more than just words: they are an imperative.

Applications utilising Oil Air products include wellhead control systems, pressure and temperature compensation, emergency shutdown actuation and blow-out prevention.

Through our partnership approach, our products are **THE PROFESSIONAL CHOICE** of many of the world's major oil companies.





# SPECIAL OLAER, partner for the extreme

Whether for aeronautic, naval, military or motor sport, Oil Air has become, over the years, an experienced partner where reliability, safety and performance are paramount.

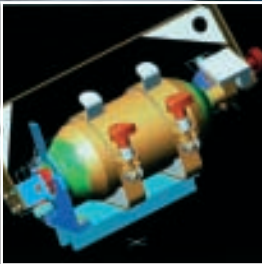
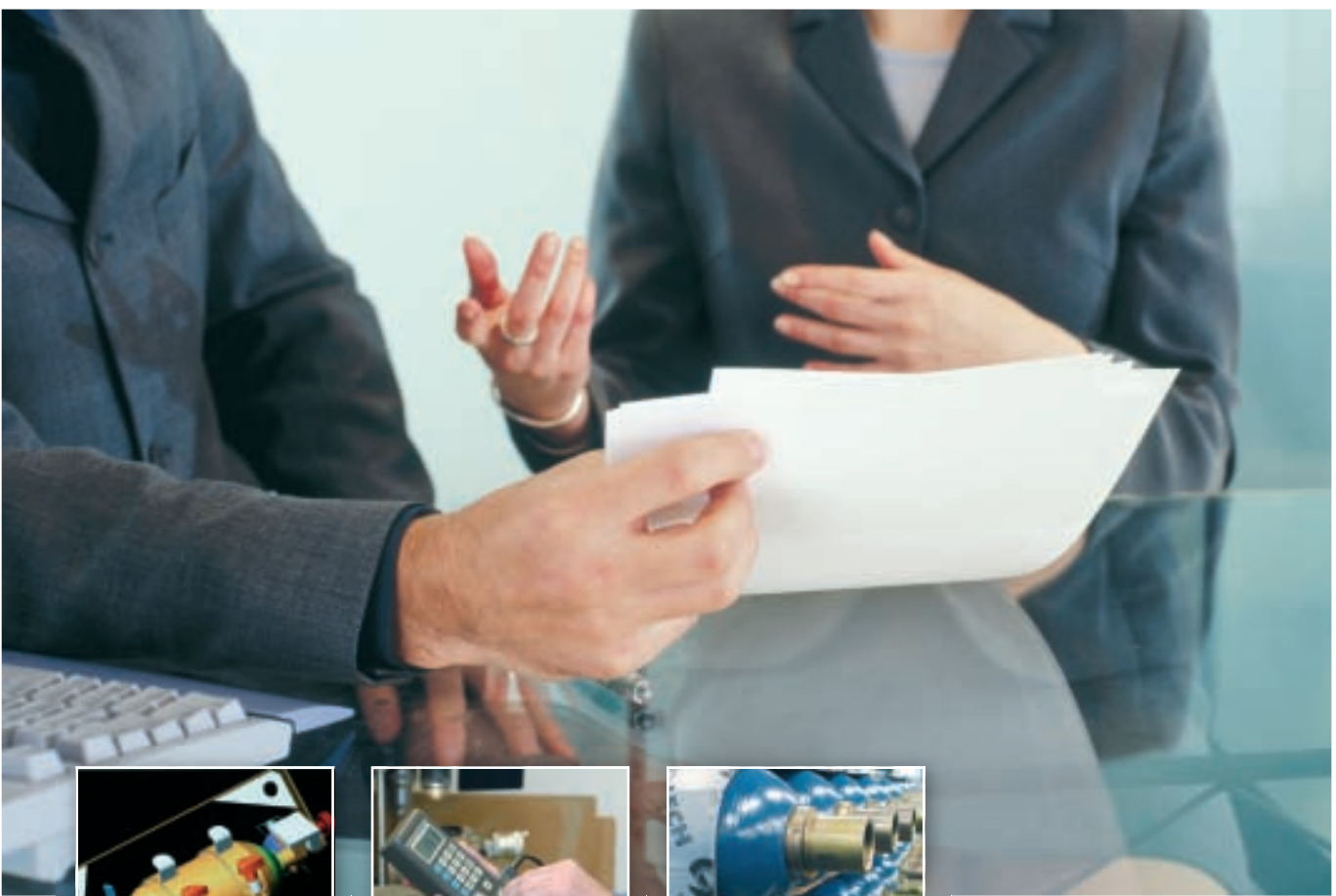
These economically and socially valued sectors require cutting-edge technology that responds to an ever-increasing demand for technical improvements: reduction of equipment weight, resistance to temperature extremes, reliability... Criteria that Oil Air has integrated into product design developed from the client's own technical specifications.

We at Oil Air Hydraulics are acutely aware that our products ensure vital functions such as braking or

optimisation of velocity change with applications in all types of hydraulic circuits, mobilizes their skills and experience to meet each specific need. As an example, Oil Air has developed a worldwide patented unique silicone accumulator for heavy duty applications.

To respond to the demands of weight reduction, Oil Air has developed solutions enabling the production of pressurised equipment integrating a Kevlar fiber reinforcement. Exotic materials such as titanium or special elastomers produced in our laboratories are part of the design of light and resistant products, able to respond to the most demanding specifications.





# SERVICES

OLAER, a global companion

Despite being a world-wide group, OLAER has not lost track of the importance of proximity with our customers in being the best way to define and respond to their needs.

Through our capacity to be close as possible to reality, the OLAER Group has succeeded in transforming problems into solutions for more than forty years.

More than 23 commercial branches implanted around the world offer unrivalled service including engineering, distribution and maintenance assistance.

The OLAER Group follows-up on upstream and downstream installations of high-quality products thanks to:

- laboratories equipped with the latest software allowing selection and sizing of accumulators and heat exchangers according to your needs
- on-site installation and product training for customers
- on-site intervention if necessary
- constant technological surveillance

For more than forty years, the OLAER Group has succeeded in developing a partnership all over the world guaranteeing logistic and after sales service corresponding to the quality of its products.

The OLAER Group, a global companion.

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