



- Well Established, Stable Companies
- Premium Products – Positive Brand Image
- Quality Driven Mentality And Performance
- Innovative Products – Long Lifecycles
- Outstanding Customer Service
- Multiple Markets And Segments
- Serving Oem's, Customers & Manufacturers
- Diversified and Differentiated Products

Existing, Long term, Proven Relationship

- **Experience and Knowledge**
    - Long term Employee's with years of practical experience
    - Experts in designing systems in the fluid power industry
    - Many hold degrees for various technology programs
- 
- **Outlook**
    - Company looks at long term as well as short term
    - Invests in the resources for innovation and solutions
- 
- **Customer security Program**
    - ONLY original parts used for supply, spares & repairs
    - Making sure we work as partners....
    - Will Stock inventory specific to a customer request

- **Specialties**
  - Hydraulics and Pneumatic solutions
  - Full System Design, with Electro-Hydraulic control
  - Oil Filtration and oil quality
- **System Design**
  - Customized Solutions for Hydraulic Power Units
  - Pneumatic Panels,
  - Filtration and Lubrication Units,
  - Motion Control Panels
- **Services**
  - Hydraulic and Pneumatic component and system
  - Repairs, service calls, start-up's and installs
  - Hose assemblies, certified Enerpac service center

- **Distribution**

- Wandfluh valves, cartridges, flange, sandwich and accessories
- Wandfluh electronics – Amplifiers, Controllers & PASO Software
- System components - Pumps, Cylinders, Hose, Fittings

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- **Industry and Market specialties**

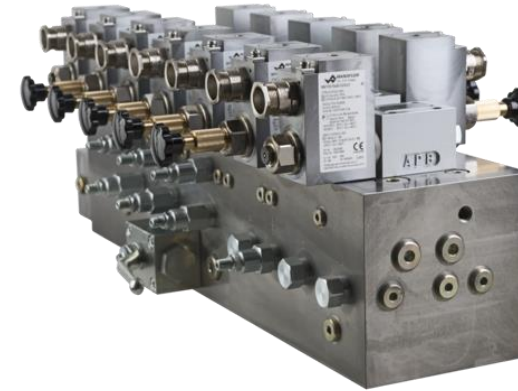
- Paper and pulp – manufacturing and material handling,
- Metal handling and Foundries
- Machine Builders, Die Casting, Tooling
- Power generation - Hydroplants
- Food – Cheese Plants, Dairy Industries
- Wood industry – Processing, cutting, sawing
- Automotive - automation

- **Testing**
    - All units/components are tested to standards and documented.
    - System start-ups and installs utilize a quality checklist
- 
- **Serial Numbers**
    - All units are serialized for quality purposes.
    - Original vendor supplied components are also serialized.
- 
- **Quality certified parts**
    - Wandfluh original parts used at all times
    - Our manufacturers can provide certifications on their parts.
    - Certifications include - ISO 9001, CE, Ex proof Inc....
      - ATEX, IECEX, GOST Ex-, DOT FMVSS §571.10,
      - NACE Compliance & SAE and UL Compliant, NSF



## Hydraulic Power Units

- Designed to specification
- Harsh environment



## Custom Solutions

- Electro-hydraulic
- Pressure & Flow
- Integrated Packages



## Panels:

- Pneumatic
- Electric
- Motion Control



## System Protection

- Filtration
- Lubrication



# | WANDFLUH of AMERICA (WAM)

**CHANGE IS GOOD** - New faces, New Services, New look & feel.

[www.wandfluh-us.com](http://www.wandfluh-us.com)



# THE WANDFLUH COMPANY...

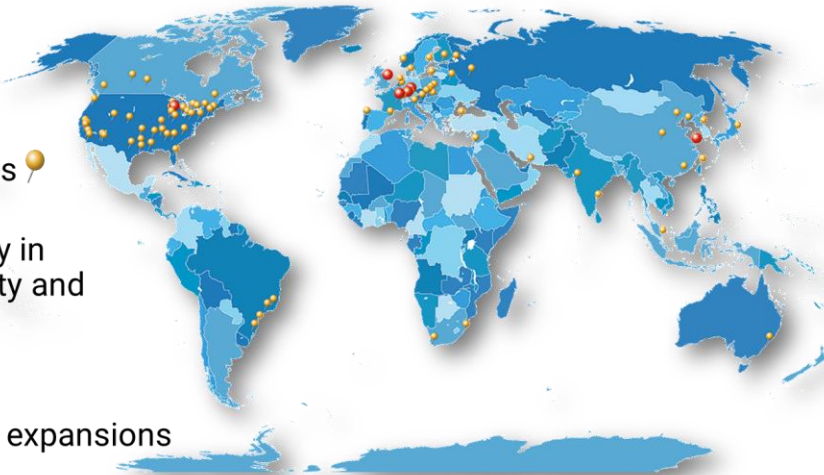


## Dependable Products, Quality, Delivery and Service ...

- Private company, existed since 1946 – longevity in competitive market space
- Reputation for consistently high specification products, that work as stated
- Continuous investment in all areas of the global business enterprise
- High level of in-house parts manufacture – protects IP, quality, volume, delivery
- Continual release of technology, innovations and new products to market

## Worldwide Support & Availability...

- Wandfluh Companies
- Sales Channel Partners in more than 30 countries
- Materials sourced mainly in Europe for supply security and constancy
- We continue to grow...*  
New locations and Plant expansions ongoing



## Wandfluh Group

Inspire customers worldwide with innovation, smart, efficient solutions and unique added value products.

- Swiss Manufacturer
- Quality
- Reliability
- Longevity
- Consistency



Wandfluh AG (GHQ)  
Frutigen / CH



Wandfluh Co. LTD  
Shanghai / CN



Wandfluh of America, Inc.  
Mundelein / USA



Wandfluh Produktions AG  
Frutigen / CH



Wandfluh GmbH  
Emmingen / D



Wandfluh GmbH  
Dornbirn / AT



Wandfluh UK LTD  
Southam / UK



Wandfluh SARL  
Saint Priest / F



Wandfluh AG campus  
Frutigen Switzerland



Wandfluh Produktions  
Frutigen Switzerland



# WANDFLUH - ABOUT US



## Our Focus Market Sectors...



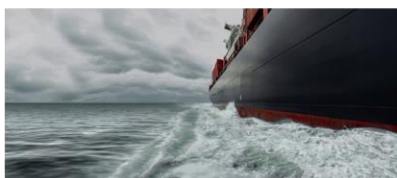
INDUSTRIAL



MOBILE



OIL & GAS



MARINE

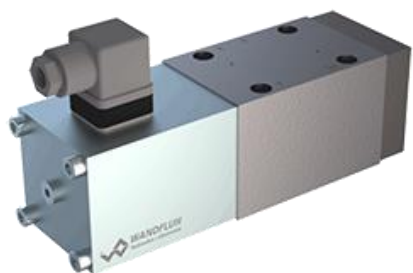


ENERGY

➤ From 1 lpm (~0.3 GPM) to ~>3500 lpm (~>900 GPM)

➤ Up to >630 Bar (>9000 PSI)

- **Product formats:**
  - Flange style
  - Sandwich body
  - Cartridge (screw-in – ISO & UNF)
  - 2-port slip-in DIN cartridge valves
- Large array of special versions/options available
- Constant releases of new/updated products
- Receptive to customer specific solutions.....



Flange/manifold  
mount



Sandwich valves



Cartridge  
ISO / UNF



Ex Proof  
ATEX/CSA/UL



pd2



md2



DSV  
DIGITAL VALVE

- 100% up-time during COVID 19 global crisis – **Wandfluh AG, Wapro and WAM**
- Wandfluh company - categorized as essential/critical business
- Continue to maintain 4-6 weeks delivery on standard valve products
- In-house control of: Critical processes, quantity, quality, inspection and production
- Continued investment in: People, locations, product development, automation and materials

**ONE Company, Providing Smarter Solutions for Electro-hydraulic**

**Systems**

# WAM - Premium Company

It's what We Are...

Our Brand...

Our Products...

Our Image...

Our People...

## WAM - Premium Products

What we have, will inventory, promote, sell and apply

## WAM - Premium Services

How we act, respond, support and Interact



# | WAM WORKING FOR YOU.....



- Raise Wandfluh visibility, availability and our technical interactions level on ALL areas
- Offer 'VALUE-ADDED' services to help mutually secure sustainable, profitable growth
- Train, inform, work with your teams to grow engagement, opportunities and wins
- Identify NEW product/application opportunities with you and work towards market release
- Introduce new topical WF products to you to keep you in front of your competition

**Use the 'Power of Wandfluh' to provide innovation for real market**

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**differentiation**

# | GARY GOTTING – PRESIDENT & CEO



- **1983** started working for Denison Hydraulics – prop. valves and electronics – England
  - **1990** re-located to Hilden Germany to manage global electronics
  - **1993** re-located back to England to create & lead new ‘systems’ group
- **2000** re-located to Columbus, Ohio to lead global electronics and systems ( Denison then bought by Parker )
- **2007** Joined Eaton in Minneapolis as senior product manager for advanced technology and systems group
  - **2008** joined HCT ( Electronics subsidiary of Sun Hydraulics ) – VP Sales & Marketing
    - **2014** re-located to Sun Corporate, Florida to head up global Sales & Marketing
  - **2016** Promoted to global lead for Product Management, Marketing, Training & Pricing

- **2020 joined Wandfluh-US**

Email: [gary.gotting@Wandfluh-us.com](mailto:gary.gotting@Wandfluh-us.com)

Phone: +1 952 905 9444



# CRAIG HANKS – VP OPERATIONS



- **1995** – Joined AGVP-Sweden designing Hydraulic circuits for Automatic Guided Vehicles & Materials Handling
  - **1997** Joined Livingston & Haven as Engineering Lead designing HPU's, custom manifolds, and systems
    - **1999** Achieved Rexroth Applications Specialist designation for Hyd. Systems Design (Large Scale)
  - **2004** Denison Product Specialist - Specializing in Large-Scale, Military, Mobile Systems (bought by Parker )
  - **2005** Promoted to General Manager at Hydradyne Hydraulics– Industrial, Marine, & Mobile Hydraulic Sales
- **2014** Joined Applied Industrial Technologies as Technical Services Manager-CFC, based out of Charlotte NC
- **2018** Joined Linde Hydraulics-Germany as New Products Introduction Manager & Senior Applications Engineer
  - MBA- McColl School of Business - Queens University, Mechanical Engineer-UNCC, Certified Fluid Power Specialist



- **2020 joined Wandfluh-US**

Email: [craig.hanks@Wandfluh-us.com](mailto:craig.hanks@Wandfluh-us.com)

Phone: +1 704 779 2157

# KIRK FENNELL— NSM



- **1994** Joined Atlas Fluid Components (Rexroth/Sun/Hydac Distributor – OH) as Sales/Application Engineer
  - **2000** Joined HYDAC Technology Corp. as Regional Sales Manager – OH/KY/NY/PA
- **2005** Promoted to HYDAC Area Sales Manager–EAST: Build a 6-member sales team to grow the distribution and direct business in a 15-state northeastern US Area.
- **2010** Promoted to HYDAC Regional Vice President-EAST: Build a 15-member sales/application team to grow the distribution and direct business in a 24-state eastern US Region.
- **2016** Joined Hydrotech (Rexroth Fluid Power and Automation Distributor – OH/KY) as Director of Fluid Power Sales, managing 15-member sales/application team.
  - BS Mechanical Engineering – Grove City College (PA), Certified Fluid Power Specialist



- **2021 joined Wandfluh-US**

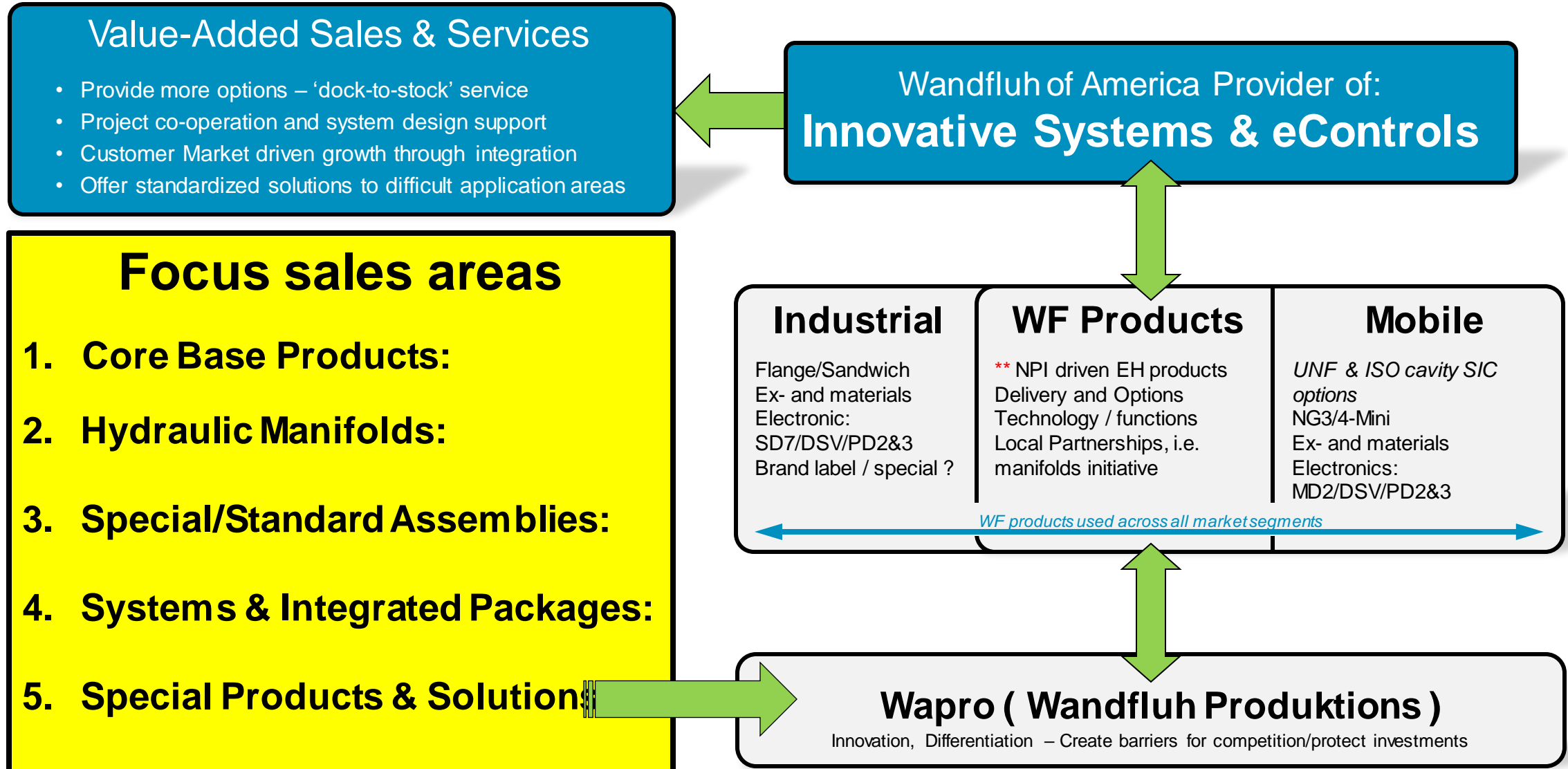
Email: [kirk.fennell@Wandfluh-us.com](mailto:kirk.fennell@Wandfluh-us.com)

Phone: +1 330 256 0169





# WAM – ADDING CUSTOMER VALUE



**\*\* NPI** – New product Introduction process from EH product and Technology roadmaps

# | OUR ASSURANCES TO YOU...



## 2021.... The new look and feel of Wandfluh of America...

- Work to earn your trust, opportunities and business by being good, reliable partners
- Easier, more timely contact and information flow between us and your teams
- Support for your Engineering, Sales and Technical Marketing at whatever level needed from us
- Training – Products, application workshops & solution information – classes & Virtual meetings
- Business planning & discussion to mutually grow each others market share successfully

# | WANDFLUH PRODUKTIONS AG

**Company Services Presentation** – Precision machining, assemblies and Solutions

[www.wapro.ch](http://www.wapro.ch)



# MARKETS & RESOURCES



Machinery/Equipment



Sensor technology



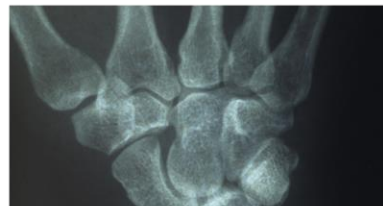
Food & Beverage



Marine & Aircraft



Defense & Communication



Medical

## Mission:

Excite our customers with high-quality Products, assemblies and solutions

## Quality:

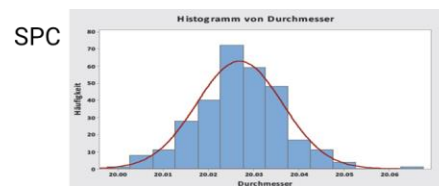
Consistent, dependable quality delivered on-time

## Partnership:

Our activities, driven by the needs of our customers.

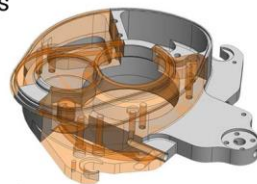


## Measuring, inspection



## Engineering

SolidWorks



## Documentation

**CERTIFICATE OF CONFORMITY**  
DECLARATION OF COMPLIANCE WITH THE ORDER IN ACCORDANCE EN 10204-2.1  
MANUFACTURER:  
Hersteller/Lieferant  
Constructeur/fournisseur  
CUSTOMER  
Kunde  
Client  
PURCHASE ORDER NO.  
ACKNOWLEDGEMENT NO.  
PRODUCTION  
DESCRIPTION/TYPE CODE  
PART NO./ Serial-No  
Raw material information

**Wandfluh Produktions AG**  
Parallestrasse 42  
CH - 3714 Frutigen  
Wandfluh of America Inc.  
909 High Street  
US Mundelein, IL 60060  
0049007 DATE: 28.07.2017  
3816703 DATE: 28.07.2017  
8117570-232/8117571-233/8119577-266  
Joystick Pilotng  
016943 QUANTITY: 113  
Lot No. \*\*\*\*\*



## Milling:

Dimensions:  
5 – 500 mm side length  
0.2 – 20.0 inches



## Turning:

Dimensions:  
5 – 280 mm diameter  
0.2 – 11.0 inches



## Assembly of components:

Dimensions:  
up to 25 kg weight 55 lb.

