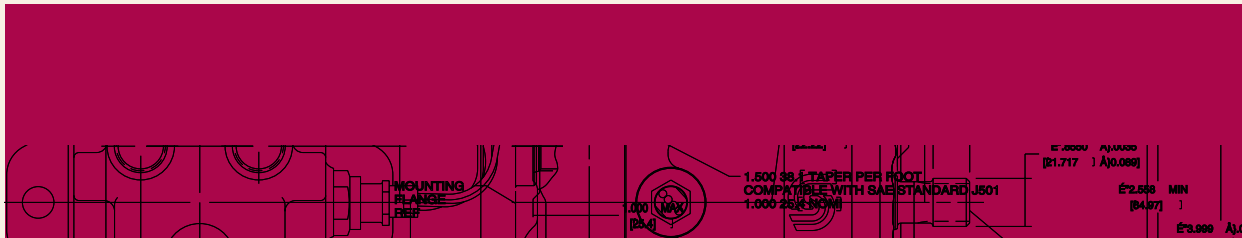


What really matters is inside



combines - harvesters - sprayers - lawn mowers - wheel loader - transit mixers - road roller - truck mounted cranes - aerial lifts - forestry truck - dumpers - dozers - sweepers - special trucks - drills - screens - winches - compactors - backhoe loaders - skid steer loader - wheel savers - forklift trucks - telehandlers - trenching machines - sweepers - utility trucks - utility tractors - planers - trenchers - garbage trucks

Sauer-Danfoss: The company inside tomorrow's



combines - harvesters - sprayers - lawn mowers - wheel loader - transit mixers - road roller - truck mounted cranes - aerial lifts - forestry truck - dumpers - dozers - sweepers - special trucks - drills - screens - winches - compactors - backhoe loaders - skid steer loader - wheel savers - forklift trucks - telehandlers - trenching machines - sweepers - utility trucks - utility tractors - planers - trenchers - garbage trucks

overs – backhoe loaders – skid steer loader
s – pavers – forklift trucks – telehandlers
stry machines – sweepers – tractor – util
cially tractors – planers – trenchers – garb
mbines – harvesters – sprayers – lawn mov
eel loader – transit mixers – road rollers
truck mounted cranes – aerial lifts – forest
off-highway machinery dozers – sweepers – speci
trucks – drills – screens – bunches – comb

No one wants to outsource design and production to just anyone. It takes something special to be chosen as a key supplier – to be invited inside. Sauer-Danfoss is a leading global manufacturer of engineered hydraulic systems, components, and electronics to off-highway OEMs in agriculture, construction, road building, materials handling, forestry, and turf care. We have become a preferred supplier by exceeding customer expectations and being committed, open, innovative, and reliable.

It is a fact. Sauer-Danfoss is one of the biggest suppliers around. Size in itself is nothing, though. What matters are the things we do and the way we do them. We want customers to think of us as 'the local company just around the corner'. And that is how we act. Our goal is to be, and continue to be, the most competent supplier around – the company inside tomorrow's off-highway machinery.

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Sauer-Danfoss's annual turn-over exceeds \$ 1 billion – construction and road building accounting for roughly 25%; agriculture, specialty, and turf care for approximately 20% each. Applications falling into other categories account for the remaining 15%.

Optimize with Sauer-Danfoss technology inside

With Sauer-Danfoss technology inside, you can limit your number of suppliers, increase quality, and reduce overall machine costs. We offer high value mobile hydraulic and electric products, engineering services, and the on-going support you need. Our engineers can provide you with complete systems for your vehicle's propel, work, and control functions as well as individual, off-the shelf components.

Frontier mentality is what really sets us apart. Our Advanced Systems Engineering team redesigns the complete electrical and hydraulic system architecture on existing machines to find smarter solutions for tomorrow's advanced vehicle applications. It is all about openness and innovation, really. Open to new ideas and new ways of doing things, this think-tank of expert engineers designs more cost-effective, high-quality systems. Test us. Our total systems – built from the ground up – will save you time and money.



A Sauer-Danfoss technology development team in the US had a firm eye on market trends when they bought a 10-year-old soil compacting machine, stripped it down and turned it into a model of tomorrow's technology. The team replaced the centralized hydraulic controls with a distributed electronic control network of self-regulating intelligent components. Advanced system control design was also incorporated, creating best point operating modes for key parameters and enabling the machine to adapt automatically to its surroundings.



*Hydrostatic transmissions.
Bent axis motors.
Transit mixer drives.
Planetary compact gears.
Hydrostatic transaxles.
Integrated systems.*

*Closed and open circuit axial
piston pumps and motors.
Gear pumps and motors.
Fan drive systems.
Micro-controllers and
software.
Sensors.*



Reliability pays

Quality and reliability go hand-in-hand. With focus on product reliability and customer satisfaction, Sauer-Danfoss follows a quality strategy endorsed by all employees. Our commitment to quality is supported by policies, processes, and structures that secure continuous product and service improvement. We use Six Sigma and Lean concepts. All Sauer-Danfoss locations will be ISO 9000:2000 certified in the near future – several already are. And 250 Defects Per Million is our official goal.

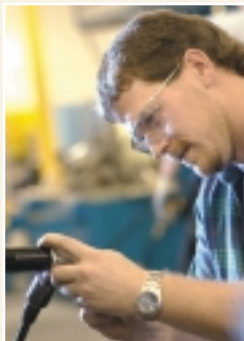
We have created a company culture where customer focused quality is always the main objective. "DNA card" is the word employees have started using about a small plastic card that briefly outlines Sauer-Danfoss's primary quality goals. Quality is not a fancy buzzword to us. We are serious about it, but for selfish reasons. Our commitment to quality is what makes our products and services so reliable. OEMs like reliability. It is that simple. Reliability pays.

Hydraulic power steering.
Electric power steering.
Electro-hydraulic power steering.
Electric motors and inverters.
Joysticks and control handles.
Displays.



Proportional valves.
Directional spool valves.
Cartridge valves.
Hydraulic integrated circuits.
Orbital motors.

A small plastic card bearing Sauer-Danfoss's ambitious quality goals so resembles a kind of company genetic fingerprint that it has become known as "the DNA card" among Sauer-Danfoss production managers and their staff. Conveying a fundamental message about the values on which the company is based, the card is part of the production team's total quality focus. The benefits of this focus are easy to see, with DPM in sharp decline and the target of 97% on-time deliveries fast approaching. Thanks to the commitment of production staff, Sauer-Danfoss has come several places higher in the quality ranks.



Sauer-Danfoss, with approximately 7,000 employees worldwide, has manufacturing and engineering capabilities in Europe, the Americas, and the Asia-Pacific region, and principal business centers in Ames, Iowa; Neumünster, Germany; and Nordborg, Denmark.

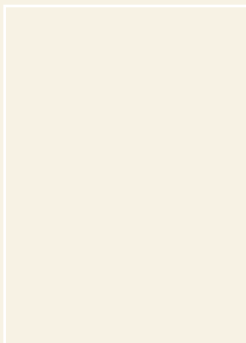
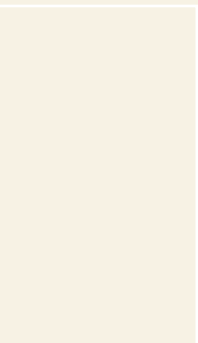




The people inside

We admit it. The systems and components inside your machine are not all we care about. Recognizing that our employees are the creative engine for making high value mobile solutions, we put them first. Enthusiastic talents – the people inside Sauer-Danfoss – are our strongest competitive asset.

Employees with different backgrounds and perspectives are essential for success in today's fast-paced, global marketplace. Working in 22 countries, we are a rich mix of diverse nationality, culture, and thought. We are proud of that. Each employee has the opportunity to develop and the obligation to learn. We respect individual differences and care about the health and safety of our colleagues. Sauer-Danfoss is its people.

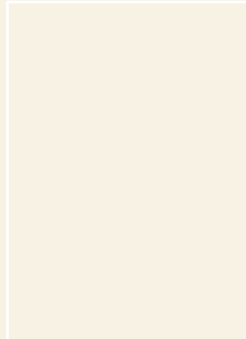
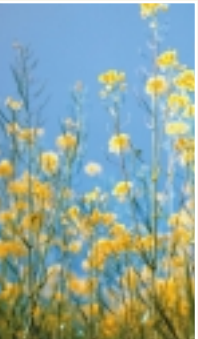


A new engineering degree at Aalborg University, Denmark, soon caught the attention of a Danish mechanic just returned home after several years of living and working in Australia. Sponsored and jointly devised by Sauer-Danfoss in partnership with the university, the course in electro-mechanical system design was intended to prepare students for the trend towards integrated system solutions. Six years and a graduation ceremony later, the newly qualified engineer found it only natural to apply for a job at Sauer-Danfoss. Today he is an application specialist working with advanced designs for integrated mobile systems.

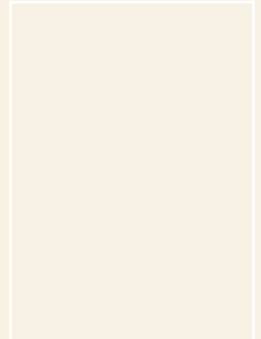
Caring for our communities

“As a good corporate citizen, we demonstrate concern for the interests and well being of our communities,” says the Sauer-Danfoss manual of guiding principles, *Compass*. Sauer-Danfoss conducts its business with proper regard to the protection of the environment. We are committed to good environmental practice at all levels of our organization. Protecting the environment is everyone’s business.

We care about the well-being of our communities and comply with all applicable environmental legislation, everywhere we operate. That is not all, though. We do more than what is required by law. For example, we have implemented the ISO 14001 Environmental Management System at three of our largest production sites. Turning a blind eye to pollution is not the Sauer-Danfoss way.



Sauer-Danfoss is listed on the New York Stock Exchange (SHS) and on the Frankfurt Stock Exchange (SAR). Two shareholders together, the Murmann family and Danfoss A/S, hold the majority of shares through the company Danfoss Murmann Holding A/S.



hydrostatic transmission - hydraulic power steering - electric power steering - electrohydraulic power steering - closed and open circuit axial piston pumps and motors - gear pumps and motors - bent axis motors - orbital motors - transit mixer drives - planetary compact gears - proportional valves - directional spool valves - cartridge - valves - hydraulic integrated - circuits - hydrostatic



transaxles - integrated systems - fan drive systems - electrohydraulics - micro-controllers and software - digital electronics and software - electric motors and inverters - joysticks and control handles - displays -

Drawing on the strength of a worldwide organization, Sauer-Danfoss is able to provide local services with global scope and scale. Our engineered hydraulic and electric systems can be delivered and serviced nearly anywhere in the world. Wherever you are, we are there when you need us. We call it commitment.

With more than 25 sales companies worldwide, local engineering expertise on all continents, over 200 distributors, and authorized service-centers around the globe, we are committed to serving you anywhere, anytime. We are the 'global' supplier that understands your business and speaks your language.



What really matters is inside®