

Product / Sales Support Update

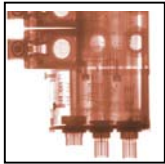
October 2005



- ◆ 20 Station Now Available with VS18 / VS26 24Vdc with 44-pin Sub-D
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VS18 / VS26 Station now available in 20 with 24Vdc with 44-pin Sub-D

The VS18 / VS26 range now offers a 16 station board for the 44-pin Sub-d connector, with the ability to expand in the field 4 additional stations. Therefore, you can now order a 20-station manifold (double or single solenoid) for those applications that require additional valves. This feature will not be added to the valve configurator but stock is now available in Littleton under part numbers:

- | | |
|----------------|---|
| VS1872207-KF00 | VS18 16-station solid PCB with D-sub 44-pin connector |
| VS2672707-KG00 | VS26 16-station solid PCB with D-sub 44-pin connector |

Since these manifolds can be used with single or double solenoids, make sure you order one of the following 44-pin Sub-D connectors as these will have enough wires to handle a 20-station manifold. These connectors are also stocked in Littleton under the following part numbers:

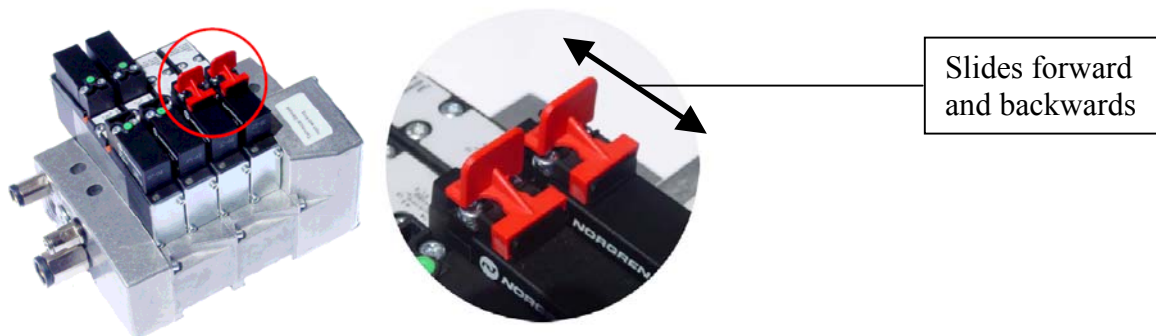
- | | |
|----------------|--|
| VS2672947-KG00 | D-sub 44-pin connector with cable 3ft (1m) length |
| VS2672948-KG00 | D-sub 44-pin connector with cable 9ft (3m) length |
| VS2672949-KG00 | D-sub 44-pin connector with cable 15ft (5m) length |

For additional information please contact Application Engineering in Littleton (303) 794-2611.



Locking Slide Manual Override (Add-on Kit) for VS18, VS26, V40/41 or V44/V45 Valves

New locking slide manual override allows for easy identification as well as easy activation. These kits convert any standard non-locking override into an easy to use manual slide override, by simply pushing the slide forward and backwards to operate the manual override. Slide kit is in stock under part number VS2672960-KG00A.



For additional information please contact Application Engineering in Littleton (303) 792-2611.



Obsolescence of the MM Series Rotary Table

Effective immediately the Norgren Actuator Division will obsolete the MM series of rotary tables. Due to the lack of availability of component parts, production will stop immediately. Norgren can no longer support this product with timely deliveries at an effective price. The products affected are as follows:

Rotary Table
MM-1
MM-2
MM-3

We cannot offer a replacement for the rotary table and apologize for any inconvenience this may cause. If you require further information, please contact Patrick Senay in Brookville at psenay@usa.norgren.com. Ref. PU664.



Extended Pressure Input Range for VP60 Proportional Flow Control Valve



Due to customer demands for a higher inlet pressure range, we have successfully tested the VP60 with pressure up to 230 psi (16 bar). Therefore, the inlet pressure rating is being upgraded from 175 psi (12 bar) to 230 psi (16 bar) effective immediately.

Our main competitor, Festo, with the series MPYE, can only offer a maximum input pressure of 145 psi (10 bar).

For further details, please contact Donald Hoerr at dhoerr@usa.norgren.com or Ricardo Rodrigues at rrodrigues@usa.norgren.com.



Obsolescence of Compact Cylinder Series RM/190000

- Ø20 – 50 with Female Piston Rod Threads
- Ø25 – 32 Version /N6 Option
- Ø20 – 100 Version /N4 Option
- Ø125 – All Options



The new ISO Standard 21287 for compact cylinders will replace the existing standard 24562. As a result of the change in standards the RM/190000 series compact will be made obsolete and replaced by the RA/190000. The RA/190000 will be phased in as inventory for the RM/190000 is depleted. The 20-50mm bore RA/190000 series with a female rod end thread is dimensionally interchangeable with the RM/190000 as well as the 25-32mm N6 option and 20-100mm N4 option. All styles and options of the 125mm bore are dropped-in replacements.

For additional information on dimensional differences between RM/190000 and RA/190000 or further details regarding the phase-in of the RA/190000, please contact Application Engineering in Brookville (937) 833-4033.



V20/V22 Rationalization

Due to the move to an external supplier of PCB's for valve manifold products and lower manufacturing costs, the following wireway PCB's for V20/22 valve manifolds will be made obsolete with immediate effect.

V20/22 Fieldbus valve manifold serial wireways

The full diagnostic version will now be offered as standard, giving the customer a full diagnostic system, which in the past has been included at a premium.

The following PCB's can be directly replaced with the full diagnostic versions:

- V11471-E** - V20 Non-diagnostic Fixed Address Serial Wireway
- V11473-E** - V22 Non-diagnostic Fixed Address Serial Wireway

The following PCB's will require some changes to the system addressing of the PLC:

- V11317-E** - V20 Non-diagnostic Dynamic Address Serial Wireway
- V11319-E** - V22 Non-diagnostic Dynamic Address Serial Wireway

V20/22 Multipole

The following PCB's have low or zero demand and will be made obsolete with immediate effect:

- V11228-E** - V20 Positive Common Multipole Wireway
- V11230-E** - V22 Positive Common Multipole Wireway
- V11210-E** - V20 24VAC Wireway
- V11226-E** - V22 24VAC Wireway

** Number of stations, indicating PCB length.

E.g. V11210-E04 = 4 station V20 24 VAC Wireway

Note: VM10/15 and VS18/26 offer comparable flow and lower costs to V20/22. These products can be used very easily to convert existing valve manifold business. Speak to application engineering for assistance in converting existing valve manifolds.

For further information, please contact Mark Densley in Littleton, CO at mdensley@usa.norgren.com.



Excelon Boxed Sample Kit

As a way of introduction, Norgren "engineered" advantage for our distributor partners by offering a free Excelon Boxed sample kit to motivated Distributors. Each boxed set consists of an Excelon filter/regulator, lubricator, lockable exhausting shut-off valve, and a pressure gauge.



The part numbering system is simple which makes future orders for you and your own customers extremely easy:

Description	Port Size	Part Number	List Price
Filter/Regulator-Lubricator-Lockout Valve	1/4"	BL72-201A	\$ 122.55
Filter/Regulator-Lubricator-Lockout Valve	3/8"	BL73-301A	\$ 211.60
Filter/Regulator-Lubricator-Lockout Valve	1/2"	BL74-401A	\$ 248.75

If you need more information regarding the Excelon Boxed Sample Kits, log on to the “Distributors Only” section on Norgren’s website and check out Air Line Bulletin #1-05. To order additional sample kits, please contact Littleton Customer Service at (303) 794-2611 and order appropriate part number (see above).



Advantage Express

Norgren’s Advantage Express program was introduced October 6th. This new program is an enhanced, customer-friendly version of our previous Floor Stock program that offers over 400 in-stock and ready to ship products. This commitment to rapid response, along with the diversity of products offered, gives you the “Advantage” on the vast majority of your customer’s air prep applications and is your ticket to the shortest lead times available. For all details regarding Norgren’s Advantage Express program, log on to the Norgren website: www.norgren.com, in the “Distributors Only” section, under bulletins, check out Marketing Bulletin #4-05.

Should you have any questions regarding the program, please contact Norgren Customer Service in Littleton, CO, at 303-794-2611 and look for additional product offerings wherever you see the Advantage Express logo.



AdvantageTrak

Norgren also introduced an enhanced special pricing program October 21st that replaces our previous GrowthTrak program. AdvantageTrak (A-Trak for short) offers considerable benefits over the previous program, including improved margins for FRLs, fittings, valves and actuators. Check out all the details regarding Norgren’s AdvantageTrak program by logging onto the Norgren website: www.norgren.com, in the “Distributors Only” section, under bulletins, check out Marketing Bulletin #5-05.

Please feel free to contact Pam Wolf pwolf@usa.norgren.com , Tim Perry tperry@usa.norgren.com , or Byron O’Dell bodell@usa.norgren.com, with any questions.

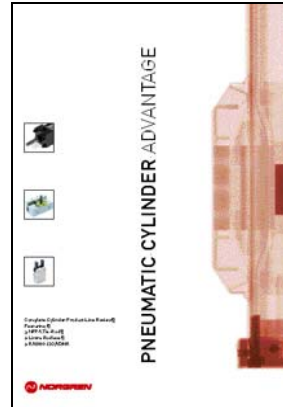


NA-293 Pneumatic Cylinder promotional brochure

By now you should have received your initial supply of the new Pneumatic Cylinder promotional brochure.

This brochure features a complete cylinder product line overview highlighting NFPA, ISO/VDMA and Lintra Series.

For additional copies, contact Littleton Customer Service (303) 794-2611 and order part number NA-293.



Fall 2005 Trade Shows

Norgren has participated in three trade shows within recent weeks.

PackExpo Las Vegas focused on the latest developments in packaging technology and showcased advances in packaging machinery, converting machinery, materials, packages and containers, and components.

Assembly Technology in Chicago was the world's largest "all assembly" trade event, where attendees received hands-on access to the newest technologies, ideas and solutions to optimise assembly operations.

Medtrade was the highly anticipated event for people in the business of home health care. Norgren had its entire USA Medical Team at the Atlanta show along with support from the FAS group in Switzerland.

We had excellent booth traffic and sales lead results from the shows. We hope to see positive orders based on the number of leads received.

One show remains on our 2005 calendar, the Chem Show in New York City November 1-3. Norgren has already committed to several trade shows for 2006. Check out our exhibition list on the Norgren website for the 2006 calendar year.

Online Marketing

Norgren Marketing is continuing its aggressive online sales lead generation programs. Featured products during our fourth quarter “stretch run” will be Actuators and Fluid Control. We will also escalate our search engine Pay-per-Click activity to accommodate the two feature product lines. Key messages during this promotion focus on Norgren’s fast cylinder and KIP valve shipment capability.

Look for sales leads moving down the pipeline. Be sure to responsibly follow up on all sales leads assigned to you.



2006 Advantage Academy Schedule

Norgren’s newly formatted Advantage Academy training classes have been full to capacity and have been getting great reviews. Sessions are being split between Littleton, Colorado and Brookville, Ohio. Look for the 2006 Advantage Academy schedule to be released soon and be sure to place your reservation early as these schools fill up quickly.

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