

# POWERVIEW

ISSUE SUMMER 2009

## WORLD OF MOTORTECH

2009 - Industrie und Technik in Celle



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### MONUMENT



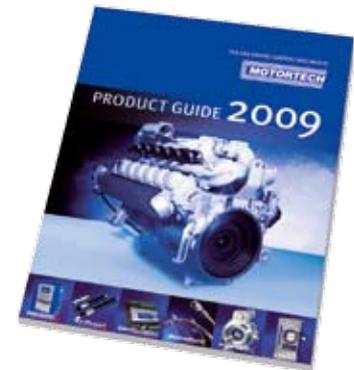
#### Built for Eternity

A new monument now decorates the entrance of the Motortech headquarters. The „M“ consists of bridge piers that are more than 150 years old. They were found during the construction period of the new bridge across the Aller river.

### Dear Customers, Readers and Employees,

good news is rare these days, thus we are pleased to deliver two good news to our employees, customers and suppliers:

*The first: The new MOTORTECH PRODUCT GUIDE 2009 has been released! On more than 140 pages over 1000 products are presented including detailed descriptions. The catalogue can be downloaded from [www.motortech.de/product-guide.html](http://www.motortech.de/product-guide.html). The German version as well as translations into Russian and Spanish are planned. System combinations, technical installations and specifications facilitate the use of the guide. Annual updates ensure latest data on all products. Special thanks go to all employees who have worked on the realisation of the PRODUCT GUIDE.*



- new catalog with 140 pages
- more than 1000 products
- released on May 1, 2009
- annual updates

*The second good news is the opening of our doors to the public! Reputable customers of our branch present current products and innovations during our WORLD OF MOTORTECH. Take the chance for an exclusive view at the modern working world of the MOTORTECH group of companies. Despite the general economic crisis, MOTORTECH optimistically looks into the future. The WORLD OF MOTORTECH is the ideal event to share this thought with our customers and suppliers. Information booths, dissertations and workshops arrange for communication, discussion and exchange of thoughts on everything concerning the gas engine industry.*

*We wish the WORLD OF MOTORTECH a good response and the willingness to move things ahead in the future!*



Sincerely,  
Florian Virchow



**WORLD OF  
MOTORTECH**

2009 - Industrie und Technik in Celle

We are looking forward to interesting dissertations and workshops on four different topics on June 5, 2009 starting at 10:00 o'clock. Motortech will present "sparking ideas", SES Berlin will talk about „control designs“, Dreyer & Bosse Kraftwerke will address "gas processing" and DCL International Inc. will be engaged in "Catalytic Converters".

The exhibitors range from A for August Storm (Service & Maintenance) to Z as Zink (gas flares). Local culinary delicacies, Tractor Pulling with the Flying Hawks and the band Night & Day will form the appropriate framework of the event.

# ALL-IN-ONE.VISION

GAS ENGINE MANAGEMENT

## THE NEW DISPLAY GENERATION

**All-In-One.Vision** is the new display generation for **AIO.NT** Controllers. Developed as an easy-to-use Plug-and-Play solution that visualizes all engine data, control information and tendencies on a bright color display of modern design.

The new monitor offers basic innovations compared with the original AIO-display such as a large high-resolution TFT color display supporting visibility and sharpness on the screen. The control panel has been updated with intuitive switches offering easy access to more information in less time. The **AIO.Vision** also offers the possibility to show analog signals as a TREND PLOT. The **AIO.Vision** supports visualization for single aggregate plants. Parallel visualization of more than one aggregate is possible with time-shift. The **AIO.Vision** can be installed either as a direct



monitoring display or as an optional / additional display, since the **AIO.NT** supports operation of 3 displays at the same time.



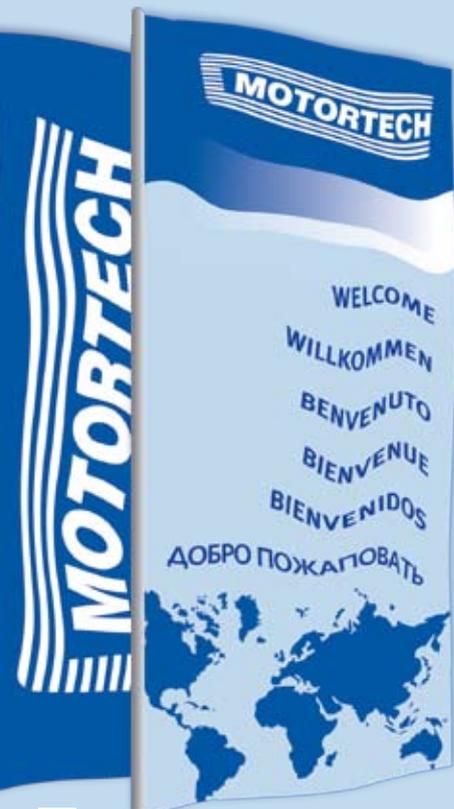
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## SPOTLIGHT ON BREAKTHROUGH IN NORTH AMERICA

The first North American Distributor Meeting took place from March 16th to 19th in New Orleans. Numerous leading employees and managing directors of the various subsidiaries came together to define the sales strategy for 2009. Despite the general economic crisis everyone agreed: 2009 will be the breakthrough for MOTORTECH products in North America! Products like the new ignition control unit MIC850, the AlphaRail wiring system and the VariFuel2 air gas mixer will find their place at engine manufacturerers and packagers, espe-

cially when it comes up to topics like efficiency increase, emission decrease and engine availability, these technically and in regards to premium quality products will come into operation.

Thanks to the many local companies, the MOTORTECH slogan "We upgrade gas engines" will become a well-known slogan in the US and Canada.



## NEW EMPLOYEES AT MOTORTECH



**Petra Balnuweit**  
Head of  
Accounting  
Entry: 01.01.09



**Ingo Harder**  
Production  
Planning  
Entry: 02.01.09



**Michael Scholz**  
CNC Cutter  
Entry: 05.01.09



**Manuel Seiffart**  
Media Designer  
Entry: 05.01.09



**Steffi Sosna**  
Accountant  
Entry: 26.01.09



**Michael Ureidat**  
Head of  
Warehousing  
Entry: 16.02.09



**Sandra Köbbel**  
Junior Controller  
& Assistant to  
Managing Director  
Entry: 01.04.09



**Annika Ortmann**  
Accountant  
Entry: 01.04.09



**Axel Laufer**  
Head of  
Production  
Entry: 01.08.09

## HANOVER FAIR

### MOTORTECH PRESENTED INNOVATIVE TECHNOLOGIES



More than 6150 companies from 61 countries exhibited on the Hanover Fair from April 20th to 24th, 2009.

The worldwide most important technology event of the year united a total of 13 international leading fairs under one roof. The major

topics were industrial automation, energy technology, drive and fluid technology, mobility, subcontracted supply, future technologies and offspring. MOTORTECH presented the flexible air gas mixer VariFuel, the EmCon5 mixer, the gas mixing system **AIO.NT** and the new ignition control unit MIC850 on the Celle community stand in hall 13.

Themed “Celle – Energy City“ and initiated by the Celle communal business development, ten enterprises from the energy business were united and presented their products to an international audience. These ten companies represented a good profile in regards to innovative and trend-setting technology in the energy sector.

## 1. MASTERS MEETING IN CELLE SUCCESSFUL

In order to ensure valuable support of sales and service people globally, the „Master“ was created. Subsidiaries or sales agents named one or two employees to be the Motortech interface. These masters are in charge of knowledge transfer, experience and support in their own, but also in the global organization.

Masters from USA, Canada, Argentina and Bolivia gathered in Celle from May 16th to 20th. Throughout the 4 days all participants were intensely instructed in development, production and quality processes. Additionally, technical training on products took place. The combination of theory and practice is to ensure that the masters can train their own employees and offer them the required aid on gas engine upgrades. We thank all participants for the intense commitment.

## GERMAN VISIT IN NEW ORLEANS

Five months after the foundation of Motortech Americas, the German management decided to send some of the Celle employees responsible for North America to New Orleans for a short time. The main reason was to gather on-site practical experience in order to standardize processes in the future and to guarantee combined operations according to ISO standards. We wish our employees a good time in gathering lots of experience in New Orleans.

## MOTORTECH EMPLOYEES SUPPORT THE “MEN IN RED“



Rescue practice “Maritime Salvage“ with helicopter rescue from a life raft, photo: C. Schimmel

Motortech employee Christina Schimmel (IT department) has a special connection to the German North Sea resort Cuxhaven and the rescue cruiser Hermann Helms. In August last year during the presentation of a donation, a nice contact to the on-site crew resulted. Photos of a rescue training were highly appreciated and so the idea of an internet special was born and realized by active support of the crew and the German Maritime Search and Rescue Ser-

vice (DGzRS). The „Men in Red“ are now online at [www.hermannhelms.cuxiland.de](http://www.hermannhelms.cuxiland.de). At the end of last year Motortech organized one of the small DGzRS-collecting ships for support of the sea-rescue people whose work is carried out as a charity on an independent, voluntary basis and financed by its own funds. We hope that Christina Schimmel's photography hobby will lead to a lot more nice pictures for us to see.

## FUTURE DAY FOR KIDS AT MOTORTECH



On April 23rd, 2009 the national „Future Day for Boys and Girls“ took place. 9 kids between 12 and 14 years old strained their ears for the explanations of farmer Liskien in Osterloh where they could see Motortech products „in action“ on a gas engine. Before this on-site visit the kids learned about Motortech products, development, construction and sales at the Motortech facility.

### IIMPRINT

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## INSIDE

### ENGINES WITH A TWIST ...



### WHEN DREAMS COME TRUE

The Celle castle is the ideal place for a real fairy tale wedding. On April 4th, 2009 Kathrin and Stefan Dönne were joined in matrimony. Motortech congratulates and wishes the bridal couple all the best and good times ahead!



### MOTORTECH CHRISTMAS PARTY

The Motortech Christmas Party took place on December 12th, 2008 at Ralveshof. Among many highlights and good moods Florian Virchow was pleased by a present of the employees: a „diorama“ of ignition coils.

