



complete cooling
systems **innovation**

BREAKING NEWS: BUY YOUR COMPLETE COOLING SYSTEM FROM NISSENS

Nissens is among the market's leading suppliers of cooling solutions, and we are proud to announce that we now offer complete cooling systems comprising customized and technically advanced coolers with pump stations.

According to our customer's specifications, we design and produce the cooler and the pump station, including pipes, pumps, heating elements, filters, tubes, valves, by-passes and sensors. By taking care of everything, Nissens values your need for ease of business, when you purchase your cooling system from us.

WE OFFER:

- Product Development: Design Focus & High Speed
- Better Product Performance
- Experienced Partner with System Know-how
- More Supplier Responsibility – Fewer Suppliers
- Easy Logistics – Less Cost

Read more about the benefits of the complete cooling systems from Nissens on the following pages...

MORE TOPICS IN THIS ISSUE:

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DEAR CUSTOMERS,

At Nissens, we have defined a new three-year strategy based on the expectations of our customers. We see that several of our customers are looking for suppliers, who offer full system solutions for the sub-systems in their machines, e.g. the cooling system.

Their objectives are to:

- Leverage the engineering competences and know-how at the suppliers to jointly develop more advanced solutions and encourage product innovation.
- Reduce the total number of suppliers and have the suppliers assume a larger responsibility in order to simplify their value chain.

We strive at “Delivering the difference” to each of our customers, and as a result we have invested in becoming a full-scale system supplier, who will be a market-leading cooling expert in components and solutions. For that reason, we have employed experienced engineers with considerable know-how in cooling systems. We have built special test facilities for in-house tests, and we offer full-scale tests in our customers’ own applications. We have improved our production and supply chain platforms to provide easy order handling and quick delivery of customized cooling systems.

That means that we are ready to design, manufacture and test cooling systems for wind turbines. We have already developed a significant amount of prototypes for system solutions for both wind and on-/off-road industry segments, and the first orders have already been shipped.

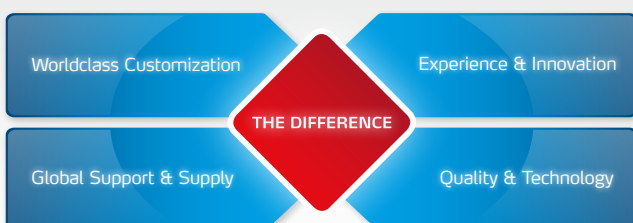
Our customers have warmly welcomed our new role as a solution provider, but we will also remain a supplier of customized cooler components in order to serve our customers in the best way.

Best regards, **Alan Nissen**, CEO Nissens

DELIVERING THE DIFFERENCE

Our passion for cooling and climate solutions is fundamental in order to promote our customers’ growth and success. Our respected brand builds upon four elements that are your guarantee of our ability to offer worldclass customization, solid experience and unique innovation, global support and supply as well as high quality and advanced technology.

Our proven performance makes us the preferred supplier of our customers.
We value their trust by delivering the difference.



NISSENS’ COMPLETE COOLING SYSTEMS (CONTINUED)

Product Development: Design Focus & High Speed

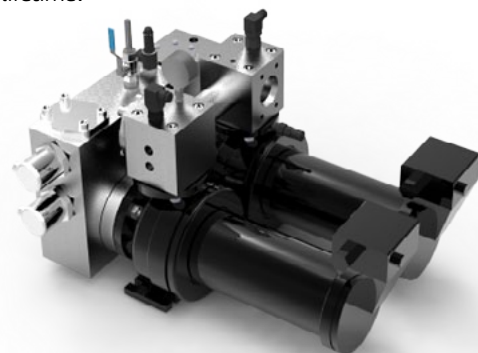
When we open the dialogue with our customer, we focus on the design. We minimize the need for maintenance by choosing components with long lifetime and a minimum of defects. We also take the energy consumption into consideration by reducing the pressure loss. With a Total Cost of Ownership approach, we design products for a 25-year lifetime. Thanks to in-house experience and know-how, we speed up the development process significantly.

Better Product Performance

We offer better product performance by building smaller and more intelligent components into the cooling system. More compact units limit the risk of leakage. To reduce maintenance costs, we offer redundant cooling systems. In-house, we carry out full-scale tests as well as performance tests in order to verify all values and provide documentation on full lifetime tests. Our verification and performance test results make our cooling systems very suitable for off-shore renewable energy applications.

Experienced Partner with System Know-how

At Nissens, we have not only invested in machines and equipment to build complete cooling systems. We employ highly specialized people with years of experience in designing, building and manufacturing complete cooling systems. Our knowledge and experience allow us to make the right definition of the pump size. Furthermore, we are trained in choosing the correct control and regulation mechanisms for the system with the aim of providing more stable operation and longer lifetime.



More Supplier Responsibility – Fewer Suppliers

With higher involvement in the supply of the entire product solution, Nissens is assuming a higher degree of responsibility for the designs, prototypes, tests and performance of the complete cooling systems. Our customer’s request for ease of business is met by our ability to supply a complete cooling system. Our customer may thus limit his number of suppliers and have only one single point of contact. That will reduce the supplier co-operation cost considerably.

Easy Logistics – Less Cost

Since we fit the complete cooling system into one kit and handle the purchasing and stocking of pipes, pumps, heating elements, filters, tubes, valves, by-passes, sensors etc., it is simpler to provide on-time delivery. We are making our customers’ ordering process easier by ensuring that only one part number is used, when they order the cooling system from our customer service department.



EDI – EASING THE BUSINESS FOR OUR CUSTOMERS

To make it easy to do business with Nissens, we offer handling of daily order management and shipping tasks through an EDI solution. That means that we exchange all order, shipping and invoicing data with our customer through an electronic portal. To our customer, EDI brings about a number of benefits:

The order entered by the customer is directly transferred into Nissens' order management system. With correct order entry, Nissens will not make any changes or additions to the data. The control and confirmation of an order thus take place instantly after receipt of the order. In case of data discrepancy, EDI offers a much better opportunity to ensure that the part numbers, prices and quantities are according to agreement.



When we ship the goods to our customer, he is immediately informed of the dispatch. The invoices are direct copies of the order confirmations, and the shipping documentation indicates actually shipped quantities, shipping date and time. As a result, the customer's receipt of goods can be handled more smoothly, since all hard-copy paper processes have been abandoned, and a pre-advise on the positioning of the ordered items per pallet, including a pallet label for scanning, has been sent.

The difference in the customers' ways of working is always taken into account, and the specific EDI solution is customized to every customer. Christina Hagh, Customer Logistics Manager, says: "We offer EDI to our customers, because we want to be easy to do business with. It is our experience that common problems like missing part numbers, orders entered with a wrong customer number, conflicting prices and missing order confirmations are completely eliminated when applying EDI. We simply use EDI to speed up the entire process from order entry to receipt of the goods at the customer's premises. For that reason, Nissens is able to spend more time on proactively bringing value to our customers by virtue of closer customer dialogue, follow-up on forecasts, quicker reaction to changes in purchase patterns and improvement of our delivery performance to each customer".

Setting up EDI only takes five days, and then we are ready to serve our customers electronically. An EDI solution requires a certain purchase volume. However, a web EDI solution is also available as an attractive middle course between manual order management and the full EDI solution.

NISSENS AWARDED WITH ENVIRONMENTAL CERTIFICATE

In recognition of Nissens' commitment to respecting the environment, we have been awarded with a DS/ISO 14001 Environmental Certificate from Bureau Veritas Certification. The certification plays an important role in our on-going efforts to develop higher standards for quality, environment and work environment



Environmental Certification: What does it mean?

The certificate is an evidence of our dedicated effort to protect the environment, and it puts an emphasis on the fact that:

- We care about environmental issues by focusing on sustainability
- We are committed to minimizing the effects on our company's physical surroundings through a structured approach, which also takes financial savings and increased competitiveness into account. Making an effort to protect the environment is thus compatible with our business interests as well as our consideration for future generations
- We are able to document that the task of minimizing external environmental effect is integrated in our daily processes, short- and long-term activities and existing as well as future competences

Meeting the Needs of our Customers: Green-tech Supplies for Green-tech Applications

Our growing concern for the environment forms a natural part of our corporate social responsibility, but it also has a significant importance to our efforts to meet the needs and requirements of our customers. Nissens' VP Sales and Projects, Thomas Juul Eilersen, says: "We are a company that continues to grow our supplies to the renewable energy industry, and we keep building closer and stronger business relations with customers, who offer solutions or products based on eco-friendly concepts. It is only natural for us to support the green image of our customers by ensuring that we are running a business, which does not have detrimental effects on the environment. However, we also believe that we all share the obligation to ensure that we can hand over this planet in good condition to future generations."

Global Environmental Certification Process

The first DS/ISO 14001 Environmental Certificate has been awarded to Nissens' production facilities in Denmark and Slovakia. In the light of our role as a global supplier, who is willing to follow our customers into new markets, we will proceed with the process of qualifying our production facility in China for the environmental certificate as well. It is very important to us that our reliability as a supplier offering consistent and uniform solutions across the world cannot be disputed.

NEW PEOPLE - VALUABLE KNOW-HOW

In our continuous efforts to build more knowledge into our organization and prepare for our new role as a supplier of complete cooling systems, we are pleased to welcome five new colleagues to our team:



The new Nissens colleagues, from the left: Erik Casper Jørgensen, Tommy Buhl, Janus Ive Holm and Kasper Nissen

Tommy Buhl, Product Development Engineer, Product Development, Wind

Tommy Buhl is Bachelor of Science in Engineering. In the past five years, he has worked as an R&D engineer and acquired valuable skills within design, specification and testing of complete cooling systems for wind turbines. At Nissens, Tommy will contribute to further strengthening our ability to build and share product and application know-how in-house as well as with our customers in the wind energy segment.

Janus Ive Holm, Test Engineer, R&D

Janus Ive Holm is Bachelor of Science in Engineering with a speciality in energy and system development. Janus will perform product tests, measurements and calculations to verify the reliability and performance of our cooling components and systems. In close co-operation with his colleagues in the R&D department, he will also participate in the support of customer projects and the creation of innovative, customized product solutions.

Erik Casper Jørgensen, Product Development Engineer, Product Development, Wind

Erik Casper Jørgensen is Bachelor of Science in Engineering, and for more than 25 years he has acquired substantial know-how and experience in various engineering projects. In recent years, Erik Casper has worked with development of complete cooling systems for wind turbines from design to installation. At Nissens, he will participate in the development of customized cooling solutions for applications in the wind industry.

Kasper Nissen, Technical Solutions Manager, R&D

Kasper Nissen is a Machine Technician, who has acquired in-depth know-how in the construction of hydraulics and cooling systems for the wind industry. Kasper is an experienced project manager, and at Nissens, he will have the responsibility for building and running the assembly and test facilities for complete cooling systems, including performing customer tests and preparing the complete cooling systems for production as well as defining standard solutions for the product range.

Henrik Overgaard, Prototype Technician, R&D

Henrik Overgaard is an experienced blacksmith, and he has previously worked for Nissens from 1991 to 2007. Subsequently, he has built significant competence within pump units, since he has worked with service and installation of pump units for almost five years. Henrik is employed in R&D's test and assembly department with the aim of offering prototype tests and validation of pump units and components to our customers. In their premises, if necessary.

UPCOMING TRADE SHOW PARTICIPATION

Nissens exhibits at the most relevant, international trade shows and exhibitions for the key industrial segments. Come and visit us, we are always pleased to meet you and discuss how we can help you to develop your business.



OCT
2011

CHINA WIND POWER 2011 - China (Beijing)

19-21 October 2011, **Nissens' location:** Hall W1/W2, Stand WD01

Visitors' pre-registration - [click here](#).

More info about the China Wind Power 2011 event - [click here](#).

To make an appointment with us, feel free to contact:

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NOV
2011

AGRITECHNICA 2011 - Germany (Hannover)

13-19 November 2011, **Nissens' location:** Hall 25, Stand F16

More info about the Agritechnica 2011 event - [click here](#).

To make an appointment with us or get entrance tickets, feel

free to contact: Jesper Dobel, e-mail: jed@nissens.com,

tel. +45 7626 2833

FOR MORE INFO, FEEL FREE TO CONTACT US:

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