

## Our Strategy Statement

### Engineered solutions

Can't find what you're looking for? Unsure which solutions will work best for your application?

Turck's experienced engineering staff is available to assess your system requirements and help provide solutions for application problems. Our relentless pursuit is to design high-quality, advanced-technology systems to ultimately make your life easier. World-class service and support, along with innovative products are just a few ways we aim to lighten your load.

### Automation competence

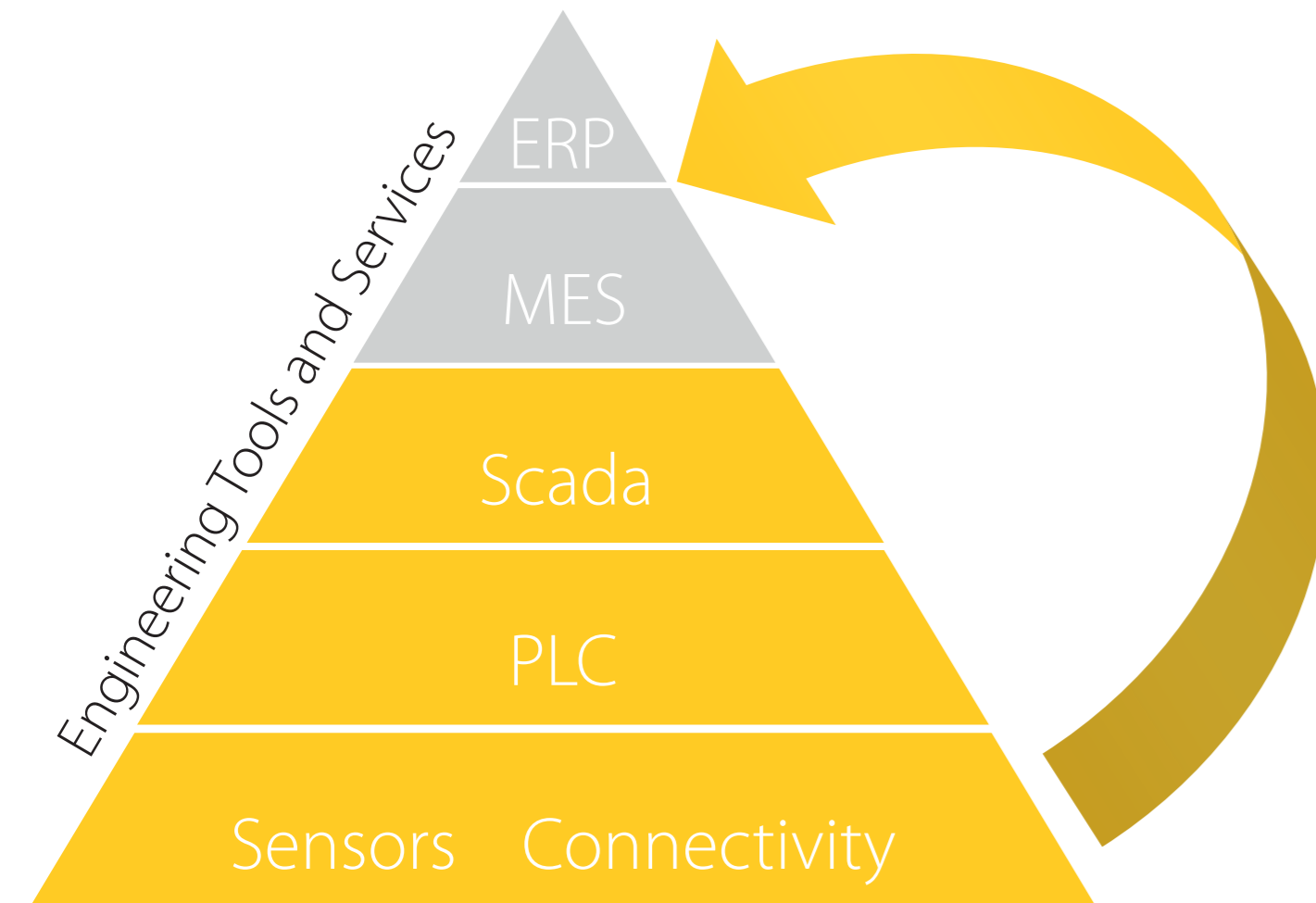
Turck is a recognized specialist for industrial system solutions outside of the control cabinet.

The use of cabinets increases the costs of installations. Electricians are necessary to create the connections to the field level. Not only does this lead to higher installation costs but also has an inherently high source of errors. With connectorized Turck solutions you are able to create cabinet-free machines with short installation times and reduced costs.

### Sharing knowledge

Turck has R&D centres in all major continents so our engineers are always close to our customers.

With 50 years of experience and extensive know-how in the field of industrial automation, we support our customers with efficient service, from a first analysis up to tailor-made solutions and commissioning of your application. We aim at enhancing the efficiency and productivity of your production processes and machines continuously. The excellent quality of our products combined with support of our specialists and fast delivery service guarantees you high system availability.



## Your Global Automation Partner



Turck is a leading manufacturer in industrial automation. With 4.000 employees in 28 subsidiaries as well as sales partners in further 60 countries, we are always close to you. As a specialist in sensor, fieldbus, connection and interface technology and RFID systems, we offer efficient solutions for factory and process automation. With our state-of-the-art production facilities

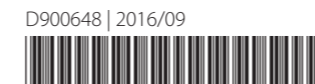
in Germany, Switzerland, USA, Mexico and China we, as a family-owned company, are able to react quickly and flexibly to the demands of local markets.

No matter if applied in machine and plant construction, in the sectors of automotive, mobile machines, transport and handling, food and packaging or in the chemical or

pharmaceutical industry, automation solutions and products by Turck increase the availability and efficiency of your systems. Moreover, you also lower your costs for purchase, storage, installation and operational safety through effective standardization.



28 subsidiaries and over 60 representations worldwide!



Your Global Automation Partner

## Value Added Automation Design Your Future



# Value Added Automation



## Total cost of ownership

When evaluating the cost of a system or product, the pure acquisition costs (capital investment) should be augmented with further parameters such as operational costs (floor space, power consumption, availability...) as well as long term costs including maintenance, upgrades and decommissioning costs.

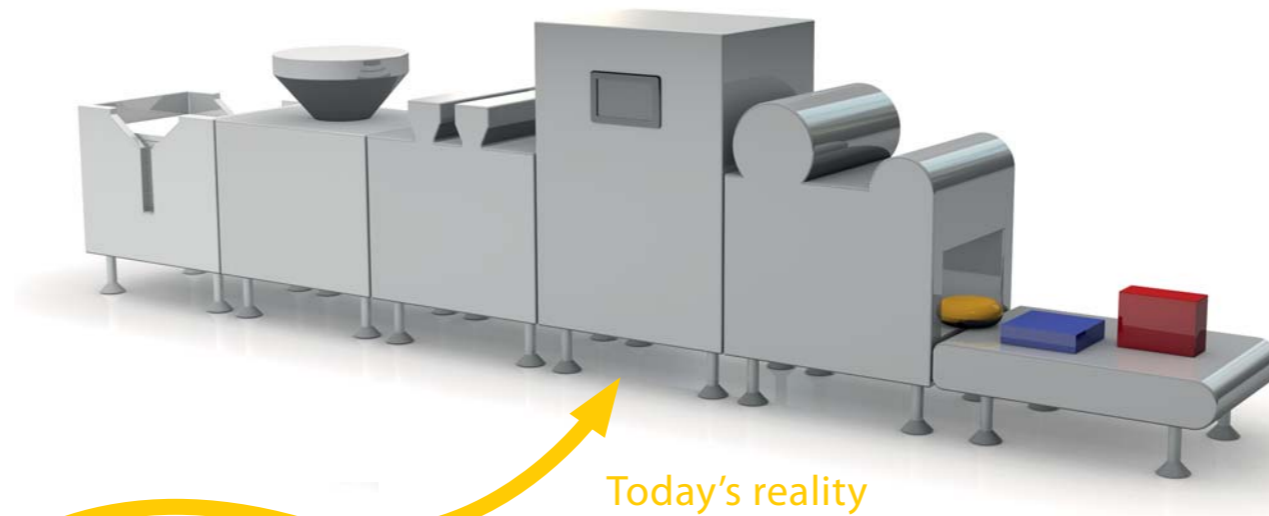
Such considerations, along with further factors including the ability to manufacture as flexibly as the end user requires, time to deliver, product costs and the like enable a realistic calculation for return on investment. A detailed analysis of production facility requirements on this level generally result in a paradigm change in the way that

assets are evaluated and purchased. The pure acquisition costs tend to take more of a back seat while factors including production flexibility, machine availability and quality come more and more into focus.

# Design Your Future

## Reduced machine costs

Reducing the costs of building a machine is not only a case of choosing the right components. Ease of integration is the key to success. Building the machine without a cabinet saves time, money and reduces the machine's footprint. Standardizing your machine's automation by using smart components reduces documentation, variety of equipment required, sources of errors, etc. Standardisation enables increased modular reusability and more efficient engineering.

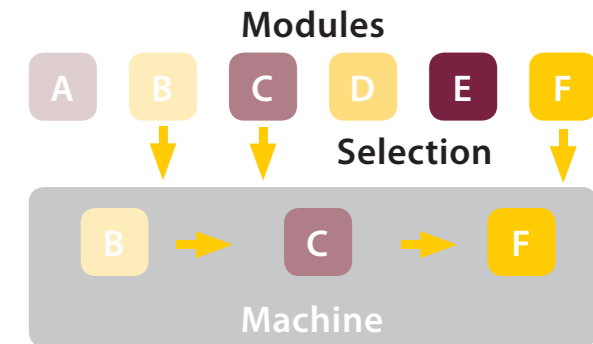


Today's reality

Yesterday's practice

## Reduced time to market

Current demands including easy order processes, requirements for drastically reduced delivery times, flexibility and enormous pricing pressure can be best facilitated by modular, flexible machine and process structures.



## Increased process flexibility

Changes in the production process are reduced to child's play due to on the fly configuration mechanisms and parameterization allowing production job lots as low as 1 piece.

## Improved machine availability

As a result of increased machine uptime, it is increasingly desirable to gain information as to when critical machine components are likely to fail and be able to plan maintenance in a production free time slot. This further reduces unplanned and costly machine down times.



### Plug & play solutions

Rising costs for cabinets, cabling, documentation, installation, labour and such necessitate new approaches to plant construction. Turck's plug & play complete systems allow flexible, decentralized automation without the need for control cabinets and error-prone cabling.



### One hardware – worldwide

Turck's intelligent solutions including I/O systems which automatically connect to the major Ethernet-based control networks, standardized sensor interfaces (IO-Link) and multi-purpose I/Os reduce stock items, documentation and learning curves thus speeding up production and improving quality due to fewer sources of error.



### Local intelligence

Decentralizing control systems reduces the complexity of entities making these more flexible, easier to maintain and document. Turck's Field Logic Controllers (FLC), as an example, are standard industrial modules provided with a logic-processing capability – and that at no extra cost.