

Linde Hydraulics executes growth plan, increases footprint in North America

- Next step in Linde Hydraulics strategy for globalization and growth
 - Companies' wholly owned North American subsidiary to offer the complete range of products, after sales, and engineering services
- Americas and Asia Pacific regions to be served directly by Linde Hydraulics in addition to the existing network of channel partners

Canfield, OH, USA /Aschaffenburg, Germany, July 24th, 2015 – Linde Hydraulics GmbH & Co. KG (LHY) has announced the next step of their growth and globalization strategy by increasing its footprint in North America. The company's wholly owned subsidiary Linde Hydraulics Corporation USA (LHC) will start serving the North American market in addition to the existing network of channel partners. LHC will offer a wide range of capabilities in sales and services, applications engineering, assembly as well as testing in an effort to significantly grow Linde Hydraulics' market share in heavy duty hydraulics.

After just recently announcing two new manufacturing facilities in Germany and China, Linde Hydraulics strives for additional growth as the company now also intends to offer the Linde brand directly to customers in the Asia Pacific markets such as Japan, Korea and Australia. "Linde Hydraulics now has increased access to the entire hydraulic market on a global scale, offering the full range of our high quality products, services and development capabilities", said Dr. Joerg Ulrich, CEO of Linde Hydraulics. „We have developed a long-term sales strategy for our customers and are committed to improve our market position“.

In North America, LHC will bring the full line of Linde components and system expertise to the hydraulic market, including complete product support for open and closed circuit heavy duty hydraulic pumps as well as fixed, variable and self-regulating hydraulic motors. Both product groups range from 55 cc to 280 cc with working pressures of up to



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500 bar (7250 psi). The product line is complemented by a family of directional control valves ranging from 150 to 600 liters/min at full working pressure. Additional products being offered feature electronic control units, peripheral equipment and power transmissions. Systems produced by Linde Hydraulics set the standard in terms of fuel efficiency and CO₂ reduction.

John Kumler, President of Linde Hydraulics Corporation in the USA, said: "With an experienced team in North America we are looking forward to directly supporting our American customers again. We are confident, that our advanced products and excellent engineering capabilities along with our after sales and remanufacturing services will make a difference in the American market of heavy duty hydraulics".

About Linde Hydraulics

Linde Hydraulics is a manufacturer of heavy duty drive systems consisting of hydraulics, power transmissions and electronics. As a leading technology provider in the field of high pressure hydraulics, the systems produced by Linde Hydraulics set the standard in terms of significantly reducing fuel consumption and CO₂. The product range comprises hydraulic pumps and motors, valves, electronic controls, peripheral equipment, swing and track drives. Linde Hydraulics is the development partner and supplier of world famous original equipment manufacturers of mobile work machinery, including construction, mining, agricultural, forestry and municipal utility equipment, as well as manufacturers of industrial machinery.

The company, which was founded in 1904, is based in Aschaffenburg, Germany. Around 1300 employees work at five production sites in Germany and China as well as in subsidiaries in Europe, the US and China. Linde Hydraulics is represented in more than 50 countries by a strong network of over 70 sales and service partners.



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