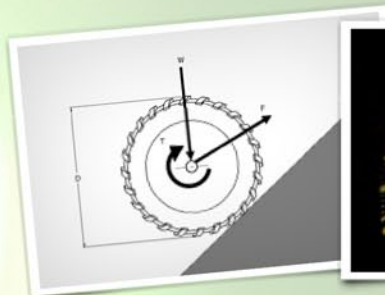


THE **SAI** JOURNAL

Year 10, Issue 4 2012



THE TECHNICAL ADVANTAGES
OF SAI EFFICIENCY



**LET ENERGY
BE YOUR EFFICIENCY**

POWER THROUGH EFFICIENCY

APPLICATION FOCUS

THE ENERGY CYCLE POWERED BY SAI

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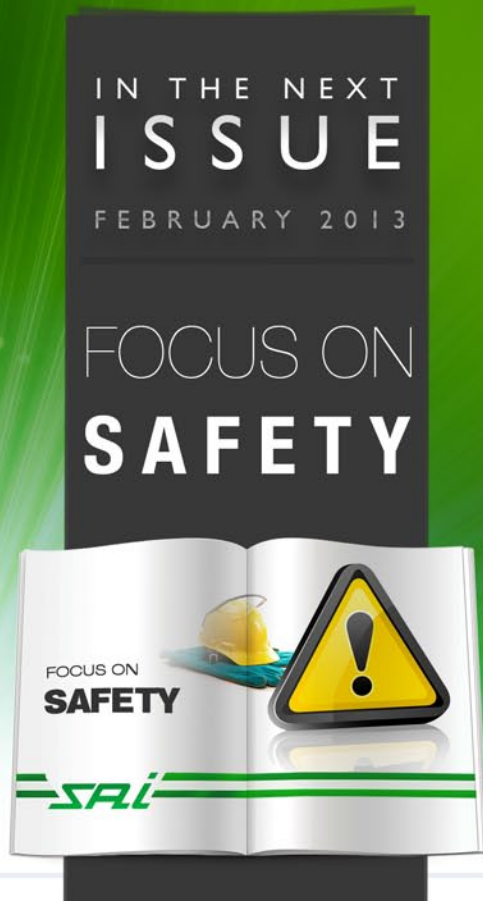
10 BREAKING NEWS

WELCOME

TO THE SAI JOURNAL!

Dear Reader,
this issue of the SAI Journal focuses on Energy. Energy is an indispensable requisite for performing work, this concept being relevant in many disciplines. The efficient use of energy is the target that everybody should be aiming for. We should all strive towards reducing the amount of energy required to produce products and provide services, thereby saving money and preserving the planet for future generations.
The focus of SAI on energy has always been to develop technologically advanced products that could efficiently perform the transformation of hydraulic power into mechanical power offering optimal performances to the designers facing the challenges and the demands of their Market. Efficient energy use is what SAI motors provide when powering the machines. Our green logo and our motto "Power through Efficiency" perfectly reflect our mission.
For better or for worse, the world has changed and keeps on evolving, and the increased interest in the efficient use of our energy resources is driving the redesign of many equipment. This, of course, means several products are becoming obsolete more quickly but on the other hand this offers the possibility to design and manufacture new equipment that can be much more efficient and environmentally friendly and that could help all of us in living in a better world. Therefore the current market instability could represent a great opportunity if we direct our efforts towards overcoming it with new ideas and new solutions. Gladly, I can say SAI is being achieving this goal. The year that is ending has not been an easy one. Despite the unstable markets and the financial turbulences in some parts of the world, SAI has expanded its market share in several areas, it has greatly benefited from the contribution of our newest products - dual and variable displacement motors - and it has increased the efficiency of its operations worldwide. These results are extremely positive and they represent a great basis for the developments of the next years. Our efficiency is the result of passionate staff, their ideas and efforts; a team of experienced and qualified people who believe in their work and who transform their energies into productivity. Our weapon against economic adversity is to perform with the right motivation.

So, I wish you pleasant reading.
Vittorio Pecorari





LET ENERGY BE YOUR EFFICIENCY

... in a company such as SAI, the concept of change is closely bound by two principles: TECHNOLOGY & EFFICIENCY, this is how we fulfil to the world's continuously changing requirements for products or services ...

The concept of EFFICIENCY is never out of fashion but it has evolved with the passage of time and with technological advances. In our industry, efficiency is the capability of a specific machine to achieve an effective outcome with the minimum amount of wasted energy, expense, or unnecessary effort.

The struggle for survival that has featured for most of human existence can be related to an industrial evolutionary advantage for the process of economic growth: "it is not the strongest of the species that survive, nor the most intelligent, but the most responsive to change" [Charles Darwin].

In a company such as SAI, the concept of change is closely bound by two principles: TECHNOLOGY & EFFICIENCY, this is how we fulfil the world's continuously changing requirements for products or services.

SAI has always focused on the technical evolution of the products as well as on the development of advanced processes including the monitoring and control of raw materials, components, and all aspects of the production, manufacturing, assembly and inspection processes.

This evolution is being reflected in the increased PRODUCTIVITY of our manufacturing and sales activity, this being a direct consequence of being efficient, as we are!

The benefits of higher productivity can be observed at

many levels. All process starts from a good organizational structure that determines the operational modes designed to achieve specific aims.

We firmly believe in the importance of PRODUCTIVITY GROWTH - the element which makes SAI extremely competitive in the Market.

It is through the capability of meeting our customers' interests, through a close partnership with our suppliers, through a high motivation of our employees, and through the focus of our shareholders on the long term results, that we improved our competence and our market penetration.

These principles are clear to all our associates which, in turn, make part of processes aimed to get the best performance through knowledge, skills, experience and qualifications.

This combination of TECHNOLOGY & EFFICIENCY makes SAI one of the world's leading companies in research, development and production. The correct application of our products will inevitably improve the overall ENERGY EFFICIENCY of any machine on which they are employed.

Reduced energy loss, means decreased cost, and all the time

CONTACT PERSON

Vittorio Pecorari President | president@saispa.it

THE TECHNICAL ADVANTAGES OF SAI EFFICIENCY

that this energy saving offsets any possible additional costs of implementing an energy efficiency solution the result will be an overall financial cost saving to consumers and will be another step towards a green environment - often not directly measurable in financial terms.

SAI regularly creates and launches new products for specific applications. The latest generation of SAI motors features extremely compact size, with our technologically advanced variable displacement systems, offering a myriad of control options including integral electro-hydraulic and microprocessor control.

A wide range of benefits can be gained from our vast range of products for powering advanced hydrostatic transmissions for all types of industrial and/or mobile applications.

The SUSTAINABLE ENERGY POLICY of SAI is what makes us a valuable partner towards obtaining major reductions in energy loss and heat generation.

By continuously developing innovative products, SAI creates project solutions enhancing the efficiency of the machine. Advanced technology, combined with compact sizes and state of the art manufacturing, makes SAI the best choice when the goal is reducing fuel consumption, heat generation, exhaust emissions, and increasing lifetime of the equipment. Thereby decreasing costs without compromising on the benefits of improved machine performance is the key to competitiveness and success in the Market.



THE SUSTAINABLE ENERGY POLICY OF SAI IS WHAT MAKES US A VALUABLE PARTNER TOWARDS OBTAINING MAJOR REDUCTIONS IN ENERGY LOSS AND HEAT GENERATION.

Volumetric η



SAI

Axial Motor

Mechanical η



SAI

Axial Motor

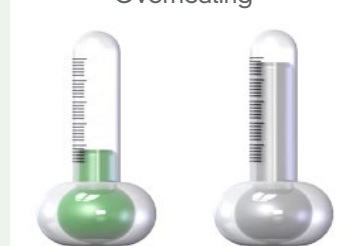
Total η



SAI

Axial Motor

Overheating



SAI

Axial Motor

The general trend in recent years concerning the design or the improvement of the existing products has been mainly focused on the development of solutions operating at high efficiency with particular emphasis and attention on energy savings and reliability.

Considering that an hydraulic motor is a mechanical actuator that converts hydraulic pressure and flow into torque and speed (i.e hydraulic power into mechanical power), the high efficiency is certainly one of its most relevant features.

As the overall efficiency depends on two factors (friction [η_m] and leakage [η_v]) is quite simple to understand that different structures of hydraulic motors (axial, orbital, radial) have different performances and efficiencies.

The hydraulic architecture that gives the best performance in terms of efficiency is the crankshaft design radial piston motor. SAI design is characterized by cylinders supported in the motor casing by two trunnions which allow the cylinder to swivel, in this way the piston and cylinder remain aligned with the eccentric axis of the crankshaft as the shafts rotates, that is why **SAI motors are featured by extremely high starting torque.**

Therefore the use of SAI products has a positive impact on the overall efficiency of the complete power transmission, reducing the machine fuel consumption and operational costs.

CONTACT PERSON

Marco Costaghi Technical Supervisor | technical.supervisor@saispa.it

SAI GREAT BRITAIN

Serving the whole of the United Kingdom and Ireland, SAI (GB) Limited has been offering sales, service, spares and application advice relating to the SAI hydraulic motor range since its conception in 1993.



The company has risen from small beginnings to be the one of the major players in the radial piston motor market in the U.K.

In 2004 SAI (GB) Limited moved from their original modest base in Chelmsford, to a brand new, purpose built industrial unit in Basildon, Essex where it continues to operate to this day.

The company specialises in supplying SAI products to applications of a high technical and performance requirement and in fields that include defence, offshore, marine, telecommunications, energy and many more.

Always at the helm has been Managing Director Kevin Parslow who, together with his small team of experienced and dedicated staff, has steadily and solidly grown the business from its modest beginnings to the thriving success that it is today. Not satisfied by resting on its laurels, there are plans for further expansion of the company in 2013 and beyond.

SAI (GB) Limited has always majored on Customer support. All enquiries are handled immediately by an experienced Engineer with product selection, price and delivery times always being available at the time of the initial contact.

It is this level of service that is so important in the UK market and which sets SAI (GB) Limited apart from so many of its competitors in the hydraulic motor market.

This essential requirement has been confirmed by our continued success.



SAI (GB) Limited

welcomes customers and potential customers in
Unit 8, Honywood Road Business Park,
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E-mail: info@saigb.co.uk
Phone: +44 1268272030
Fax: +44 1268272040
Web Site: www.saigb.com.uk

THE EASIEST ACCESS TO SAI WORLD



If you're looking for a specific motor or just have questions about what will best suit your application, our experts are always available to provide you with the best engineering solution! Your problem is our challenge.

SAI engineers work closely with machine manufacturers in offering the most suitable products to result in optimum energy-efficiency.

Wherever they are required to work, the prerogative is to apply the most advanced technology to improve performance towards reducing overall cost.

Power through Efficiency is not only our motto, but it is also our mission! When downtime is an issue, you can be certain that we can get you back up and running in no time.

The well known quality and technological advances which go to make up our products, ensures that, by choosing SAI, you will not only meet, but you will most likely exceed your needs. With virtually limitless application experience and the high performance capabilities of our products, you will undoubtedly achieve extremes of efficiency, performance and reliability.

Our worldwide presence assures that technical support is always available to you.

Our engineers and sales experts are always available for troubleshooting even when our factory is closed for public holidays or for any other reason.

Our Help Desk service (+39 059 420250) works during shutdown periods at normal working hours (8 a.m. – 5.30 p.m.).

So don't miss the chance - be efficient - contact us today!

CONTACT PERSON

Marco Costaggu Technical Supervisor | technical.supervisor@saispa.it



BV1A



BV1A

[illegible]

(1) For different displacements, please contact the S&T Technical Department. Please note that the minimum displacement can reach 0.2 µm for many configurations.
(2) For absolute different controller (5000 Series 552), 5 µm step of relative size is absolute minimum and requires 2 cycles per step configurations.
(3) For higher gain systems, please contact the S&T Technical Department.
(4) For pressure of glass magnifier controller (5000 Series 552).
(5) For higher gain systems, please contact the S&T Technical Department.

1

SAI
POWER TRANSISTOR EFFICIENCY



TS8D

TS80
PROVISIONAL LEAFLET | LEAFLET PROVVISORIO

		2790	3040	3270	3500	3740	4000	4280	4580	4900	5240	5600	5980	6380
Equivalent displacement	[mm]	2947	3867	4776	5696	6636	7604	8600	9624	10676	11756	12864	13996	15156
Equivalent acceleration	[mm/s ²]	100	133	167	200	233	267	300	333	367	400	433	467	500
Base	[mm]	38	44	52	56	64	68	76	80	88	92	100	104	112
Base displacement	[mm]	30	34	40	44	50	54	60	64	70	74	80	84	90
Base acceleration	[mm/s ²]	100	113	133	147	167	180	200	213	233	247	267	280	300
Concrete strength	[N/mm ²]	40.45	45.12	50.12	55.12	60.12	65.12	70.12	75.12	80.12	85.12	90.12	95.12	100.12
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
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Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
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Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
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Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
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Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
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Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24	24	24	24	24	24	24
Concrete strength	[N/mm ²]	400	400	400	400	400	400	400	400	400	400	400	400	400
Concrete modulus of elasticity	[N/mm ²]	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000	20000
Concrete density	[N/mm ³]	24	24	24	24	24	24	24						

[1] Equivalent displacement + motor displacement + reduction ratio of the gearbox [N].	[M] If the brake requires to be permanently engaged, the braking torque must increase accordingly. The brake requires to be permanently engaged and equipped to maintain the desired performance.
[2] Climatic equivalent + climatic volume + support of vibration of the shifter [N].	[M] Quantify the climatic dissipation per unit engine torque in terms of power required to overcome counterbalance. In complete performance of gearbox
[3] For the highest maximum speeds and most maximum speeds, please calculate the MA Technical specifications.	[M] How are the gearbox output speed [rpm] and the working time [sec]
[4] Per selected maximum equivalent + internal motor + customer / Technical Axioms.	[M] Show = selected + units of rotation [rpm] and = desired + functionality [sec]
[5] If the inertia, the brake and the gearbox share the balancing job.	
[6] If inertia, a flow and a shifter combination is chosen to do a job.	

1

— **SRL** —



TV 3,5



TV 3.5

PROVISIONAL

TECHNICAL PARAMETERS *PARAMETRI TECNICI*[illegible]

Approximate Mass / Masse Approximative	kg	128
Case Oil Capacity / Capacité Huile Carap. Unité	l	4
Max Caseing Pressure / Pression Max. en Carcasse	bar	Frak / Pico 5

1

www.sakura.com



BV1A
MOTOR

Five piston variable displacement hydraulic motor supplied with complete electronic control package. Featured by significant power density, high speed and pressure capability.

Description: 5 piston variable displacement hydraulic motor
Motor Code: BV1A
Mass: 35 kg
Power: 90 kW
Data sheet: 121052.2



TS8D
MOTOR

Seven piston dual displacement hydraulic motor with integrated gearbox, also available with negative disc brake and wheel hub. It is featured by continuous torque of 35000 Nm, it is able to convey 7300 cc in 50 cm.

It is the most compact solution in the market, perfect to improve performances compared to: radial CAM motors, axial piston motors + gearbox.

Description: 7 piston dual displacement hydraulic motor including planetary gearbox
Motor code: TS8D
Mass: 380 kg
Power: 220 kW
Data sheet: 121132.2

TV3.5
MOTOR

Seven piston variable displacement hydraulic motor with high capacity bearings which allow to achieve continuous torque able to convey a better transmission, pressure and power stability. The motor body is composed of three parts to guarantee a better modularity and lightness.

Description: Seven piston variable displacement hydraulic motor
Motor Code: TV3.5
Mass: 120 kg
Power: 220 kW
Data sheet: 120913.6



RESEARCH OF RAW MATERIALS



EXTRACTION



TRANSPORT


ENERGY RECOVERY AND
PRODUCTION


CONTACT PERSON

Matteo Michelin Sales Manager | sales.manager@saispa.it

The energy cycle powered by SAI

*Why is SAI your best ally to help you obtain overall energy efficiency?
Because SAI can be with you through all phases of the production process*

RAW MATERIALS: In the drilling/exploration field, our variable motors (**TV series**) are able to perform at extremes of Torque and Speed making them the ideal choice for all kind of applications. This is true especially in areas where versatility is most needed, such as for *rotary heads*.

For drilling applications, SAI products are often used on *feeders* too, where the need for operational precision is required. Due to the high mechanical efficiency and peak power capability, machine designers are able to call upon just one SAI motor to cover a vast range of operational parameters which would normally require different motors for different operations.

EXTRACTION: in this field SAI has acquired great experience over the years. In *oil pumping* applications for instance, the sturdiness of the SAI design guarantees the stability of the overall equipment notwithstanding the sudden variations in power requirement. SAI products are also particularly suitable for applications where the positioning and

movement of platforms are required, i.e. *Jack-up*.

TRANSPORT: SAI has excellent solutions for equipping *bulk carrier vessels*; the advanced technology of SAI motors, allows for high performance, especially suited to *Winch and Hatch Cover drives*. What is more, SAI motors are ideal for powering *thrusters and steering drives*. The operator is able to perform precise manoeuvres gaining the confidence that only having total control can give. One of the main advantages of using SAI motors is the capability of reaching the application maximum speed without exceeding the gearbox input limits, extremely appreciated in *steering thrusters*.

ENERGY RECOVERY AND PRODUCTION: in all processes to follow, the efficiency of the motor has a great influence on the application productivity. Perfect examples are given by *mixers*, producing biogas or by *sky sailors*.

In these kinds of application the motors (**TV series**) are recommended due to their capability of withstanding extreme and sudden speed changes; the well known efficiency of the whole SAI product range, allows precise control between the highest and the lowest speed.

In the field of energy recovery transmission, the variable displacement SAI motors are also capable of working at a wide range of speeds even when working as pumps. The inherent high efficiency means that SAI motors are able to use the kinetic energy of vehicles to pressurise accumulators, forming energy reserves to be used at start up, (suggested product **BV1A**).

SAI is present in the whole energy cycle since our efficiency increases your productivity and eliminates waste!

SAI, Your Worldwide Green Partner.



5-8 February 2013 Mumbai INDIA



8-12 April 2013 Hannover GERMANY



15-21 April 2013 Munich GERMANY



29 April - 3 May 2013 Riberao Preto BRAZIL



4-8 June 2013 Moscow RUSSIA



4-7 June 2013 Oslo NORWAY



18-21 September 2013 Johannesburg SOUTH AFRICA

SAI INTERVIEW



Luca Yu

The following interview is aimed at introducing Mr Luca Yu, the SAI CHINA Sales Manager, to you.

SAI CHINA, has recently opened a new production facility and office, can you make an assessment of the last months? How is your domestic Market going?

The last months can hardly be defined as good months as the world-wide market is currently at quite slow. The Chinese market is not exception. It is believed that a turning point may be reached by the end of April 2013. It is widely believed that the new government will give a strong input to the economy. In response, even during this low season, SAI China has increased its stock and opened the premises to face this challenge. We want to be prepared when we start to see the first light at the end of the tunnel.

Talking about production improvements, China has been one of the first Markets to experience the SAI new generation of motors, how did customers receive them? Are the new technologies affecting the sales volume? If yes, how?

We have new applications using the TD/TV series of motors, most importantly on drilling machines. The feedback has been very positive. With the selection of TD/TV motors, the driller achieved a much wider speed range than using a traditional axial piston motor. In the near future, once the market re-establishes itself, we expect to see an increase in turnover generated by the T series.

Which Market sectors do you think will be the most dynamic? Is the well known SAI efficiency a key factor to getting success in these fields?

One of the most dynamic market sectors at this time is the energy market, mainly mining and offshore. The efficiency of SAI motors has always been a key factor in the success of the whole group. Our goal is to satisfy the customer with better performing solutions to achieve mutual benefits. SAI motors do a great job with their high volumetric efficiency, high starting torque and wide speed range.

SAI will be exhibiting soon in the BAUMA CHINA fair, held in Shanghai, P.R.C., what expectations do you have for that event?

This exhibition is very important to the SAI group. The construction machinery is one of the most promising markets for SAI products and China is one of the largest markets for construction machinery. We expect visitors from all around the world to visit our stand to share the latest innovations from SAI. At this very low point of the market, we think SAI products can offer something more for machine performance and subsequently give benefit to our customers.

SAI

BREAKING
NEWS



SAI
China

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