



MINI EXCAVATORS – SMALL MACHINES, BIG INFLUENCE.



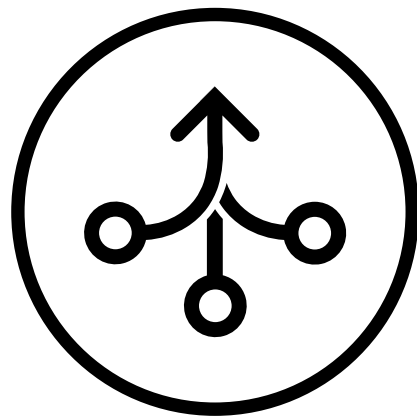


FLUID POWER SOLUTIONS: **MAXIMISING** MINI EXCAVATOR **PERFORMANCE**

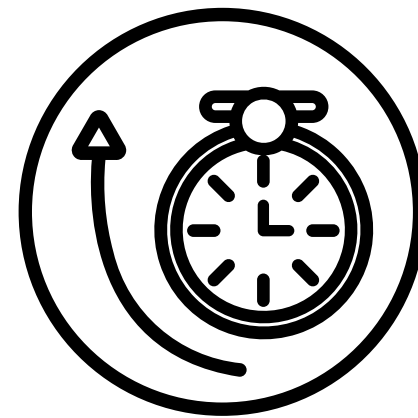
How pioneering materials science from Gates gives you the edge and keeps your customers' machines at the top of their game



YOUR CUSTOMERS RELY ON YOU TO KEEP THEIR MACHINES:



Productive



Efficient



Profitable

They place their trust in you. In turn you can trust Gates.

We deliver **fluid power solutions** that help you deliver on your promise.

Thanks to the rigorous appliance of materials science, our hoses, couplings and ancillaries work as hard as your customer's machine, day in day out.

No other manufacturer has invested as heavily in **research, development** and **production** of those vital components.



MARKET CHALLENGES:

- High demand
- Supply pressure
- MRO speed/quality

Speed essential without compromising quality of repair/replacement.

MACHINE CHALLENGES:

- Complex hose routings
- Constrained engine/
under hood space
- Multiple hydraulic/coolant/
fuel hoses

High risk of defects, poor quality repair/
replacement leading to compromised
machine performance on site –
unwanted downtime, lack of productivity,
cost overruns.

BUSINESS CHALLENGES:

- Right hose, right time
– unwanted complexity
- Excess inventory
- Slow stock turn,
capital tied up
- Supplier dependability

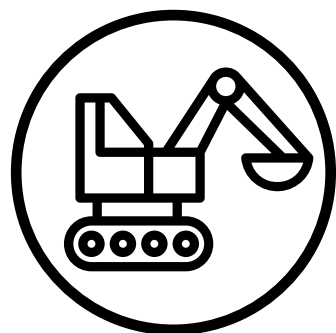


Gates’ expertise in materials science drives our product development and enables us to offer a full range of hoses that meet every fluid power need, simplifying choice and reducing complexity.



COMPOUNDS

we use the best **natural** and **synthetic materials** to convey fluids in a high-performance way;
enhances machine operation



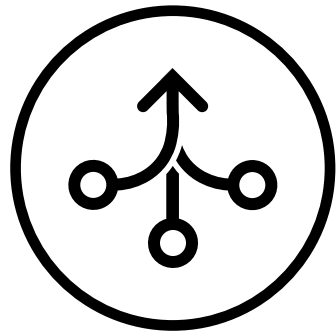
CONSTRUCTION

we manufacture hoses to provide kink-free and speedy installation;
tight minimum bend radii simplify complex routings, less force-to- bend reduces possibility of leaks;
smaller hose diameters free up valuable space;
higher quality, lower weight hose assemblies for ease of handling, improved workflow



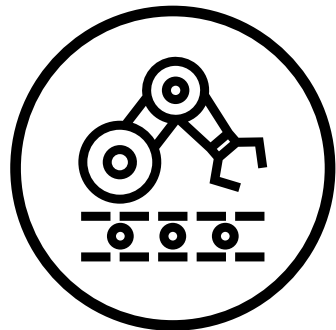
COVERINGS

a range of protective covers to meet all **international standards** and to combat the toughest of working environments, meets your customers' needs



COUPLINGS

comprehensive range for quality hose assemblies



CRIMPING

tools for **improved operational capacity** and **factory-quality assemblies**, certified by Gates



“Equipment breakdown in the field is an expensive and unwelcome event for machine operators. Gates’, together with our Fluid Power Distributors, work hard to meet their customers demands and ensure equipment that needs servicing or urgent repairs is returned to duty as quickly as possible. Our high-performance products combined with best-in-class service levels help our customers achieve their goals.”

– Ian Dent – Sr Director – Industrial Replacement – EMEA



MEGASYS™ HOSES AND COUPLINGS:

the perfect combination,
exceeding the performance
matrix requirements of
ISO 18752.

WIRE-BRAID
HOSE

MULTI MASTER™
MEGAFLEX™

ENGINE HOSES

SPIRAL-WIRE
HOSE



SPIRAL-WIRE HOSE

– for pump applications



- **Extremely compact**

Very tight minimum bend radii for those under-hood applications where space is at a premium.

- **Long life**

Tested to the most demanding industry specification of one million impulse cycles, guaranteed **lowest cost of ownership**, with **reduced maintenance** and **minimised downtime**.

- **Tough going**

Handles peaks in pressure, withstands temperatures up to 121°C, delivers in the harshest construction environments. **XtraTuff** and **MegaTuff** covers for those externally routed assemblies.

- **MSHA-approval**

Complies with stringent mining standards increasing sales opportunities into underground applications.



WIRE-BRAID HOSE

– MXT - a true drop-in replacement for 90% of all wire-braid applications, for fluid transfer to and from boom arm and bucket cylinders



■ Compact performance

Next-generation MXT lines boost pipe-up, installation speed and efficiency thanks to **30% less weight** and **40% increased flexibility** compared to conventional 2-wire braid hoses.

Isobaric pressure rating and MegaCrimp 1-fits-all coupling offers **optimal sealing**.

■ Above and below ground

XtraTuff and MegaTuff offer **increased abrasion resistance**, helping boom arm and travel circuit lines withstand external wear and tear while **XtraTuff Plus** cover compound combines **enhanced abrasion and ozone resistance** for durability on weather-exposed, flexing and stretched assemblies.



MULTI MASTER™ MEGAFLEX™

– for low-pressure engine system applications (coolant, fuel, air) as well as hydraulic return lines



■ Compatible and versatile

Meets **multiple industry specifications** with just one hose – SAE 100R4, J30R5 and J20R5 – providing global acceptance. MSHA compliance increases new market growth.

■ Ultimate flexibility

Hoses have a true 1:1 minimum bend radius, ensuring maximum flexibility **without the risk of kinking**, leading to enhanced **long-term performance**. Complex or tight routings are no longer a problem, **simplifying and speeding up installation**.





ENGINE HOSES

– for coolant lines, fuel lines, oil hoses, turbocharger hoses and suction lines (tank-pump)



- **Flex fatigue resistance in high-dynamic applications**
- **Operating temperatures up to 150 °C**
- **Modular and crimped assembly capability**
- **Biofuel compatible fuel line**
- **SCR unique design**



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**WHATEVER THE PROMISE TO YOUR CUSTOMER,
GATES CAN HELP DELIVER ON THAT COMMITMENT.**

- Materials science makes the difference
- Reduced inventory, multiple applications
- Build in top quality performance with Gates fluid power solutions
- Get your customers back on site fast!

Thank you for your time.

[Contact details to be added depending on location, sales manager etc]