

## Complete Hydraulic Systems Solutions

Hydraulic Pitch Control  
Brake Systems  
Yaw Systems

## Communication Solutions for Wind Turbines

Ethernet  
Radio Links  
Voice-over IP

## Core Competences

Meeting Buyer's Purchase Criteria  
Process Management  
Partnering  
Changeability

## We Deliver on Our Promises

Supply Chain Management  
Responsibility  
Quality  
Focus  
Know-how and Know-why  
Sharing of Knowledge  
Highly Skilled Employees



## Fritz Schur Energy

Fritz Schur Energy is one of Denmark's leading trading and consulting companies within the energy industry, with main focus on hydraulic and communication solutions.

Fritz Schur Energy is part of Fritz Schur Technical Group, which also consists of the engineering and trading companies Hans Buch A/S, Fritz Schur Teknik A/S and Johs Thornam A/S.

Powered by Knowledge

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## Powered by Customers

All tasks in Fritz Schur Energy are driven by customer needs and demands. Every employee is focused on determining and understanding each customer's specific needs and demands, and on honouring these. This means that throughout the process, we listen to you, we hear you – and we act on it!

## Powered by Partnering

Not only do Fritz Schur Energy work closely with our customers. We are also partnering up with our subsuppliers without letting go of our status as an independent supplier. Being partners in both directions in the value chain gives just that: Value!

## Powered by Process Management

With the challenges companies such as yours face every day, it is not enough merely to foster the great idea. It is necessary to develop, nurture and manage the project throughout the entire process in order to reach the targeted goal at the right time. That in itself is a competence in which Fritz Schur Energy excel, and we are certain you will appreciate the quality of our performance, when processing with us.

## Powered by Changeability

What is right today is not necessarily right tomorrow. The energy sources tomorrow may not look like those used yesterday. Every change brings forward the need for the ability to change. In our vocabulary that is Changeability; the will and ability to monitor and comply with changes and continually keep focus on what is the right solution for our partners.

## Powered by Knowledge

We know about Customers. We know about Partnering. We know about Process Management. We know about Changeability. And we certainly know about Hydraulics. Thus we are Powered by Knowledge and would like to know about you and your company!



**FRITZ SCHUR ENERGY**



At the Customer's

### Start-up

Clarification of buyer's purchase criteria:

- Wishes and needs
- Understanding the application
- Requirements
- Possibilities
- Expected lifespan
- Supply Chain Management

**Project description  
Milestones**



At Fritz Schur Energy

### Analysis & Plan

Choice of components based on:

- Buyer's purchase criteria
- Time frame
- Economy
- Quality and expected lifespan

**Suggested solution  
Milestones**



At the Customer's

### Presentation

Outline of:

- Product
- Production plan
- Delivery agreement
- After sales service

**Partner agreement  
Milestones**



At the Customer's/Fritz Schur Energy

### Test

Depending on customer's needs:

- Proto type
- 0-series
- Test
- Test of lifespan

**Customer acceptance  
Milestones**



At the Customer's/Fritz Schur Energy

### Execution

Focus on:

- Project status
- Supply Chain Management
- Delivery
- Service

**Customer acceptance  
Project results**



At the Customer's

### Evaluation

Analysis of:

- Delivery efficiency
- Product compared to project description
- Improvement of method

**Customer accepted  
project**

**We deliver on our promises**