THE SUPERIOR OFFERINGS

TURBO ONE NEWS

Newsletter published by Turbo One

best value • biggest availability • lowest risk

Garrett Launches New Campaign

To find out more, P.2 & 3

HIGHLIGHTS:

1. GT Ball Bearing - P.6
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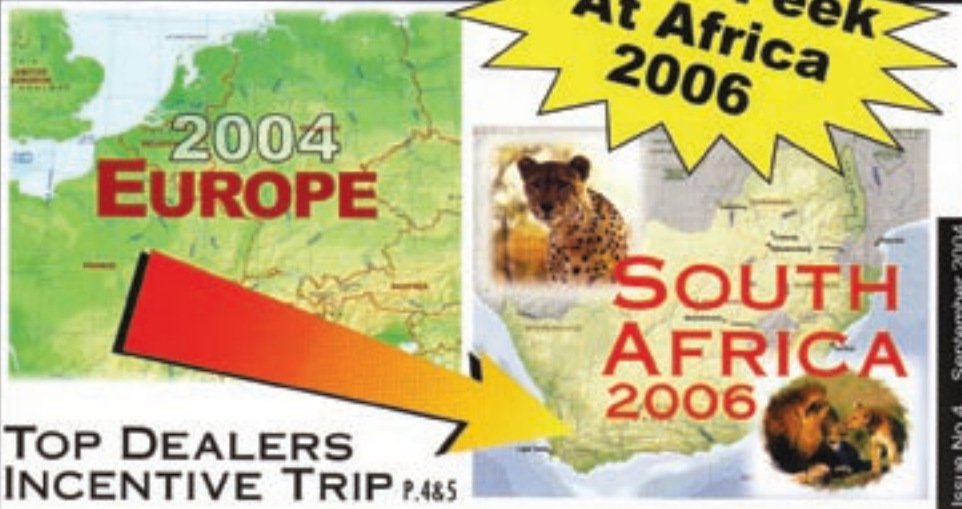
QUOTES FOR THOUGHT:

"IT IS NOT ENOUGH THAT WE DO OUR BEST; SOMETIMES WE HAVE TO DO WHAT IS REQUIRED"

Winston Churchill



TOP DEALERS INCENTIVE TRIP P.4&5

Issue No.4 September 2004

Garrett's new initiative

IOG - Insist On Genuine

▲ Mr Thomas Choi, SE Asia Sales Manager and Mr Masao Haneishi, Asia IAM Engineering Manager.

On the 1st of July 2004, Garrett launched their 2nd phase of the "Insist On Genuine" campaign. With greater intensity and budget, this new launch featured an enhanced IOG booklet with security sticker and accompanying barcode technology security sticker on every box. Other promotional posters, stickers, mugs, bags and rulers are currently being distributed throughout the region by Authorised Distributors

Garrett felt that efforts were needed to inform and keep customers aware of the many Non-Genuine products available. Due to severe consequences after using Non-Genuine turbos, customers actually end up spending more fixing their engines and causing many interruptions to their work. Feedbacks from dealers and customers have found that **short term savings using non-genuine, end up in long term heavy losses.**

To enlighten dealers about GENUINE turbos, Garrett deployed their worldclass engineer Mr Masao Haneishi to tour South East Asia and share with us his expert opinion and experiences. We were also joined by Mr.Thomas Choi, the very dedicated Sales Manager for Aftermarket. Together, they launched the new "Insist On Genuine" campaign to the dealers and customers.

We believe the "Insist On Genuine" programme would be a success with enthusiastic dealers all preferring to sell GENUINE products. Dealers appreciated the special visit from Garrett.

Garrett於2004年7月1日推介第二期的"坚持使用原装"运动。这项重新出击的运动除了比往年更强烈及更有更高的预算外还加上另一项特点，那就是经过改良并内附保安标贴的"坚持使用原装"手册，而且与每个箱子也会贴上以条码技术制作的保安标贴。目前，授权经销商也已开始在各地区域派发其他促销品，这包括：海报、标贴、杯子、袋子及量尺。

Garrett认为大家务必需积极的让客户了解并意识到市面上仍然有许多非原装的产品正在流通。由於使用非原装的涡轮终会招致严重後果，以致到最后，客户将付出比原装涡轮更高的费用来修复被非原装损坏的引擎，进而影响工作的进度。因此，经销商及顾客都共同反映出：**贪图小利使用非原装，将导致长期严重亏损。**

▲ Insist On Genuine booklet.

▲ "It's not easily copied" says Mr Haneishi

▲ Mr Thomas Choi :" Genuine is safest and best value."

▲ Mr Thomas Choi explaining.

2003 Garrett Asia Pacific Best Distributor

Turbo One achieves continuous growth

Turbo One is honoured to have received the Best Distributor Award from Mr.S.K.Song. With the strong partnership with Garrett, Turbo One was able to achieve this feat and hope to be able to excel further in the coming years.

We wish to thank Garrett and our Dealers throughout the regions for their continuous support.

[A Genuine turbo offers you the best value in terms of best quality and competitive price.]

How to Identify

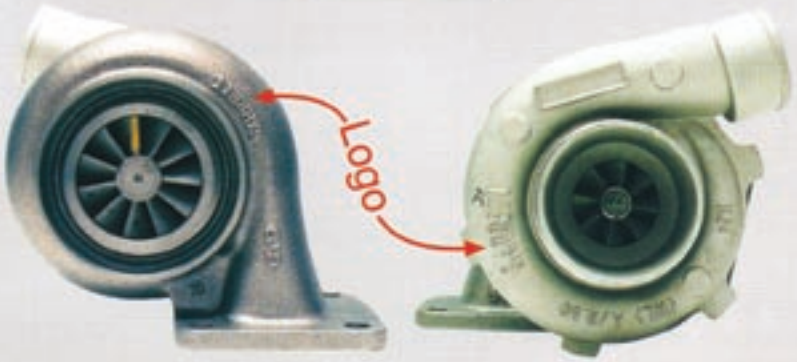
Effective 1st July 2004

This Sticker on top of every box (Security bar code technology)

Garrett new security sticker with barcode technology.

This booklet on the side of every box (Matching serial number to security sticker)

Make sure your turbo has this book attached



Warning from Garrett:

Garrett takes a serious view on protecting our intellectual property rights. We will not hesitate to take legal action against any infringement for all our damages, including all our legal costs and expenses incurred thereon.

Infringement of our intellectual property rights, includes but is not limited to:

1. Imitation (Counterfeiting)
2. Passing Off
3. Unauthorised usage of the Garrett logo
4. Unauthorised usage of the Garrett name and nameplate

Full attention paid to Mr Haneishi's explanation.

Mr Haneishi:" Imitation damages your reputation."

Mr Haneishi :" Do you see the poor materials used?"

Mr Thomas Choi explained the IOG from a poster.

Dealers happy to have Garrett visit on IOG.

28 Top Dealers tour Europe with Turbo One

Europe 2004

▲ Colmar, France

The much awaited tour-de-Europe trip was an enjoyable and successful trip. A total of 28 dealers from Malaysia, Singapore and Indonesia joined in the trip. As promised, they toured Paris, Colmar, Reims in France and Munich, Stuttgart and BAUMA 2004 in Germany. Our Indonesian counterparts extended the tour to Italy and Switzerland which took them to the Venice canals for water rides and scenic views of the Swiss Alps.

The awesome BAUMA fair with over 450,000 sq/m took more time than expected to finish the entire show, but nevertheless, our dealers enthusiastically went around the whole show. The Mercedes factory and museum in Stuttgart, showcased vintage models to the latest concept cars. The tour took dealers to the assembly plant of Mercedes as well.

We would like to thank our Platinum Dealers for their enthusiasm and participation in our Turbo One Incentive Programme, we wish them all the best and let's work towards our new target in 2006 – South Africa !

▲ Paris, France.

万众期待的欧洲游旅程终於在愉快和圆满的气氛下结束。同行者共有来自大马、新加坡和印尼的28名经销商。一如我们所承诺的，这一行人游遍了法国的巴黎、科玛(Colmar)和汉斯(Reims)，以及德国的慕尼黑(Munich)、斯图加特(Stuttgart)和2004年德国BAUMA国际工程机械展。来自印尼的同仁还把行程延长至意大利及瑞士，乘船游览威尼斯并亲眼目睹瑞士Alps的壮丽美景。

2004年德国BAUMA国际工程机械展的声势非常浩大，占地超过450,000平方米，参观全场所花的时间比预定时间更长。虽然如此，我们的经销商还是兴致勃勃的走访了每一个参展单位。而我们也到梅塞德斯工厂和在斯图加特的马赛地汽车博物馆(The Mercedes factory & museum)饱览了各型的马赛地车款，从最初的车款到最新的概念车一应俱全。

我们要衷心感谢白金经销商(Platinum Dealers)热情参与我们的Turbo One奖励计划，我们在此祝福大家万事顺利，并呼吁大家同心协力，共同朝向2006年南非之旅的新目标而努力!

▲ Outdoor area of BAUMA, Germany.

▲ Church in Reims, France.

▲ Dealers enjoying the beautiful back drop of the Eifel Tower, Paris.

▲ Dealers gathered after a visit to Garrett's TLV Plant, France.

Spring 2004

Co-sponsored by: Garrett

▲ Mercedes Vintage cars..... future concept car.

▲ History lessons at Mercedes Museum, Stuttgart.

▲ View from Komatsu booth in BAUMA, Germany.

▲ Scenic view of the Swiss Alps.

▲ Sculpture in Switzerland.

▲ Dealers enjoying a water taxi ride in Venice.

▲ Shopping time in Paris.

Incentive Trip 2006 - South Africa

After a wonderful time in Europe with Turbo One, our dealers were all charged up and very much looking forward to their new targets and new exotic destination in 2006....

South Africa!! See you there.....

与Turbo One共同在欧洲渡过一段美好时光之後，经销商们个个荣光焕发换有如重新充电一样，并且还非常期待新的目标及2006年的旅点。。。。

南非！！到时见。。。。

▲ A frequent sight at Kruger National Park

▲ Zulu farm, South Africa.

▲ Waterfront Clock Tower, South Africa.

A warm welcome to

Mr Geoff Watson

Asia Pacific Aftermarket Director

Turbo One wishes to congratulate Mr Geoff Watson on his new appointment as Asia Pacific After Market Director.

"Together We Shall Turbocharge To Greater Success"

Turbo One在此恭贺Geoff Watson先生被委为新任亚太区售後市场总裁。

"齐心效仿超强力涡轮，协手迈向更高远成就！"

▲ Mr S K Song
Outgoing Asia IAM Sales & Marketing Director

Turbo One wishes the outgoing Asia IAM Sales & Marketing Director, Mr S K Song all the best in his future businesses. We thank him for his support and dedication.

Turbo One也在此向刚卸任的前售後市场总裁S K Song先生致意，祝福他鹏程万里，大展鸿图，并深深感谢他这些年来的支持和奉献。

Profile of Mr Geoff Watson

▲ Mr Geoff Watson
Incoming Asia Pacific Aftermarket Director.

Mr Watson has a long background in automotive sales and was a divisional manager at Garrett's plant in Victoria, Australia.

A graduate of Liverpool Tafe Sydney, Mr Watson won the Turbo Technologies Asia, commercial employee of the year award in 2002.

Under his strong leadership, Garrett has seen tremendous growth and improvements in the Australia operations.

Welcome on board Mr Geoff Watson, we look forward to your leadership and partnership.

Watson先生纵横汽车销售业界数十载，且曾任澳洲维多利亚Garrett制造厂的部门经理。

Watson先生毕业於悉尼利物浦专业技术学院(Liverpool Tafe Sydney)，曾在2002年荣获亚洲涡轮技术年度最佳商业雇员奖。

在他魄力十足的领导下，Garrett在澳洲的业务持续取得蓬勃发展且蒸蒸日上。

热烈欢迎Geoff Watson先生加入阵容，我们希望您的领导和加入能把Garrett带上另一个高峰。

Highlight on Technology - Garrett

GT Ball Bearing Turbos

Garrett has revolutionized the performance car market with the introduction of the GT series high performance ball bearing turbochargers. These turbos are capable of producing up to 700hp each !

▲ GT35 ball bearing.

Winning teams race using GT series turbos and rely on them to keep them on the top at every race.

Garrett所推出的GT系列高性能滚珠轴承涡轮，颠覆了性能车市场的传统局面。这款新型涡轮每一台概能输出高达700马力!

得奖队伍的比赛正是采用GT系列涡轮，并完全仰仗此系列涡轮才能让他们在每场比赛中遥遥领先。

▲ Invincible Audi Lemans Team.

Highlight on personality

Mr Peter R Stephenson

Director IDS Asia and Director of Sales China

Turbo One would like to congratulate Mr Peter R Stephenson on his latest assignment to his new position as Director IDS Asia and Director of Sales China, BorgWarner Turbo Systems.

Turbo One在此恭贺Peter R Stephenson先生被委为新任亚洲(IDS)总裁，及BorgWarner涡轮系统在中国的销售总裁。

▲ Mr Peter R Stephenson
Director IDS Asia & Director of Sales China.

Divided Thrust Bearing

This divided thrust bearing separates the function of the bearing between turbine side and compressor side. This bearing supports the turbine shaft to reduce mechanical loss and to keep the rotation stable, to realize higher performance from low speed range.

这种分隔式的推力轴承把轴承的功能分别输给涡轮部和压气机部。此轴承能支撑涡轮轴，以减少机械耗损，并保持旋转的稳定，从而促使低转速范围产生更高性能。

Abradable Seal

To keep the clearance minimum between compressor housing and compressor wheel, the abradable material is arranged on the shroud of the compressor housing. The minimized clearance increases the efficiency of the compressor wheel and achieves higher engine efficiency.

耐磨封严

为了把压气机壳和压气机叶轮之间的间隙维持在最小的程度，我们在压气机壳的外壳上涂了一层耐磨材质。越小的间隙越能提高压气机叶轮的效率，从而令引擎性能更加出色。

RHF & RHG Series

RHF and RHG series has a higher flow, wider range, higher response, higher reliability, and longer life taking over the existing technologies from RHB and RHE series. RHF series mainly covers light duty vehicles with small displacement engines, which keeps various options for various kinds of needs. RHG series is mainly for medium to heavy duty vehicles with large displacement engines, it meets corresponding exhaust gas regulations.

RHF型和RHG型系列兼承了RHB型及RHE 型系列的现成技术，却拥有更高的流量、更广的转速范围、更卓越的反应、更加可靠，以及更长的使用寿命。RHF型系列主要是供引擎排量小的轻型交通工具专用，并为各种不同的需求提供多种选项。而RHG型系统则主要供引擎排量大的中至重型交通工具使用，可说是在废气调节的产品。

Note:

IHI does not recommend the RHF & RHG series to be dismantled for servicing.

Don't Be 'Tension'

The moment you are in **tension**
You will lose your **attention**
Then you are in total **confusion**
and you'll feel **irritation**
This may spoil your personal **relation**
Ultimately, you won't get **co-operation**
And get things into **complication**
Then your BP may raise **caution**
And you may have to take **medication**
Why not try understanding the **situation**
And try to think about the **solution**
Many problems will be solved by **discussion**
Which will work out better in your **profession**
Don't think it's my free **suggestion**
It is only for your **prevention**
If you understand my **intention**
You'll never come again into **tension!!!**

当你心里倍感压力
就会丧失专注能力
手足无措困惑不已
烦躁不安乱发脾气
最後破坏人际关系
没人和你培养默契
陷入混乱茫无头绪
血压升高发出警讯
甚至还得服用药剂
何不尝试理解困境
设法找出锦囊妙计
解决问题全凭商议
妥善运用专业才艺
我并不是言不及义
只为让你平心静气
若你了解我的美意
你就不会再有压力!!!

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BEST *Value* | **BIGGEST** *Availability* | **LOWEST** *Risk*

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NEW PRODUCT

Turbo In Stock Now:

1. Hitachi	Zaxis160	4BG1T
2. Hitachi	Zaxis120	4BG1T
3. Hitachi	Zaxis600	6WG1T
4. Isuzu	D-Max 2.5L	4JA1T
5. Isuzu	D-Max 3.0L	4JH1T
6. Isuzu	8-97602-8090	6HK1T
7. Kobelco	SK200-6	6D34T
8. Komatsu	PC200-7	SAA6D-102
9. Komatsu	PC300-7 / 350-7	SAA6D-114
10. 400HP	GT25BB	High Performance
11. 500HP	GT30BB	High Performance

Authorised Distributor & Service Centre: Garrett IHI 三菱重工 HOLSET TURBOCHARGERS BorgWarner Turbo Systems