

CUSTOMERS

EMPLOYEES

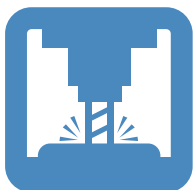
DISTRIBUTORS

PARTNERS

'Solid performance' as Hardinge looks to 2012



TURNING



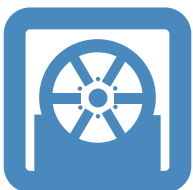
MILLING



GRINDING



WORKHOLDING



ROTARY

"A very solid performance" was John McTernan, Hardinge's Managing Director, European Sales and Marketing description of the UK company's performance during 2011.

With the organisation having met its targets for the year and - despite challenging market conditions - approaching 2012 with a deal of optimism he reflects on the successes that have contributed to the performance.

"We, like so many others, approach 2012 against a backdrop of economic uncertainty but the engineering sector is very resilient and despite predictions of gloom in some quarters of the media, we know from the feedback we get from our customers that while challenging, the mood is still fairly optimistic.

"So many factors are beyond our control but in many respects we said something not dissimilar 12 months ago," he adds.

Landmark ...

Looking at the past 12 months Hardinge in the UK has made a number of landmark achievements, the most notable being the introduction of the Biglia range of high end machine tools and the significant re-branding and launch of the ShopHardinge on line store. Both are beginning to significantly impact on the business with a number of confirmed major Biglia sales in the order book and significant levels of interest in the

brand. ShopHardinge activity is running at encouraging levels and there are many new third party products now featured.

Not that the year past has been totally without its problems. "Sales activity has been running at very positive levels" adds John, "but the manufacturing side of the business (in common with most international machine tool manufacturers) has been impaired by problems beyond our control. The devastation caused by the Japanese Tsunami filtered down to machine tool manufacturers with a global shortage of many of the high precision components we are all so dependent upon. Things are slowly improving but the ability to fulfil orders in the time scales we would have liked has at times been difficult."

Looking ahead ...

"In 2012 our major focus will be on integrating our factory operations more closely with the sales side and optimising their activities," John explains. "This will mean our sales and marketing activities will be able to focus on just that - selling and marketing. "This will necessitate changes in the state of readiness that we ship units out in but will result in improvements that will benefit the customer," he concludes.



5-AXIS IS THE FUTURE IN CHINA

The burgeoning economy and manufacturing activity in China shows little sign of a downturn and importantly, the country is making major commitments to training the engineers of the future.

And Hardinge is playing its part having supplied no less than 5 of its XR series 5 axis machine tools to Beijing Technical College purely for the purposes of operator training.

Participation in 3C

The '3C's' are the cornerstone of business in China - Consumer, Communication and Computing - and the commitment to the economic growth in the future is massive. Hardinge has a major commitment to the Chinese market and the new 20,000sq metre factory in Zhejin is testimony to this. The plant will be fully operation by mid 2012 when up to 150 turning and milling machines will be manufactured every month.

Season's greetings

We wish all our readers a very Merry Christmas and a healthy and happy 2012

Hardinge innovation at **Centrax**

As part of its commitment to providing the very highest levels of service and support, early in 2012 Hardinge will be implementing a new service arrangement with Newton Abbot based Centrax Industries Limited.

There are over 70 Hardinge machine tools in operation in Centrax which has a worldwide reputation for the manufacture of high precision

components for the power generation and complex component manufacturing markets,

Typically these include turbine components such as aerofoils, discs, shafts and casings and gas turbine generator sets.

With a number of brand new Hardinge machines delivered in

the past 12 months, a dedicated service engineer will now be permanently based in the Newton Abbot plant, overseeing everything from new machine installations to undertaking maintenance, servicing and dealing with any day to day support for the Centrax manufacturing teams. "We believe this approach is the way forward with major customers

and are delighted we can provide an enhanced level of Hardinge service for Centrax," comments Hardinge Service Director Clive Payne.

Back to base for Paul.

'Our man in Centrax' will be a familiar face to many of his customers as Service Engineer Paul Tucker in fact served his apprenticeship in the Newton Abbot factory.

Paul (29) has joined Hardinge from Mazak where he was a breakdown engineer but his early career was spent with Centrax where he gained his HNC in electronic engineering and has NVQ level three in mechanical engineering.

"It's going to be quite fun going back to work with a lot of former colleagues" Paul explains. "I'm preparing myself for some banter!"

A keen footballer in his spare time playing for Teignmouth, Paul is newly married to wife Emma who is a nurse. We wish him well in his new role.



Paul Tucker

THE DAY JOB

Under the spotlight in this edition is Simon Higgs, our Regional Sales Manager for the South West and South Wales.

Simon has been with Hardinge for quite a while having worked in a number of roles in our former Exeter operations. However, having made the transition from inside sales to life on the road, he is now one of the leading lights of our sales team and looks after some of our largest UK accounts.

Name: Simon Higgs

Job title: Regional Sales Manager

What does that involve? Getting up early, knocking on doors, helping customers, selling machine tools!

Age: 30

Length of employment with Hardinge: 12 years

Married/Family: Married, no children just yet !

Hobbies/interests: Playing and watching football and playing skittles.

Favourite sport and team supported: Football, the 'mighty' Plymouth Argyle - 'we will be back!'. (Editor's comment; By 'mighty' he means they are very strong, they need to be as they are bottom of all the Leagues, holding up 91 others!)

What's on your i-pod? Foo Fighters, Muse, Oasis

Favourite music: Most 90's indie/rock

When I was growing up I wanted to be ... An astronaut

You may not know it but I'm very good at ...Cooking
And I'm no good atDIY

So there you have it. A Foo Fighting Plymouth Argyle supporter who can't put shelves up. The Hardinge future in the South West is in good hands!



Hardinge investment keeps Kepston in poll position

With 95 years experience in the engineering industry Aldridge based Kepston Limited is rightly proud of its status as one of the UK's leading manufacturers specialising in jig grinding technology.

But all that experience has also taught the present day owners that resting on your laurels is never good and in order to stay in poll position the company continues to invest in machines and technology that ensure they stay competitive and at the forefront of their areas of expertise.

Most recently the company has invested in a new build manufacturing facility in Aldridge - the first phase of a larger plan - and have installed two brand new Hardinge machines that are destined to give a new dimension to their manufacturing operations.

The machines are a Bridgeport VMC XRI1000 high performance vertical machining centre and a Hardinge GS51A high productivity turning centre. These will enable Kepston to offer a broader range of processes to existing customers as well as opening up new markets by offering reduced lead times as more of the process is under its direct control.



Kepston's main markets include aerospace, defence, motor sport (including F1) food processing and general precision engineering. A common feature of all customers are high demands in terms of tolerances, quality and fast turnaround.

Commercial Manager Andy Oakley explains; "Traditionally we are a specialist jig grinding company and most of our machining is of the low volume high precision nature. But as every manufacturer will tell you there is always an emphasis on keeping costs under control. And that is why we invested in these two Hardinge machines and already they are creating a positive impact.

"We were conscious that we were becoming increasingly reliant on outside suppliers for a lot of our general (none grinding) machining operations.

"Nothing wrong with that but if we were to bring these processes in house we would have greater control of the operations, more flexibility and we would save costs. It will



also give the capacity and capability to seek out new markets.

"With the new factory completed we installed the machines in the early autumn and started working them in mid October. And already we estimate they have produced cost savings on over £10,000. That has to be a result."

The Hardinge GS 51A is a compact high-productivity lathe, equipped with integrated automation and featuring a Siemens 828 control.

In addition to the machine's robust cast iron base, heavy-duty linear guides and advanced ball screw technology – which ensure high part accuracy and repeatability, excellent surface finish and optimised stock removal – the GS 51A's productivity is enhanced by an integrated straight-line gantry system (with fast traverse rates) for rapid load/unload of work pieces and finished parts.

The XR 1000 VMC is a high-specification vertical machining centre especially suited to machining larger work pieces. It has high performance spindle technology from Weiss with a grease replenishing system, a 30 position ATC, latest generation controls, tried and tested through spindle coolant delivery and a swarf management system that includes a chip conveyor.



Kepston's Andy Oakley (left) and MD Brent Millage

New face in Spares

A new face at Hardinge HQ is Gary Jones (53) who has recently joined as our spares co-ordinator.

Gary has a wealth of experience in the engineering sector and joins Hardinge from another Leicester based company Nylacast who specialise in making components manufactured from nylon.

Married with two children, Gary enjoys a range of activities in his spare time being keen on a variety of sports and gym work in particular. However his passion right now is playing the guitar. Correction: 'Learning to play the guitar' as Gary points out!



Re-established in Scotland



Twelve months ago Hardinge reviewed its sales arrangements in Scotland - a decision which saw Ross Milne appointed as our Regional Sales Manager.

A year on Ross has been putting in the miles and has been re-establishing the business with some considerable success.

We caught up with him and found that his machine tool experience aside - there is a budding rock star profile as well.

Q: How long have you represented Hardinge?

A: Twelve months but it goes back further than that. I worked for a distributor of Hardinge/Bridgeport for 5 years but I decided to go off the road for a while and went back into manufacture as Operations Manager in a Fabrication/Machining/Assembly company.

After 18 months I decided setting up my own company was the next logical step for me. I set up RAM Engineering and Tooling Ltd in August 2010 as a tooling and machining solutions company. We distribute high quality tools and offer the application training with the tools. The agency for Hardinge Machine Tools in Scotland came up and I was made aware of this. I jumped at the chance to get involved. I was delighted when I was the successful applicant and it gave me a more complete solution to offer my customers.

Over the course of this first year, interest has really taken off and has seen 4 machines sold into Scotland from a standing start with another 6 plus, in the pipeline as good and potential sales.

Q: There's an interesting story about one of your sales to Deans Engineering?

A: Yes, this really was a machine that was sold off the stand at an exhibition!

Jim Jamieson of Deans Engineering, Livingston, came onto the Hardinge stand at EMO and was impressed by our GX1 600 machine that was showing there. He made an enquiry to me which was quickly followed up and a deal made inside a week. The machine was ready for the Germany market, so required some alteration to make it suitable for the UK market. This was carried out in record time due to close liaison between the Deans Engineering team and Alan Purple at Hardinge in Leicester. He displayed outstanding dedication to the sale and of course there was me being the point of contact for all! Happy to say the machine is in and running well.

The other life ...

When not selling machine tools Ross undertakes a transformation into the lead singer with a highly rated rock band. Is there no end to his talents!

The Trade are a 5 piece rock band based in Angus and have been described recently by the News Of The World's Tim Barr as a band who fire out music that is "misty-eyed ambitious stuff - inside is a world beating anthem fighting to get out."

The band has been touring extensively for the best part of 3 years up and down the country at some of Scotland's best loved venues and have built a solid fan base as well as supporting some fantastic acts over the years such as The Undertones, The Buzzcocks, The Stiff Little Fingers, Ray Wilson & Stiltskin to name just a few.

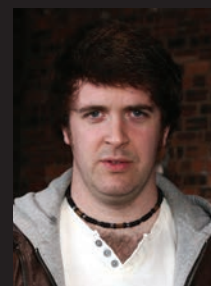
2011 has proved to be one of the busiest years to date, as they headed into Chem19 Studios in Hamilton to record their 12 track album "Lie in the Dark." This in addition to undertaking a UK tour taking them the length of Britain.

As with many bands, The Trade began as a covers band hoping to make a bit of money on the wedding circuit. It wasn't until one night when their guitarist couldn't manage a rehearsal and instead of practicing cover songs with no lead guitar, they decided to write their own music.

The Trade have always prided themselves on their live performance and have worked extremely hard to perfect it. They have moved on dramatically since the first few gigs they played in their hometown of Forfar, to play many leading venues and even The Royal Highland Show in front of 6,000 people.

Having completed their album it was released last June on both CD and MP3 formats on sites such as amazon.co.uk, play.com, itunes.com & tescoentertainment.com. It in fact charted at number 49 in Amazon's 'Movers and Shakers' chart and reached 121 in their overall chart. Following the release the band received nothing but great press and produced a TV advert on STV that was run over 2 weeks.

All exciting stuff that has seen the band storm from strength to strength in the past few years.



News update

Richard L. Simons, President and Chief Executive Officer of Hardinge Inc. has been appointed to the additional position of Chairman of the Board with effect from February 14th 2012.

Mr Simons succeeds Kyle H. Seymour who has decided to devote his time to other commitments.

Another new Board appointment is that of Daniel J. Burke as its Lead Independent Director.

Make a date

Hardinge now has two stands at next April's MACH exhibition. The main stand number 5438 in Hall 5 will feature machines currently available from both Hardinge UK as well as grinding machines from Jones and Shipman.

A second stand - number 4021, Hall 4 - will be devoted to Hardinge work holding products and those available from the extensive selection in Shop-Hardinge.

The exhibition runs from April 16th - 20th 2012 at the NEC, Birmingham.

To register for a free ticket visit www.machexhibition.com

In good company

Hardinge was recently one of a select few companies who supported a Summit based on sustainable manufacturing. Sponsored by the leading trade magazine 'MWP advanced manufacturing' the summit was held at the prestigious Advanced Manufacturing Park Technology Centre in Sheffield and attracted an audience covering the spectrum of industry and manufacturing.