

### Harlow Group MBO Heralds New Era



L to R: Marc Boulden - Manufacturing Director, Len Simmons - Chairman, Gary Hollister - Commercial Director & Bill Timpson - Managing Director

Harlow Group Chairman Len Simmons writes:

"It is with great personal satisfaction that I can announce my senior management team acquired ownership of Harlow Group from myself.

For more than 30 years I have run the business, and for a substantial part of that time have been supported by the new owners.

Although it may have appeared sudden to people outside of Harlow Group, the team and I had been discussing the possibility for over 12 months.

During this time significant changes have taken place with substantial investment of new technology.

I will continue to work with the Directors of Harlow Group as we maintain the process of ensuring we remain in a strong position to support all of our customers.

We have some significant technical development coming on stream during 2006, and even after 30 years in this industry I continue to be excited by this.

I am very content that the company I started is moving into a new era in the safe hands of Bill, Gary and Marc."

### Design Concept To Market In Days

When Capital Q had to rapidly design and produce a new product for their customer, HSBC, they approached the Harlow Group for support.

From our initial discussions with Capital Q we knew we would have to design and manufacture in very quick time in order to meet our customers time-scales.



Working closely with Capital Q, and Harlow Group design departments, we developed the product rapidly, then, using our ability to manufacture via our stand-alone prototype department, we had a fully assembled product completed and delivered to our customer in days.

Capital Q Business Director Jeff Daniells comments:

"Capital Q's ability to satisfy its customer demands is vital to our ongoing success.

Harlow Group's speed of support was key to this project. Their ability to not only help with the design but also to manufacture to a complete part in very quick time was vital on this occasion."

### Bill Timpson group MD has his say



"Having worked for the Harlow Group since 1993 I am extremely proud to be appointed to the Board of Directors to lead the company into a new era.

I have, over the years, worked across a broad selection of disciplines and have seen a number of changes both within the industry and our customers' requirements. The recent demise of many of our competitors is proof positive that "standing still" and "maintaining the status quo" in today's ever demanding market is not an option.

Quality, capacity, and reduced time-to-market from concept to delivery, are today's driving forces, and the commitment and courage to invest and challenge all aspects of our business must remain paramount.

My vision for the business will be to focus on some key areas:

- To continue to invest in new technology so that we are at the forefront of the manufacturing industry.
- To be innovative in all areas of our organisation and have the confidence to embrace new ideas.
- To be efficient and responsive to future demands so that we provide the lowest landed cost in a competitive market.

I have a passion for this business and a clear vision of growth through excellent customer and operational service.

These are exciting times for our business and I trust you will enjoy reading of the changes we are making, please feel free to contact me, or the team, if you require any additional information on any of the articles contained in this newsletter."

*Bill Timpson*

Managing Director

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## Latest Technology Aids Speed to Market

With time to market and landed price being paramount, The Harlow Group is presently working closely with Technology Partner Amada to invest in the latest equipment and processes.



Marc Boulden (Manufacturing Director) explains: "In the last 12 months we have revolutionised our metal cutting processes at the Harlow Group.

We have embraced the advances in laser/cutting technology by installing an Amada Lasmac 2415 laser, together with an Amada EMLZ 3510 punch/laser combination.

Both systems operate with an MP250 automatic sheet load/unload system for continuous operation.

In conjunction with machine tool technology, considerable effort is being applied to integrate the manufacturing cycle from customer enquiry to finished product.

The introduction of this "lights out" technology has greatly increased our overall capacity, and at the same time will act as the springboard that enables us to challenge all aspects of the traditional manufacturing process.

The next phase of our investment programme will concentrate on electronic data handling, 3D modelling, full "off line" programming and robotics, and networking all the key processes."

For more information please contact [m\\_boulden@harlow-group.co.uk](mailto:m_boulden@harlow-group.co.uk)

## Meet the team

### Lee Golding

Harlow Group is pleased to announce the appointment of Lee Golding to the position of New Business Manager.

Lee brings to the role 17 years of production experience. The

first 13 years of his working life were spent with Harlow Group in which he gained all of the practical skills required for the challenging role that he now undertakes.

Lee took the opportunity to broaden his work portfolio in 2002 when he accepted a Senior Management position outside the Group. Having gained valuable experience he now re-joins the Group at a time of great change and opportunity within the organisation.

Lee comments, "It feels like I have come home, but home has changed and moved on so much, it is great to have this opportunity in a forward thinking company that continually strives for excellence in its field."

Commercial Director Gary Hollister commented: "Lee is a rarity in our market, a time served fabricator with an excellent all round understanding of the manufacturing process. This coupled with a natural drive to provide a first class service to his customers makes Lee a natural choice for the Business Managers role."

Outside of work Lee enjoys spending quality time with his wife and three children.

Snooker, the occasional visit to the cinema, and a passion for DIY take up the rest of Lee's free time.

For more information on this article please contact Lee Golding e-mail: [l\\_golding@harlow-group.co.uk](mailto:l_golding@harlow-group.co.uk)



## Strategic Partnership Benefits Total Supply Chain Management

Harlow Group is pleased to announce they have formed a strategic partnership with CRS Electronics.

Harlow Group Commercial Director Gary Hollister writes:

"We have seen a steady increase in the amount of assembly work we are producing, and this is set to continue with more and more of our customers requiring complete management of their projects, from design concept through to final assembly.

Using our experience in dedicated cellular manufacture and assembly we are able to offer our customers total supply chain management options.

We have had a strong trading relationship with CRS for many years and I am delighted to confirm that, under this new partnership, we are able to offer electronic manufacturing and testing in our portfolio."

For more information on this article please contact Gary Hollister e-mail: [g\\_hollister@harlow-group.co.uk](mailto:g_hollister@harlow-group.co.uk)

## Harlow Group "Green For Go" With RoHS Compliance

As part of The Harlow Group commitment to the environment and with Industry placing increasing emphasis on environmental standards, we have been working closely with our customers and suppliers to ensure we maintain our compliance to the RoHS directive in this important aspect of our business.

Neil Pitts - Quality & Production Manager comments:

"As one of the first UK suppliers to be awarded the SONY Green Partner accreditation, we understand the importance this has to our customers and the environment."

The implementation of the RoHS 2002/95/EC Directive becomes effective on 1st July 2006.

In readiness for this, The Harlow Group has established that all products used in the manufacturing of customer components are in accordance to the RoHS directive. The RoHS directive is often referred to as "Lead-Free" legislation. This is not a very accurate description, because it extends to other pollutants for example:

- Lead
- Mercury
- Cadmium
- Hexavalent Chromium

- PBB
- PDBE

In order to comply with the EU RoHS legislation all of these substances must either be removed, or must be reduced to within maximum permitted concentrations in any products containing electrical or electronic components that will be sold within the European Union."

Contact the team if you require further information on Harlow Group's RoHS Directive compliance.

For more information please contact Neil Pitts e-mail: [n\\_pitts@harlow-group.co.uk](mailto:n_pitts@harlow-group.co.uk)

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