



Sony high definition leads the way

The worldwide appeal of High Definition television is being reflected in surging orders for professional camera equipment.

With HD equipment top of the shopping list for broadcasters Sony UK Technology Centre in Pencoed, South Wales has moved into top gear.

The need for high quality metalwork has never been greater, as demand for this new technology increases.

As a key supplier to Sony, the Harlow Group were proud to be invited to the launch of this new era in manufacturing, when a special open day was organised for local dignitaries and employees to view the upgraded facilities.

"As a business we have seen steady growth here at Pencoed" says Sony Managing Director

Steve Dalton, "This is set to continue at pace with the introduction of the new range of HD camera's and equipment. We successfully launched the latest project on time and to budget in a very tight time frame. This would not of been possible without the support of HGL, who played a vital role in delivering technically and cosmetically demanding products"

HGL Commercial Director Gary Hollister states "The launch of the new range of HD equipment at Sony has once again raised the bar in terms of manufacturing standards. As a business we have a long standing relationship with Sony and we were delighted to be chosen as guests for this important event".

Pretty in Pink

Pink was the colour of the day when more than 100 members of staff took part in a charity fundraising event.

The staff dressed in pink to show their support for the Breast Cancer Campaign.

They were asked to wear the colour and make a donation for the privilege of escaping their normal clothes for one day.

All staff and management were invited to join in the fun. "It was good to do something a bit different and raise money for a good cause," said Vanda Maxwell, organiser of the event. " I would like to say thanks to everyone who took part and to everyone who made a contribution."

A total of £520.00 was raised



MD COMMENTS



On reflection last year was a good year for the Harlow Group. Growth in sales over the last 12 months goes against the grain that manufacturing in the UK is in decline.

Despite external pressures for material and energy price increases the company has worked hard to protect our customers from a volatile market by keeping any price increase down to a minimum.

Whilst we are at the mercy of the commodity markets on a monthly basis we decided only to make one small increase throughout the year. We constantly keep our customer base informed of market conditions and will continue to work with you all to minimise the impact any increase may have.

These pressures have never stopped us from investing in the business. Those manufacturers who stop looking towards the future get caught in a commodity trap where the only variable is price. This short-term view will serve no one well in the long term. Our own investment in people and technology will differentiate our company from others. Whilst our competitors are in constant fear of rising prices we are committed to stability and growth.

As a sign of this commitment we are pleased to welcome on board Ian Walters as our new Purchasing Manager. His brief is to build supplier partnerships and maximise our potential to be a strategic supplier who can solve outsourcing problems for our customers.

The principle aims for the forthcoming year will be aimed at a culture of collaboration and shared suggestions. We don't intend to be over ambitious but rather take one step at a time in putting in the foundation to grow and diversify.

Following a long period of upheaval and re-focusing of the business we start the New Year with every confidence the business is well managed.

Bill Timpson
MANAGING DIRECTOR

**CUSTOMER FEATURE -
Cyrus**

Cyrus is a specialist audio company, based in Cambridgeshire. They design and manufacture some of the finest home entertainment systems in the world.

Cyrus' worldwide critical acclaim is founded upon a culture of excellence and a passion for music. For almost a quarter of a century, they have worked in the field of high performance audio to develop one of the world's most celebrated hi-fi systems. This passion has driven them to create an extensive range of upgradeable components, including class-leading stereo music systems, home theatre components and wireless multi-zone solutions, allowing you to enjoy your investment around your home.

For the 3rd year running Cyrus has walked away with the Product of the Year in the CD player category.

Redesigns and upgrades are standard in this industry, but these changes are all to do with the material the components are made from, not improved components for better sound. This can cause problems for serious hi-fi manufacturers, because the new kit has to retain the brand's sonic character and sound at least as good as its predecessor. Thankfully, the CD6s has kept all Cyrus' good sonic traits. The end result is a player that offers an amazingly complete sonic performance.

The Harlow Group has supplied the finished metalwork to Cyrus for many years and through numerous models. We are proud to work in partnership with a company that wins so many prestigious awards in such a demanding arena. We wish them every success for the future



MEET THE TEAM



Ashley Peters

Technical Engineer

Ashley Peters is the customer interface for all technical elements on manufactured parts. This includes project management, costings and method of manufacture.

He joined the company in 1989 after serving a 5-year engineering apprenticeship.

During his time with the Harlow Group, Ashley has gained significant experience in sheet metalwork and prototype development. He now specialises in value engineering, together with design for manufacture, working closely with our customers.

"I really enjoy the role as it gives me an opportunity to utilize the skills I have gained throughout the years for the benefit of customers and the company" states Ashley "the wide variety of products and designs mean no two days are the same"

Outside work his interests revolve around motorcycles, riding both on and off road. A lot of his spare time is also taken up renovating his Victorian house, which he thinks is more of a necessity rather than a hobby. He is currently planning his first lesson on piloting a micro-light aircraft.

Ashley can be contacted by e-mail at: a_peters@harlow-group.co.uk

Sudoku Competition Corner

Your chance to win 6 bottles of wine.

To all our newsletter readers there is a chance to win 6 bottles of wine by just completing this Sudoku puzzle correctly and returning it to us by the 28th February 2007

Name:..... Company:

Address:

..... Contact Number:

Please send your completed articles to Suduko Competition, Harlow Group Limited, Allen House, Edinburgh Way, Harlow, Essex, CM20 2HJ

This competition is open to all readers of this newsletter except employees and their families of the Harlow Group Ltd. Winner will be selected randomly after the closing date for entries. Winner will be notified and receive their prize by post. No cash alternative to the prize will be offered.

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Contact Information

Telephone: 01279 406600 ■ Fax: 01279 443376 ■ Email: sales@harlow-group.com ■ Web: www.harlow-group.com
Harlow Group Limited, Allen House, Edinburgh Way, Harlow, Essex, CM20 2HJ