

## HARLOW GROUP ASSIST FIGHT AGAINST CRIME!

A car is broken into every 22 seconds in the UK with 250+ laptops being stolen every single day. Last year over 250,000 satellite navigation units were stolen from vehicles and with the proliferation of mobile devices increasing, the demand for keeping them safe and secure is growing.

Typically most opportunistic theft occurs when valuables are left in full view of the thief. However, the opportunistic thief today has become more sophisticated in their attack and will now break in to a vehicle with only the smallest sign of valuables within, for example a satellite navigation or PDA cradle.

Autosafe International has designed a range of in-vehicle safes to combat the crime and protect valuable assets. The autosafe range is designed in the UK and manufactured by The Harlow Group and has been independently validated by Thatcham against a 5 minute attack.

The autosafe offers high levels of physical security in a flexible design. Every detail

# autosafe®



has been designed with the user in mind, from its robust construction, its patented locking mechanism; it's lined interior to protect its contents through to the key removal feature that only allows the key to be removed when it is in a locked position.

**Turn over for your chance to win the latest S-15T AUTOSAFE.....**

## A STEP IN THE RIGHT DIRECTION



The Harlow Group has signed up to a special project in conjunction with a local university. The 'Shell Step' program places second year undergraduate students within a business to deliver a genuine business project whilst gaining valuable work experience.

Rosanna Landragin joined us recently for her 8 week placement, working within the commercial team. Located at the University of Anglia (Chelmsford) she is studying for a degree in marketing.

Her remit whilst with the Harlow Group is to investigate current customer needs against

business performance. Covering such topics as web site design, customer surveys and competitive analysis, Rosie aims to provide us with valuable information on our company performance.

Once complete the project will be submitted to the local Shell step awards, which recognises the students achievement and celebrates their success.

If you are interested in the Shell Step program, why not visit their web site: [www.shellstep.org.uk](http://www.shellstep.org.uk) for more information.

## MD COMMENTS



There are mixed messages for industry at the moment depending on what press material you watch or read.

On the one hand manufacturing in the UK has got off to a good start in 2007. Statistics show that output has increased, with confidence in future orders improving. The downside has been the continuing increase in interest rates, material price fluctuation and inflation creeping up. These issues put pressure on all of us to control costs to remain competitive.

By offering a broader range of services, such as consignment stock, Kan-Ban supply and material recycling, we can negate the difficulties we all experience with the economy.

The Harlow Group has coped well in this uncertain climate. Working closely with our customers and suppliers we have developed relationships that mean we take responsibility for assembling units to completion. This allows us to manage the supply chain more efficiently, whilst our clients concentrate on their core business. It is this range of outsourcing solutions that makes us distinctive from the competition.

The technology drive has also continued to go forward at a pace. Amada software provides us with the possibility of integrating high technology machine tools with the latest CAD/CAM systems. This gives us the ability to auto program and reduce set up times. The service is aimed at providing customers with a speedy response to new work, whilst improving machine productivity by taking operations off-line

Smarter customers want technical support, increased service levels and consistent quality and delivery standards. This will be the main focus of all our efforts going forward.

*Bill Timpson*  
MANAGING DIRECTOR

## RECORD TURNOUT FOR CHARITY RUN



The Harlow Group were proud to be sponsors and participants in the recent Sunflower run in aid of St Clare Hospice.

In this year's annual event 499 people registered for this year's 10k race, which was a record number for the Hospice. These included local MP Bill Rammell, Sports Promoter Barry Hearn and his son. This year was also special as it was the first time there were three wheelchair competitors taking part. The event has proved as popular as ever and was a great success and once again the support from family and friends was amazing. It is impossible to say at this time how much has been raised for the hospice, but they are hoping the final figure will be in excess of £12,000.

For the record Bill Timpson (MD) and David Russell (Paint Shop Manager) finished in just over 52 mins. Not bad for their ages and level of fitness!!

St Clare Hospice is a registered charity, which cares for people and their families who are affected by life-threatening incurable diseases such as cancer

In September, the 5k Sunflower walk will take place. The walk has always proved very popular with those taking part, especially as there is the BBQ upon their return to the Hospice!

If you are interested in participating in this event please contact the fundraising team at St Clare Hospice on 01279 773770 for more information



Bill Timpson (Managing Director HGL) presenting prizes to the winner of the wheelchair section Anne Wafulastrike  
Photo copyright of Epping Forest Guardian.

## MEET THE TEAM

### Tricia Clear

**Internal Account & Marketing Manager**



Many of you will already know Tricia, as she is often the main contact for our customers.

Tricia has worked for the Harlow Group for over 8 years and brings to the role a wealth of experience in customer care in a manufacturing environment. Prior to joining HGL Tricia worked for many years as office manager for a major electronics supplier and travelled extensively during that time implementing systems, applications and processes (SAP) throughout the company.

Tricia says "I have always enjoyed the manufacturing environment as it gives me an opportunity to work closely with not only our customers but also all departments within the business. My role is the main commercial interface between our customers and the operational process, covering all areas from initial customer enquiry through to sales order book control."

Tricia has recently completed a CIM certificate in marketing course and is presently implementing a marketing strategy on behalf of the company.

Outside of work Tricia has never lost the travel bug and continues to visit many far flung destinations.

Tricia can be contacted by e-mail at:  
**t\_clear@harlow-group.co.uk.**

## Competition - Your chance to win a S-15T

There is an S-15T laptop safe available for one lucky reader, just enter your details below and answer the question for your chance to win!

The features of the autosafe make it the simplest, most flexible and secure product of its type:

- Steel construction
- Patented double locking mechanism
- Patented tethering cable system
- User installable and removable
- No drilling or additional fixings required
- High security radial pin octagon anti-drill locks
- Fully foam lined (where appropriate)
- Weights ranging from 5.5kg to 9.7kg
- Key replacement within 48 hours
- UK designed and manufactured
- Thatcham Q listed system independent accreditation.

### Question:

**How many laptops are stolen each day in the UK?**

- A: 250+                      B: 2500+                      C: 250,000+

Answer: .....Name:..... Contact Number: .....

Address: .....

Please send your completed articles to S-15T Competition, Harlow Group Limited, Allen House, Edinburgh Way, Harlow, Essex, CM20 2HJ or email your answer to **t\_clear@harlow-group.co.uk.**

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. Closing date: 30th September 2007

## CONGRATULATIONS

Well done to **Bernie Amelia** and his wife Sarah on the arrival of their new baby Lauren. She was born on 7/7/07, a very lucky day indeed

Congratulations also go to **Bob O'Connor** who is marrying his long-term partner Samantha in a few weeks time.

Lastly, some long service milestones have been achieved this year, which is appreciated by the company for their dedication and loyalty:

**31 years Peter Keaneally**

**25 years John Crease and Steve Hawley**



L to R: Steve Hawley, Peter Keaneally & John Crease

## Contact Information

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