

New Horizons By Royal Appointment.



John McLoone from Horizon meeting the queen

The Harlow Group recently started a trading partnership with Horizon Global Electronics Limited. The Group were initially asked for design input through to prototype manufacturing for a new range of top end units called The Pro Range. This process has proved extremely successful and sign off of the units are in progress, with first batch quantities being placed imminently from Germany, which will be manufactured by The Harlow Group.

Horizon Global Electronics are based in Harlow and were established in 2001. The company specialises in the design and manufacture of hand held test equipment for the digital satellite and tv sector. Their meters are currently being

used in over 58 countries around the world. Their units are used for the easy alignment of digital satellite dishes and digital antenna during installation.

Horizon were recently honoured by receiving the prestigious Queens Award for Enterprise and were invited to the Palace to meet HRH and be presented with their award. Managing Director John McLoone comments "Our strength lies in being able to find innovative solutions to leading technology issues, and working in partnership with The Harlow Group we can strengthen our position in the marketplace."

HGL invest in future with apprentice scheme



HGL are pleased to announce the re-launching of the apprentice scheme with the introduction of Carl Banks to the team.

After leaving Cheshunt School, Carl joined the business and has undertaken a general engineering apprenticeship whilst studying via day release at Turnford College.

During his time with us, Carl will be working within each of the production units learning all the elements needed to become a skilled metal worker.

Carl is pictured presenting MP Bill Rammel with a commemorative plaque during the recent visit to our manufacturing site.

We wish Carl all the best with his studies and future with the Harlow Group.

MD COMMENTS



Welcome to our latest edition of our newsletter. It is at this time of year where it is traditional to reflect on the last 12 months and look forward to the future.

At the Harlow Group we have had an excellent trading year with a growing order book that has reflected in an increase of workforce and gains in productivity. My thanks go out to all the employees who have responded brilliantly when called upon during challenging times.

It is inevitable that the volatility engulfing the financial markets will have a knock-on effect in the manufacturing sector. The future can be best described as unpredictable. Whilst business confidence remains relatively high there is strong pressure to cut costs and remain competitive.

The first priority is to be responsive to our customers needs. Our existing client base is taking a different approach to purchasing and our new customers require more from a key supplier.

Customers have never been better informed or more demanding, looking for advanced skills in many specific fields, delivered with ever increasing levels of involvement and commitment to their business.

Therefore our customer focus strategy for 2008 will be:

- Understanding and listening to our customers
- Responding positively to their demands
- Building our service levels around our customers
- Providing innovative solutions to their problems
- Sharing good practice across our business
- Providing customers with choice

We at the Harlow Group are firmly committed to providing our clients with a fast, reliable and unrivalled service. This year will set a new benchmark for the way we treat our customers.

Bill Timpson
MANAGING DIRECTOR

Local MP visits Harlow Group



Marc Boulden, Gary Hollister, Bill Rammell & Bill Timpson

Bill Rammell MP for the Harlow constituency visited our company in September to see how a leading manufacturer of precision sheet metal components is maintaining its competitive edge in the global economy through investment in technology and skills.

Mr Rammell has been the MP for Harlow since 1997. He currently holds the position of Minister of State at the Department for Education and Skills with responsibility for lifelong learning, further and higher education.

Whilst on site Mr Rammell took a keen interest in the apprenticeship scheme run by the business, with the latest student starting in the Autumn of 2007.

Speaking after his visit, Bill Rammell said, "I was delighted to visit the company to meet the staff, learn more about their work and their plans for the future. It was an interesting

visit and to see the sheet metal process from start to finish, through the production of the paperweight, was fascinating."

He concluded, "If we are to compete economically in the future we have to raise investment and skill levels in manufacturing. Harlow Group is a good local example of how that combination can work successfully. We need more apprenticeship schemes locally so the company's initiative here is also an investment in the local community. I hope other local companies can learn from their example."

Bill Timpson, Managing Director, said "We are all very proud at the Harlow Group in the progress we have made in the last couple of years. The investments in technology and the strategy for training the next generation of skilled sheet metalworkers will provide the platform for continued success".

MEET THE TEAM



HGL Assembly Team Keeping it in the family

This edition introduces the HGL assembly team based at our Spraytech facility.

Peter Williams heads up the department, and with his wife and son on board it's really a family affair.

Between them the team have a wide variety of experience in handling assembly projects from cabinet enclosure build through to complete electrical assembly and test.

Peter comments "Over the years we have seen a steady growth in the variety and volume of work coming into the department. We particularly enjoy new projects and regularly rise to the challenge, often working to tight time frames with our customers".

If you require more information on the mechanical & electro-mechanical assembly services on offer at HGL please do not hesitate to contact the commercial department.

CONGRATULATIONS

Some long service milestones have been achieved, which is appreciated by the company for their dedication and loyalty:

31 Years Service - Dave Carlisle

27 Years Service - John Reeve

20 Years Service - Mark Adams & Richard Banks

19 Years Service - Kris Adams

Keith Townsend left the company after 19 years service - Good Luck.

Sudoku Competition Corner

Your Chance to win New Year Hamper.

To all our newsletter readers there is a chance to win a New Year Hamper (full of goodies) by just completing this Sudoku puzzle correctly and returning it to us by 31/03/08

Name: Company:

Address:

..... Contact No:

Please send your completed articles to Sudoku Competition, Harlow Group Ltd, Allen House, Edinburgh Way, Harlow, Essex, CM20 2HJ. Last competition winner was Trevor Smith from Grant Instruments Congratulations.

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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