

PASStech NEWS

The quarterly newsletter of Passtech Machine Tools M.E. Ltd.

Steel Fab: 17-20 Jan

The GCCs leading machine tool show, Steel Fab, will be staged at the Expo Centre in Sharjah, UAE from Sunday, 17th January to Wednesday, 20th January, 2016.

We very much encourage all our customers throughout the GCC region to attend. No other show in the GCC has the range of exhibitors and machine types that Steel Fab has.

Passtech has invested heavily in bringing together a large group of our suppliers to be represented. Our stand is sited at 1506-1510, right in the heart of Hall 3.

There will be displays of turning and milling machines from Doosan, as well as robotics and EDM offerings. And representatives of many other machine tool (eg grinding) and consumables (eg tooling, oil mist extraction) suppliers.

On the application side, we will be demonstrating the latest threading application advances on the new standard Puma 5100 LMB (which supersedes the classic Puma 480).

Passtech is going from strength to strength, investing in the future. We will continue to take whatever strategic steps are necessary to move our business forward in the best interest of our customers.

So come on over, enjoy the show and test us against our competitors!

Tooling Healthcheck

Passtech is offering tooling trials to customers for a number of our core tooling brands – why? – to healthcheck your profitability.

Since the roll-out of our tooling brand portfolio this year, we have harvested the evidence of where customers are seeing improvements in “value-for-money”/run rates in the field in our GCC region.

In some areas, the improvement in customer productivity/profitability is being driven by tooling with equivalent durability and performance at lower cost. In others, we see improvements in performance at a similar cost level to our previous “house” brand, from more specialised providers.

Many customers have taken advantage of Passtech’s independent and consultative approach, made possible since we have broadened our range of tooling partners. However, by no means all customers have done so.

To take advantage of this offer, customers outside KSA should contact Rizwan.Sabir@passtech.co.uk, +971 50 463 6987 and those in KSA should please contact Syed.Zahid@passtech.co.uk, +966 56 602 6086.

Doosan Spin-off

Doosan Infracore has announced that it intends to undertake a spin-off of its machine tool business. And some customers have reported that our competitors are, as seems to be the usual practice, spinning the most negative possible view of this story.

In practice, the truth is very different and history a much more useful guide to the future than the conjecture of the uninformed and the malevolent!

Many of you may remember that Doosan Infracore was itself a spin-off from Daewoo Heavy Industries Ltd. in 2000. At that time the Doosan Infracore businesses had sound growth prospects and a strong technological basis, but were having to compete for financial resources with other Daewoo group companies.

The 2000 spin-off founded Doosan Infracore as we know it today, and provided the springboard to grow a machine tool business and a construction equipment business that are both in the world’s top 10 in their fields.

Now, in 2015, Doosan Infracore’s machine tool business has grown significantly and again, it finds itself competing within Doosan Infracore for scarce resources. And the decision making has followed a similar path to that of 2000 ...

.... namely to spin-off the machine tools business: to give it independent life again, to attract its own capital, and thereby to grow and invest. As a result, the future is equally bright for Doosan machine tools at the time of the current spin-off, as it turned out to be at the time of the 2000 spin-off.

The CEO Letter...

Dear Reader,

2015 has been an uncomfortable year for many of our customers and Passtech is not immune from the feeling that a better oil price would be a godsend.

At the same time, the investments of the past 18 months continue to pay dividends, Passtech remains very healthy and our programme of strategic development is at full throttle.

Our portfolio is very strong, with an anchor brand in Doosan machine tools that will only benefit in the long-term from its spin-off from Doosan Infracore.

We hope as many of you as possible will join us to witness the next leap in the strategic development of our portfolio and business overall at **Steel Fab: Sharjah Expo Centre: 17 -20 Jan., 2016.**

Finally, I hope in this past year you have seen positive improvement from us; we promise more of the same. With that I wish you Season’s Greetings and a Happy New Year.

With best regards,



Alexander Phillips
Chief Executive Officer

World Leading Brands: Our OEM Partners

Passtech has long been a premier supplier of machine tools, tooling, and application and service support to the manufacturing supply chains in oil & gas, petrochemical and general industrial sectors.

Our "team" includes our OEM partners, leading equipment suppliers in their fields, drawn from around the globe. Together with them we drive to add value to our customers' businesses through provision of high quality equipment and technical know-how.

In current times of long term optimism about energy markets, but short term caution over supply/demand and pricing, maximizing productivity is at the core of every customer agenda. We and our partners are here to help.

CNC Equipment



Manual Equipment



Tooling



Performance Enhancement



People & Passions

Profiling our employees and community

Further Additions To Workforce in Saudi

Passtech's expansion of its footprint in Saudi Arabia, with a resident service engineer base in Dammam, has already met with a strongly positive response.

Now we announce the hiring of a further two resident service engineers working in Dammam and Riyadh from early next year. Both engineers are experienced machine tool practitioners from the Philippines.

Jonathan Castro, Service Engineer: Jonathan is an Electro-Mechanical engineer who has experience in the installation and troubleshooting of Doosan CNC machines.



Jhon Rey Dequillo, Service Engineer: Jhon Rey, also an Electro-Mechanical engineer, is an experienced engineer with particular skills in respect of Fanuc controls.



Further to this announcement regarding Saudi, we would like to inform customers of our plan to expand our UAE base further in 2016. Passtech is in the process of making additional service engineers hires and expects to complete a reorganization to provide dedicated coverage of Oman by April 2016.

Commenting on the prospect of enhancing our support to customers based in Oman, Milo Mocon, Head of Customer Service and Sales for Bahrain, Oman and Qatar at Passtech said:

"Hitherto we have always supported Oman from our UAE HQ, but without dedicated resource. That is now set to change next year with a specific responsibilities for regular customer visits, not just breakdown attendance."

Best regards to our readers,

Junevieve D. Batino
Editor, Passtech News

STOP PRESS – STATUS OF STOCK/SHORT DELIVERY MACHINES

ARRIVING IN JANUARY 2016



Doosan Puma 800XLM
Horizontal Turning Centre
Extra-large heavy duty turning centre with 5m turning capacity

ARRIVING IN JANUARY 2016



Doosan Puma 5100LMB
Horizontal Turning Centre
With live tooling and latest technology plus options

PASSTECH GROUP OF COMPANIES

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