

PASStech NEWS

The quarterly newsletter of the Passtech Group of Companies

Changes for Better ...

From January, Passtech has adjusted its commercial policies to simplify processes and improve the value equation for our customers. In particular, we have:

- (i) implemented upfront fixed handling and shipping charges, so that invoices always match POs and POs do not need to be revised post-delivery by customers – this has been a major bug-bear for customers and Passtech over the years and everyone will rejoice at its passing; and
- (ii) adjusted our pricing strategy on tooling, spares and supplies. All customers will benefit to some extent, but the material benefits are targeted to those customers who have bought large ticket capital equipment in the last 24 months, or who have signed up annual maintenance contracts (AMCs) or who purchase a material amount of tooling, with a majority from us.

Commenting, Alex Phillips, Deputy CEO stated:

“In the past, our pricing strategy has focused on the cost of the item alone, without reference to the customer. Although no customers will be disadvantaged by these changes, the principal beneficiaries of the changes will be regular Passtech machine tool and tooling buyers, and those with AMCs.”

Trade Show-stopper

Customers visiting our stands (1506/10) at Steel Fab next week will find a large Passtech presence in more ways than one.

Alongside displays from many of our brand partners, we will display the Doosan DBC 130L II. The latest generation of horizontal boring machine (HBM) from Doosan.

Commenting on the display of the HBM, Spencer Roe, Chief Engineer at Passtech said: “It is phenomenal to have this machine on show at Steel Fab. A real statement of the commitment that Passtech and Doosan have to each other and to serving the GCC market.”

Senior Doosan representatives will join the Passtech team on our stands in Hall 3 on 27th to 29th January next week. We welcome all our customers to visit us, Doosan and our other brand partners at the Sharjah Expo centre. Come on down!



Partnership with ITS

Passtech is delighted to have announced an agreement to act as the exclusive agent for Innovative Tooling Solutions (ITS) in the GCC region.



ITS is a world leading manufacturer of interactive tooling systems including highly efficient controlled boring bars and contouring heads which are at the cutting edge of technological innovation. The tools are used to carry out a wide variety of complex precision machining operations from a single tooling set-up.

Alex Seath, ITS's GM, will be on our stand at Steel Fab, please come and meet him to discuss whether your productivity can benefit from their technology.

The CEO Letter...

Dear Reader,

Following substantial progress in reshaping and investing in elements of our business in the second half of last year, Passtech's core strengths of quality brands, technical know-how and customer support have been reinvigorated. There is plenty more to do, of course, but we are now in a position to grow positively rather than fight fires.

At the same, many of our customers - and their customers - operate in the oil & gas food chain and, while the long-term view remains consistently positive, the vagaries of spot markets, short-term demand and shareholder angst will surely weigh on decision-making.

What is certain is that more than ever customers will be rightly focused on maximising the productivity of plant and equipment to bolster financial performance.

Assisting customers to achieve increases in productivity has always been a core theme at Passtech, and we intend to continue to focus heavily on this as we engage with customers, old and new, in the early months of 2015.

In addition, we have announced process simplifications to assist customers, and pricing strategy changes that favour our regular customers. Both are intended to deliver benefits to customers in a trickier market environment.

Finally, thank you again for your past business. We look forward to continuing to serve you and expect to work hard to earn your future business.

With best regards,

Robert Pass
Chief Executive Officer, Passtech Group

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

Spencer Roe, Chief Engineer: we are pleased to welcome Spencer back to Passtech. Spencer returns to a newly-established and important position in the group.



As Chief Engineer, Spencer has a broadened role: consulting with customers on specific projects as well as long-term needs; shaping our portfolio to meet our customers' ever-evolving requirements; and, supporting the sales and service effort strategically. The role very much reflects the "one team" ethos now in place at Passtech, where departmental silo thinking is no longer tolerated.

Rizwan Sabir, Head of Consumables: Rizwan is another prodigal son who has returned.



Rizwan resumes his responsibility for the consumables business as a whole, but with added specific regional responsibility for consumables in Bahrain, Oman and Qatar.

Rizwan will drive the continuing growth of our tooling and other consumables brands along with his team (Anand Menon - Kuwait, UAE; Syed Zahid - KSA).

Finally, as we continue to strengthen our service platform, we announce the arrival of three further service engineers:

Valente (Val) Letigio, Senior Service Engineer: Val joined us in January. An experienced engineer, many customers will remember him from his previous time at Passtech;

Marionito (Mario) dela Serna, Service Engineer: Mario has been working with us since before Christmas and has already lived up to our high hopes; and,

Joey Opsima, Service Engineer: Joey will be joining our Saudi resident team next month, having just received his resident visa approval for the Kingdom.

Best regards to our readers,

Junevieve D Batino
Editor, Passtech News

STOP PRESS – STATUS OF STOCK/SHORT DELIVERY MACHINES

AVAILABLE IN UAE
(UNDER DISCUSSION FOR SALE)



Doosan PumaGT2100
Classic Turning Centre

AVAILABLE IN UAE
(UNDER DISCUSSION FOR SALE)



HARTFORD HMC 1270
Mid-size Vertical Machining
Centre / Milling

ARRIVING IN UAE
IN MAR/APR 2015



Doosan Puma 800LM
Large-size Turning Centre w/
Extra Length & Milling Turret

AVAILABLE IN UAE
(UNDER DISCUSSION FOR SALE)



Aberlink Axiom Too 600CNC
Precision Quality Assurance
System

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