

PASStech NEWS

The monthly newsletter of the Passtech Group of Companies

Jim Simkiss : 1943 – 2014

Jim Simkiss joined together with Robert Pass in the early days of Passtech and was one of its two founding fathers.

Jim's untimely passing has been felt deeply by the broader Passtech family: his colleagues, our customers and our suppliers.

Jim was the flag-bearer for Passtech's founding vision: to work with customers to provide effective solutions to their engineering challenges, in partnership with leading global manufacturers of machine tools and consumables.

We are determined to build on this legacy: thank you, Jim, and may you rest in peace.

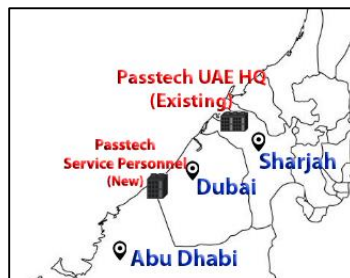


UAE Service Deployment

Passtech is adding service engineers and relocating a team of engineers into quarters in Jebel Ali.

This deployment will materially increase our speed of response and general availability to customers in the south of the UAE, eg. Abu Dhabi, DIP and Jebel Ali, etc.

The initial redeployment of two engineers has just been completed as we go to press, and with infrastructure in place, we are adding one to two new service engineers in that location in the next two months. Customers requiring service should continue to call main number (top right of this page), and we will do the rest.



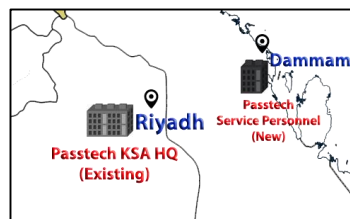
Expansion in the KSA

Growth in end markets in Saudi continues, and we have cleared the administrative hurdles to increasing our resident manpower.

Including admin, sales, training and service, we will double to six in the short term, with an increase to seven currently in planning.

In particular, we want to underline that we have a service engineer resident in Dammam, whereas historically all resident resources were in Riyadh. It is in Dammam that we are considering one further addition.

We will continue to coordinate and manage our Saudi resource from our UAE HQ. As per the article above, Saudi customers should continue to contact us on the main number (top right).



The CEO Letter...

Dear Reader,

Passtech has been through an incredibly busy period. The sad passing of my friend, Jim, who was my partner for many years, following on from a period of management change, made the start of the year particularly challenging. We are not complacent, and are well aware this also affected some of you.

In the last few months we have made considerable progress. Passtech has many excellent, highly experienced, long-serving employees who remain the bedrock of the business. However, we also have made important additions to the team:

Alex Phillips, Deputy CEO and my son-in-law, is assisting me with running the business, shaping its strategic direction and driving improvements;

Prabhat Kutty, Head of Customer Relations & Sales, has unrivalled experience in marrying customers with optimal engineering solutions and his mantra is service, service, service;

Sai Krishna Nimmagadda, Head of Applications & Training, will work with Relish Kumar and the rest of us to ensure you get the best from your equipment.

As well as investing in people, we are responding to the desire from many customers to alter the infrastructure of our delivery of service.

The Jebel Ali base in the UAE, the growth in resident personnel in the Saudi Arabia, and, the hiring of additional service engineers, to give us more service bandwidth to support Bahrain, Kuwait, Oman, Qatar and elsewhere - we have recently deployed resources in Iraq upon request - is our most important initiative.

We appreciate the ongoing support of our customers. We know that downtime is your public enemy number one. And we have tailored our most recent corporate actions accordingly.

In terms of our sales portfolio, we continue to be sole distributors for Doosan in the GCC, as well as representing a number of other select machine tool OEMs (we will review the full range in October).

Furthermore, in this first Passtech News, we are pleased to announce the addition of three compelling tooling offerings to our portfolio (please see overleaf).

The opportunity to upgrade our offering in terms of breadth of technical competency, value for money and reliability of supply will directly benefit our customers.

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

Upgrading The Toolkit

When the opportunity fell to us to review our tooling offering to customers, we asked ourselves a simple question. What would we want if we were customers, what would be a change for the better?

Having worked principally with one partner in tooling for many years, we wanted to improve our offering and increase customer choice. We also wanted to match or improve on the quality we and our customers were used to from our previous supplier, and take the opportunity to expand our addressable market.

In particular, we have sought more competitive and complex products in the milling arena, both premium and value alternatives in the turning arena, and increasing specialisation in the drilling arena.

We have worked hard over the last few months to partner with some of the leading tooling providers in business today to achieve these goals. Passtech is therefore pleased to announce the following GCC distribution relationships:

Ingersoll (www.ingersoll-imc.com) is based in Haiger, Germany, and part of Warren Buffett's US based IMC Group.

Ingersoll competes on quality, technical competence and operating performance with premium brands in turning (such as Kennametal), premium brands in milling (such as Sandvik), as well as in specialist niches (such as in deep hole drilling).

R. Stock (www.stock.de) is based in Berlin, Germany and is a family owned company with 125 year old history.

Stock is the one of the global leaders in solid carbide tooling, and expands our drilling range to address new varieties of operation and finer specifications. Stock is the ideal complement to Ingersoll in turning and milling.

ZCC (www.zccct.com) is part of China Minmetals Group and operates as ZCC Cutting Tools around the world.

ZCC is a leading manufacturer of turning tooling and is backward integrated into the metallurgical base industries of China. Accordingly, ZCC offers a high quality competitive essential tooling range at a value few can match.

These three new partners offer very distinct, yet complementary ranges of tooling that will allow us to extend the service we can provide our customers.

Please contact **Mr Syed Zahid** (syed.zahid@passtech.co.uk) or **Mr Anand Menon** (anand.menon@passtech.co.uk), our lead consumables representatives should you require further info.



People & Passions

Profiling our employees and community

Alex Phillips, Deputy CEO: Alex's title sounds a little "lame-duck" until you realise he is Robert's son-in-law.

With Jim's passing, the Passtech family needed a boost, and Alex has joined the business to work with Robert to reinforce Jim's legacy and assist in building an even better Passtech going forward.

Alex has over 20 years of experience working with companies in aerospace, consumer, engineering, petrochemical and transportation industries as a financial adviser. Alex was a Managing Director at Credit Suisse, an Executive Director at Morgan Stanley and retains non-executive role at Smith Square Partners in London.



Pradip Samudra, Senior Service Engineer,

Dammam: Pradip is the latest addition to the Passtech service team, currently on assignment with one of our key customers, he is resident in Dammam.

Pradip has 15 years of experience working with the largest Doosan dealer and distributor in India. Pradip is part of our long-term investment in a resident resource base in the Kingdom of Saudi Arabia and brings a wealth of knowledge and training experience across the Doosan machine tool range to a critical customer market for Passtech.

Pradip is an engineering graduate from Maharashtra, India and a highly qualified addition to the family. Welcome Pradip!



Best regards to our readers,

Junevieve D Batino
Editor, Passtech News

STOP PRESS – STATUS OF STOCK/SHORT DELIVERY MACHINES

SOLD! REPLENISHMENT UNDER PROCESS



Doosan PumaGT2100M
Classic Turning Centre w/
Milling Turret

AVAILABLE IN UAE IN SEPTEMBER



Doosan Puma 400LMC
Mid-size Turning Centre w/
Extra Turning Length &
Milling Turret

AVAILABLE IN KOREA IN OCT (UNDER DISCUSSION FOR SALE)



Doosan Puma 800L
Large-size Turning Centre w/
Extra Turning Length

AVAILABLE IN UAE (UNDER DISCUSSION FOR SALE)



Aberlink Axiom Too 600CNC
Precision Quality Assurance
System

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