

## Bosch Rexroth

EXPRESSES FUTURE OPTIMISM  
WITH 2007 RESULTS



The unsure economic situation was far from avoided by Bosch Rexroth President and CEO, Berend Bracht, in his news and strategy update for the company, which he delivered via webcast in April. Despite the U.S. economic factor, Bracht expressed a positive outlook for 2008 based on the company's 2007 year-end results. The sales and expansion numbers for the company demonstrated healthy gains, and Bosch Rexroth is responding with expanded business and production initiatives.

Total sales have grown by 50 percent since 2002, without contributions from major acquisitions. Asia served as a key to growth in 2007, increasing sales by 13 percent, which is twice the region's business volume since 2002. China was the largest contributor to sales in Asia, experiencing an approximate 30 percent increase. Sales also increased in other regions such as Western, Central and Eastern Europe.

Bosch Rexroth sales declined by 5.5 percent in North America, mostly due to the state of the dollar and weakness

in the Canadian manufacturing sector. "The good news came from South America, where we achieved a phenomenal 18.5-percent increase in sales, making it one of the company's fastest growing regions," Bracht says.

While acknowledging the lack of U.S. economic improvement and the expectation that the situation will remain negative, Bracht expressed confidence that Bosch Rexroth would benefit by growth-oriented industries like renewable energy, semiconductor and medical areas. Renewable energy in particular has only begun to expand, but the Global Wind Energy Council projects a 20 percent growth Bracht expects to materialize. Bosch Rexroth has increased sales in machine tool, woodworking, packaging and heavy industries. Mobile hydraulics is another area that expanded in 2007.

The Bosch Rexroth global workforce may have seen the most significant area of growth, increasing by 3,150 employees with new jobs in Germany, the Americas, Central and Eastern Europe and Asia. This is a 10 percent growth, with the company now employing almost 33,000 people worldwide.

In recognition of the global demand for young and upcoming engineers and technical workers, Bosch Rexroth has been involved with various educational institutions including Texas A&M, Illinois State University, Tri-County Technical College in South Carolina and Lake Superior State University in Michigan. "Young people are very much aware of these activities. Through survey results—as in previous years—Bosch Rexroth has again been placed high on the list of the most attractive employers," Bracht says.

Investments were made in 2007 that went towards new buildings, plants and machinery representing \$517 million. The majority of this 7-percent sales reinvestment went towards global networks and promising up-and-coming markets. Bracht mentioned a new \$247 million plant in Germany that will be developed over the next few years, which will manufacture large gear systems for wind farms. American investments in 2007 included the "addition of a 50,000-square-foot logistics center at our industrial hydraulics manufacturing plant in Bethlehem, Pennsylvania," Bracht says. "Another 25,000 square feet is planned for 2008, to add production capacity for mobile controls."

Research and Development is another area Bosch Rexroth invested significantly in last year. The \$343 million spent in R&D helped result in several energy-conservation developments in standard production with projects that limit fuel consumption in mobile machinery, increase factory automation efficiency and plant upgrades for renewable energy generation. In a news and strategy update broadcasted by webcast, Bracht drew special notice to future prospects for solar energy. "Rexroth is deeply involved in this emerging technology, from grains of sand to the manufacture of solar

panels, to the positioning of finished assemblies," he says.

Many of the business initiatives Bosch Rexroth employed in 2007 will be pursued next year as well. The company expects to increase investments in worldwide production, adding production capacities and expanding its position in the global hydraulics industry. While heeding the potentially negative effect a weak U.S. economy will have on worldwide growth, Bracht predicts a sales increase in the double-digit percentage for 2008. "We are optimistic about our growth in North America because of our major new initiatives in alternative energy and factory automation."

## Two Timken Manufacturing Facilities

OPEN IN INDIA, CHINA

With the addition of two new plants in Asia, the Timken Company now manages seven manufacturing facilities spanning six Asian countries. An industrial bearing manufacturing plant in Chennai, India and an aerospace and precision products facility in Chengdu, China increase Timken's presence in aerospace and industrial markets. The new sites will feature a surge in production for the upcoming quarters. Both enterprises began plans and construction in the fall of 2006, according to the company's website.

The Chennai industrial bearing plant will manufacture medium-sized tapered roller bearings for industrial consumers. Timken's other Indian locations include a bearing manufacturing plant in Jamshedpur and a Global Technology Center in Bangalore, which designs, develops and tests new friction management and power transmission technologies.

China's growing commercial aviation industry and international customers are targeted by Timken's expansion in Chengdu. Timken first appeared in China and India in 1992, with plants in Wuxi and Yantai. A joint-venture facility in Xiangtan is in the works for ultra-large-bore bearing manufacture directed towards the wind energy industry. Ground has yet to be broken at this location.

"The opening of our plants in Chennai and Chengdu is not only important to our ability to serve customers in Asia, it represents a major step forward in our strategy of driving growth in global industrial markets," says James W. Griffith, Timken president and chief executive officer. "We will continue to make investments, both organic and inorganic, to take advantage of strong global demand in our targeted industrial growth markets."

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## Fenner

GAINS  
WINFIELD INDUSTRIES



Fenner Precision acquired Winfield Industries, Inc. on March 3, 2008. Winfield Industries will help expand Fenner's technology base, production capabilities, product lines and the industries both companies serve, according to a Fenner Precision press release.

Winfield Industries has been in business for 40 years at a Buffalo, New York facility, where it will continue under the Fenner Precision name to manufacture polyurethane and silicone rollers for digital imaging, medical and diagnostic imaging applications. Fenner Precision should bolster its ongoing research and development of high-performance polymer based rollers, supplementing this R&D with the manufacture of polyurethane mini-pitch timing belts, rubber flat belts and polyurethane and silicone tires for office automation and propulsion applications. With the acquisition, Fenner intends to focus on more inclusive product lines.

"Bringing together the Winfield and Fenner Precision businesses and products will enable us to offer a comprehensive, problem solving range of products to the paper propulsion industry and to our customers in the U.S., Asia and Europe," says Mike Thompson, Fenner Precision president.

Jeffrey Oak, president of Winfield, says, "The combination of Winfield's custom molded and Fenner Precision's polymer-reinforced fabric technology will enable us to offer a broader range of solutions to our customers through a jointly formed global sales and marketing organization."

## Ruland Representative Office

OPENS IN SHANGHAI

As part of Ruland Manufacturing Company, Inc.'s attempts to serve its global customers, the shaft collar and coupling manufacturer opened a representative office in Shanghai, China to handle sales and marketing activities in China and Southeast Asia, including Singapore and Malaysia. The immediate focus of the new Shanghai office is on supplying existing customers that have moved their production to Asia, establishing the Ruland brand in the Asian markets domestically and providing sales and marketing services to other manufacturers as well. The Ruland office is managed by Zhao Xian (Jennifer) Ye, a Shanghai native with a background in import, export and domestic sales of industrial products, according to the company's press release.



## Tecumseh Headquarters

### RELOCATE IN PURSUIT OF GLOBAL AMBITIONS

Tecumseh Products Company is moving its corporate, sales and engineering functions from the location in Tecumseh, Michigan where the global headquarters have existed for over 75 years to the Valley Ranch Business Park in Pittsfield Township, Michigan, near Ann Arbor. The majority of the relocation is scheduled to be completed by July 2008 and the rest completed by the end of the year.

The new location was chosen primarily for its immediacy to a major hub airport, so visiting customers, suppliers and employees will benefit. An estimated 200 people will be impacted, but the cost is not expected to be significant.

“Much of the logic for remaining in Tecumseh has been predicated on the emphasis in local manufacturing and on regional markets,” comments Ed Buker, chairman, president and CEO of Tecumseh. “With the previously announced mid-year closure of its manufacturing operation and with the current focus on global sales, engineering and corporate activities, the Tecumseh location becomes less compelling for us in the future.”

## IMI Sensors

### WELCOMES INTERNATIONAL BUSINESS DEVELOPMENT MANAGER

IMI Sensors, a division of PCB Piezotronics, has appointed Doug Eberhart as international business development manager to oversee the growth and development of new and existing sales channels.

Eberhart brings 25 years of experience in the industrial vibration monitoring market to IMI Sensors. His background



Doug Eberhart

Continued



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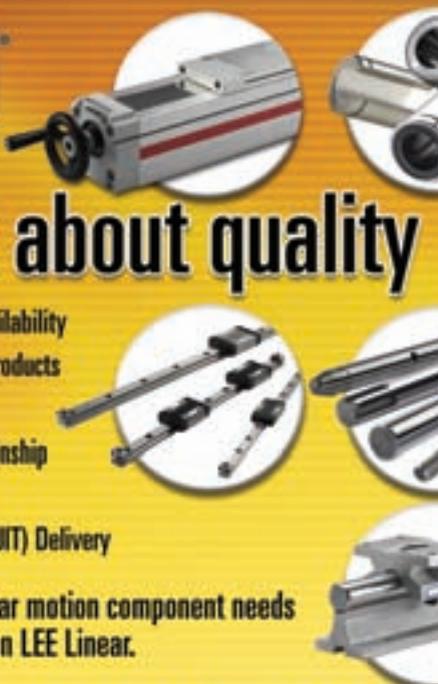
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also includes a global sales and business development in industrial machinery condition monitoring, working for sensor and instrumentation manufacturers and establishing large multi-million dollar OEM and factory-direct accounts. Before joining PCB, he served several leadership roles at Accutech Instrumentation Solutions, FCx Performance and IRD Mechanalysis. Eberhart spent much of his career creating, training and maintaining a results-oriented international sales and service network for various instrumentation companies, supporting over 40 independent representative companies, according to the company's press release.

## Kaydon

### EXPERIENCES SEVERAL KEY MANAGEMENT CHANGES

Kaydon Corporation of Ann Arbor, Michigan made several new management appointments including Debra K. Crane as vice president, general counsel and secretary, Anthony T. Behrman as vice president of human resources, and Dale E. Ulman's promotion to vice president of taxes.

Crane previously served as senior counsel for Parker-Hannifin Corporation. She held several positions in private practice and also served as vice president of general counsel and secretary of Scott Technologies, Inc. She has a J.D. degree from Cleveland-Marshall College of Law and a B.A. from Hiram College.

Behrman was formerly vice president of human resources with BorgWarner Inc.'s TorqTransfer Systems Division among other human resources positions at BorgWarner, Thomson Consumer Electronics and GTE Data Services. He earned an M.A. in labor relations from the University of Cincinnati and a B.A. from Indiana University.

Ulman has worked for Kaydon as the director of taxes since 2002. Preceding his position at Kaydon, Ulman was a senior tax analyst at Federal-Mogul Corporation after working for Grant Thornton LLP. He holds an M.S. in taxation from Walsh College and a B.S. from Wayne State University.

Regarding the new appointments, James O'Leary, chairman, CEO and president of Kaydon says, "The additions of Deb Crane and Tony Behrman to Kaydon's executive team provide expertise critical to Kaydon's continued growth. In addition, the promotion of Dale Ulman recognizes his contribution to Kaydon, as well as the internal strength of our management team."



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