

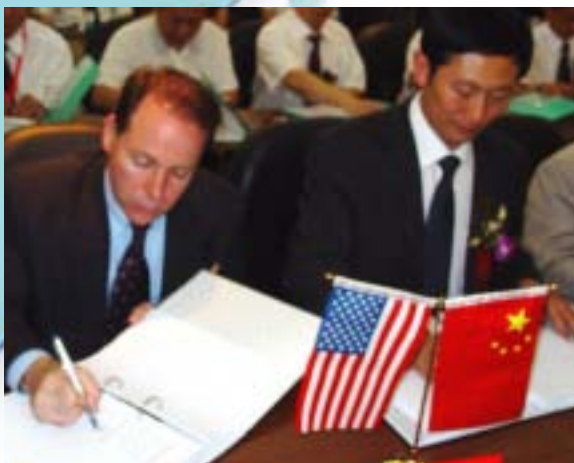
# GLOBAL SOLUTIONS

GLEASON CORPORATION • KEEPING THE WORLD IN MOTION™



## Gleason Manufactures Tools In China

Introducing Gleason Yi Gong (Harbin) Cutting Tools Co., Ltd., Gleason's new joint venture with Harbin No. 1 Tool Corporation, China's leading supplier of gear cutting tools for the China market.



*Gleason President and CEO John J. Perrotti and Mr. Cui Guomin, Harbin No. 1 Tool Corporation Chairman, at a special contract signing ceremony on June 16, 2005.*

joint venture was announced. This is the kind of exceptional performance that customers will come to expect from this new company — a joint venture that teams China's biggest supplier of gear cutting tools (Harbin No. 1) with the world's leading producer (Gleason). The rationale for the joint venture between these two companies is readily apparent, says Gleason President and Chief Executive Officer John J. Perrotti.

**B**y the time Gleason Yi Gong (Harbin) Cutting Tools' new 130,000 sq. ft. facility is producing precision cutting tools in October of this year for the fast-growing China market, only three months will have elapsed since the

"China has emerged as by far the leading consumer of machine tool products, including gear-making machines, and they need the cutting tools and services that support those machines," says Mr. Perrotti. "We are excited about bringing precision gear cutting tools to the Chinese market, and we are honored to have Harbin No. 1 as our joint venture partner."

**Perfect timing.** Company officials expect the startup to be smooth and especially timely, given the growing appetite of China's automotive, construction equipment, truck and aerospace markets for high quality, more productive cutting tools. Gleason's Paul Spencer, who is on site and overseeing the startup and implementation of the new operation in the city of Harbin, in northeastern China's Heilongjiang Province, sees it as the ideal combination of Gleason expertise with Harbin No. 1's long history of success in China.

"For over 55 years, Harbin No. 1 has built relationships and grown to be China's largest manufacturer of gear cutters," says Mr. Spencer. "Combine this with Gleason's ability to bring new designs, manufacturing technologies, Lean production techniques and a continuous improvement philosophies to the venture and you have the beginnings of a success story."

*"We are excited about bringing precision gear cutting tools to the Chinese market."*

The new venture, 70% owned by Gleason, will be equipped with the latest CNC equipment, furnished by Gleason, to initially produce a full range of gear cutting tools with the latest designs, HSS and carbide materials, and advanced coatings, including:

- Hobs
- Shaving cutters
- Shaper cutters
- Bevel gear cutting tools

In addition, the full range of customer support services will be available, of the type found at Gleason manufacturing facilities and Technical Support Centers around the world. These include:

- Process and application engineering support
- Tool management
- Gear tool sharpening/re-sharpening and coating
- Comprehensive training resources

"Our China customers now will have a source for the latest gear cutting tools, produced locally and with the latest systems to both reduce leadtimes and increase customer support in every transaction," says Mr. Spencer. "It's the best of both worlds."

**Facility:** 130,000 sq. ft.  
(12,000 sq. M)

**Location:** The city of Harbin, Heilongjiang Province, northeastern China.

**Employees:** 390 people

**Equipment:** Approximately 500 pieces of machinery, including the latest, state-of-the-art CNC machines provided by Gleason.

**Launch:** Production startup scheduled for October, 2005.



# Gleason

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