

# H-D Advanced Manufacturing

## ACQUIRES OVERTON CHICAGO GEAR

Hicks Equity Partners and The Riverside Company recently announced that they have partnered with Christopher DiSantis to establish H-D Advanced Manufacturing Company (H-D), a holding company that will specialize in a wide variety of heavy-duty, precision-engineered industrial components. Simultaneously, they announced that H-D has acquired Overton Chicago Gear Corporation (Overton), a manufacturer and distributor of large, custom, mission-critical gears and gearboxes.

DiSantis, age 41, is an accomplished manufacturing executive who previously served as CEO and president of Latrobe Specialty Metals, a former portfolio company of Hicks. Prior to Latrobe, DiSantis served as president and COO of Hawk Corporation, a former portfolio company of Weinberg Capital Group, which is also an investor in H-D. The formation of H-D again pairs DiSantis and Dale Mikus, the former CFO of Latrobe, who will serve as CFO of H-D.

Thomas O. Hicks, chairman and CEO of Hicks Equity Partners, said, "The formation of H-D Advanced Manufacturing, with Overton as its foundation, provides an excellent opportunity to create value in the high-precision manufacturing sector. We are very pleased to partner with Riverside in building H-D behind the leadership of Chris DiSantis and Dale Mikus, with whom we have worked successfully in the past, and the management team of Overton. Under this leadership team, we believe H-D is very well positioned to be at the forefront of what we see as a resurgence of U.S. manufacturing."

"Riverside specializes in acquiring middle market companies and providing them with resources that enable them to thrive," said Riverside Partner Tim Gosline. "H-D's acquisition strategy fits squarely with that of Riverside, and we look forward to working with H-D and Overton's management to make this investment a success."

"H-D Advanced Manufacturing is going to build a first class manufacturing company that serves as a strategic supplier to the world's leading industrial companies, both big and small," said DiSantis. "I can't think of a better company than Overton Chicago Gear to serve as H-D's first acquisition. I look forward to selectively adding other manufacturers of high-quality industrial components to the H-D team and to executing our business strategy."

With a history dating to 1888, Overton manufactures large, high-precision gears that are designed to meet a wide range of requirements for the most challenging applications in the oil and gas, minerals and mining, rail, renewable energy, power generation and infrastructure industries. Customers in these industries require high-precision gears and gearboxes that are durable and reliable enough to withstand harsh operating environments. Overton designs and manufactures custom gears in a wide variety of profiles, including herringbone, bevel, helical, spur and double enveloping worm gears, as well as gearboxes.

The company employs more than 200 people at three manufacturing facilities in the Chicago area.

Overton will continue to be led by CEO Louis Ertel. "This transaction is an excellent outcome for our employee stock owners, and I would like to personally thank them for their hard work and dedication to make this transaction possible," Ertel said. "As part of H-D Advanced Manufacturing, Overton will be better positioned to build on the strong growth and success it has achieved over the last ten years through added financial strength and management expertise."

As previously announced, Mikus will serve as the CFO of H-D. Mikus has more than 30 years of financial management experience, including over a decade with PWC, and has held senior financial positions for several large corporations. In addition, Ron Weinberg, chairman of Weinberg Capital Group, will serve as a director of H-D Advanced Manufacturing.

Hicks and Riverside are actively seeking additional acquisition opportunities for H-D Advanced Manufacturing in the gearing industry and within other heavy duty, high-precision manufacturing sectors. PNC Business Credit and Babson Capital provided financing for the acquisition of Overton. KPMG, Akin Gump Strauss Hauer & Feld and Jones Day advised Hicks and Riverside on the investment.

## Mitutoyo Corporation

### BREAKS GROUND ON NEW CORPORATE HEADQUARTERS



Mitutoyo America Corporation recently announced the groundbreaking for a new corporate headquarters building located at 945 Corporate Boulevard in Aurora, Illinois. The 159,300 square-foot, multi-million-dollar facility will include a state-of-the-art M3 Solution Center offering the ability to provide interactive product demonstrations; an A2LA Accredited Calibration Lab, supported by fully staffed field service and repair departments; abundant warehouse space necessary for timely distribution of product, parts and accessories; an educational facility (Mitutoyo Institute of Metrology), for all training and instructive metrology resources; and free flowing office areas to encourage inter-departmental collaboration and communication.

"Our goal is to provide high-tech, best-in-class metrology services and solutions to our customers and their subsidiaries. The new facility will accommodate all the departments at Mitutoyo so everyone functions cohesively as one all-encompassing team to meet the needs of our customers," states Shigeyuki Sasaki, president, Mitutoyo America Corporation.

To assist with the funding for the new construction, Mitutoyo turned to the City of Aurora and a newly approved Tax Increment Financing (TIF) district. This district was developed to stimulate economic development, enhance community vitality through creative growth solutions and provide incentives to corporations to attract private development. Without the support from the City of Aurora and funding through this TIF district, the new headquarters building would not have been pragmatic for Mitutoyo. The new facility is expected to open in the fall of 2013, which coincides with the celebration of Mitutoyo America Corporation's 50th Anniversary.

## Sandvik Coromant

**BREAKS GROUND ON FACILITY IN NEW JERSEY**



Sandvik, and its tooling division, Sandvik Coromant, broke ground Friday, Dec. 3, 2012, on a location neighboring its current U.S. headquarters in Fair Lawn, New Jersey. The new facility will serve as Sandvik's U.S. head office and a hub for Sandvik Coromant's Market Area Americas, a strategic geographical alignment dedicated to increasing synergies between the USA, Canada, Mexico, Argentina, Brazil, Chile and Latin America.

"We're proud to reaffirm our roots in New Jersey," said Johan Israelsson, president, Sandvik Coromant, Market Area Americas. "Superstorm Sandy dealt a blow to many in this state, but we're not going anywhere. Our new facility will keep Sandvik Coromant headquartered in the same community we've been in for 57 years."

The groundbreaking kicked off the construction of the 108,000 square-foot, state-of-the-art facility that will be designed to meet Leadership in Energy and Environment Design (LEED) standards. The contemporary 'green' design, energy efficient facility will provide general office space, a Productivity Center and an Aerospace Application Center (AAC).

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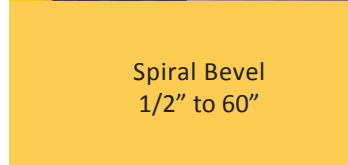


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Serving customers throughout the metalworking field within all major industries, the new Sandvik Coromant Productivity Center will have the capacity to help manufacturers maximize their metal cutting operations by offering a balance of theory-based training courses, technical seminars and hands-on machining demonstrations. In addition, the Productivity Center will be staffed with training specialists and machining experts that will educate customers in methods for improving efficiency and productivity in metal cutting.

Sandvik Coromant will also continue its commitment to aerospace with the new AAC at the facility. This state-of-the-art center will focus on projects for machining composite materials or in high temperature and titanium alloys for aero frame structural parts and engine components. The aim is to concentrate specifically on customers who are interested in readdressing their current processes.

A dedicated team of industry specialists will support the customer projects and training at the AAC, which will be fully equipped with the latest machines to develop the most productive processes for aerospace customers.

Both the Productivity Center and Aerospace Application Center will focus on helping American manufacturers maximize their productivity and profitability through understanding and application of the latest technologies in cutting tools, machine tools and machining processes.

## Star Cutter Company

RECEIVES ISO REGISTRATION



Star SU recently announced that Star Cutter has received a Certificate of Registration for ISO-9001:2008. Star Cutter was registered to the ISO-9001:1994 in January of 1998 and remained registered to the updated ISO-9001 Standards through May, 2009. The company has now received its registration and re-certification after assessment of the company's quality management system and found it to be compliant with ISO-9001:2008 by third party registrar, NSF-ISR based in Ann Arbor, Michigan. The scope of registration is for the manufacture of precision gear cutting tools, round tools, deep-hole drills and solid carbide tools; special tungsten

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## Carl Zeiss

### APPOINTS INDUSTRIAL METROLOGY GROUP PRESIDENT

Carl Zeiss announces the appointment of **Michael Kirchner** as the new president for the Industrial Metrology group in North America effective January 1, 2013. Kirchner succeeds Greg Lee, who retired after more than 30 years of leadership. Prior to this role, Kirchner had successfully established a manufacturing operation for Carl Zeiss Shanghai Co. Ltd. where he was general manager for over eight years. In 2012, he also helped implement manufacturing in India, lending his supply chain and process expertise.



Kirchner began his career with Carl Zeiss Industrial Metrology as an intern in New York, where he first met his predecessor, Greg Lee. Working his way through the company, Kirchner has held various management positions with increasing responsibility. These positions included product manager, regional sales manager, area sales manager, customer care manager and vice president of service in North America prior to his last role as general manager for manufacturing in China.

"I am pleased and grateful that Michael Kirchner is succeeding me and leading IMT into the future. I have known and worked alongside Michael for many of the last 26 years and I couldn't think of a more qualified and deserving leader to take my place," Lee said. For more information, visit [www.zeiss.com/metrology](http://www.zeiss.com/metrology).

## AFC-Holcroft

### NAMES DISLER PRESIDENT AND CEO

AFC-Holcroft recently named **William Disler** as president and CEO, effective December, 2012. In his new position as president and CEO of AFC-Holcroft, Disler will report to Gary Dawson, former president and CEO of AFC-Holcroft, who retains his role as president of the Atmosphere Group, which provides management services to AFC-Holcroft and other affil-



iated companies. Disler was previously executive vice president of sales and engineering at AFC-Holcroft, having joined the company in 2005. He has been involved in the heat treatment equipment industry since 1987, starting his tenure as an electrical engineer with the Holcroft Company, after graduating from Lawrence Technological University with a BSEE degree. During his 20+ year career, he has held multiple positions, including manager of advanced control systems and Far East operations manager. His experience includes extensive international involvement, including living in Asia for more than two years coordinating furnace co-builds with multiple customers and travel throughout more than 25 countries around the world while supporting sales, engineering and manufacturing activities. For more information, visit [www.afc-holcroft.com](http://www.afc-holcroft.com).

## Cleaning Technologies Group

### HIRES DAVE MELTON AS MARKETING MANAGER

Dave Melton has joined Cleaning Technologies Group, LLC as the marketing manager. Melton will provide marketing support for Cleaning Technologies Group by developing and executing marketing activities to build global awareness for the Ransohoff, Blackstone-NEY Ultrasonics, and CTG Asia product lines. "We are confident that with his extensive global machine tool marketing experience Dave will be an asset to our organization and will play a key role in our push to gain global market share," says Chris Whittaker, vice president of sales and marketing CTG, LLC. Melton brings more than 25 years of marketing experience in the machine tool industry serving as marketing manager for companies including Gleason Corporation in Rochester, New York and Makino Inc. in Mason, Ohio. Melton holds an Associate's Degree in Business from Cincinnati State and currently resides in Cincinnati, Ohio with his family. For more information, visit [www.ctgclean.com](http://www.ctgclean.com).

## Solar Atmospheres

### NAMES REGIONAL SALES MANAGER

Solar Atmospheres of Western PA has named **John (Jack) Giacobbi** as their new regional sales manager. Giacobbi will manage established accounts and develop new business in the Mid-West U.S. territory. He previously held a position with similar responsibilities as an account manager at Bodycote in Rochester, NY. "The expansion of our sales team further strengthens our ability to meet the needs of our customers," noted Robert Hill, SAWPA president. "Jack's comprehensive understanding of heat treating sales



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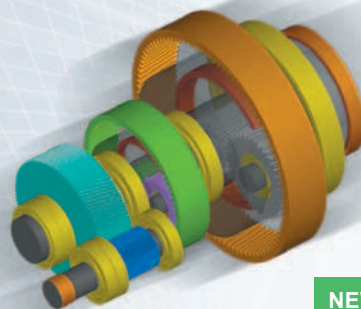


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## Dontyne Systems

### ESTABLISHES NORTH AMERICAN SUPPORT FACILITY

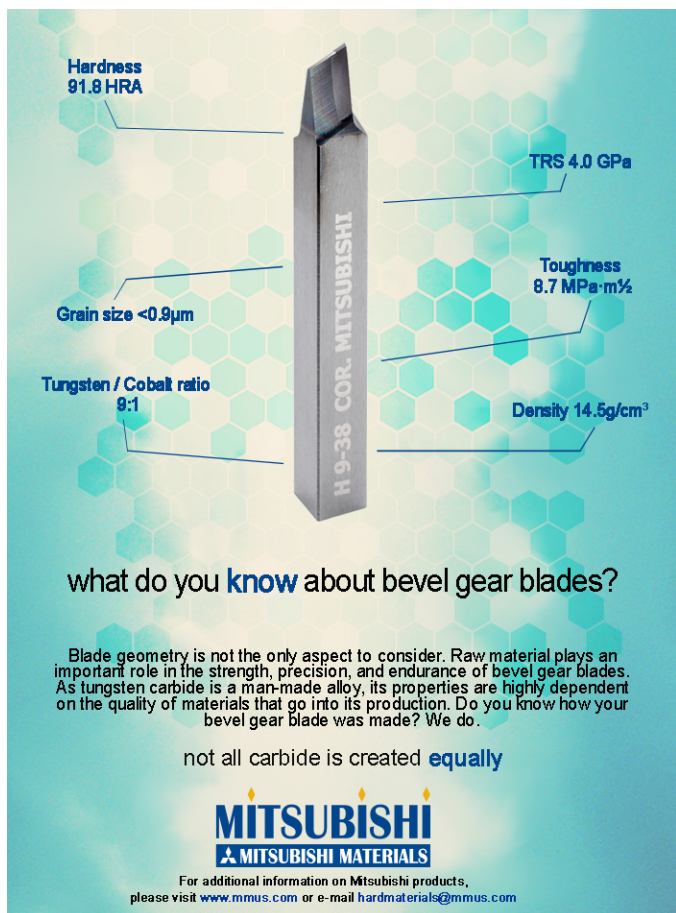
Dontyne Systems, supplier of gear design software and systems, has recently established a North American support facility. Dr. Michael Fish, co-director of the Newcastle U.K. based developer of tools to optimize gear production, announced the opening of the Cincinnati, Ohio based facility effective December 15, 2012. The support office will be managed by Mr. Rich Easley and support the company's business throughout North America. Dr. Fish stated "Continued growth of our installed customer base, combined with increasing product interest, has made this expansion necessary. Rich has nearly 30 years' experience in engineering design, project management and customer support. His team in the U.S. will provide excellent support to Dontyne's North American growth." The Dontyne North American office may be contacted by telephone at 513-679-0313 or email at [namerica@dontynesystems.com](mailto:namerica@dontynesystems.com).

## Norton Abrasives

### ANNOUNCES BRAND STANDARDS PROGRAM

Norton Abrasives, a brand of Saint-Gobain Abrasives, has announced the introduction of a new global Norton brand standards program. The standards will unify branding efforts worldwide to facilitate a cohesive, impactful image for the Norton brand and Norton sub-brands, for quicker association to the brand assets and the best products for cutting, grinding, sanding and polishing applications. The new global identity program includes the Norton parallelogram logo that is now endorsed with the Saint-Gobain parent organization and a structure that ties the Norton brand with all of the technology-leading sub brands, including Norton Quantum, Norton Blaze and Norton Paradigm.

"With the changing face of communication, it is imperative that we ensure every touch point with our brand is consistent so as we reach people globally, the brand is uniformly identifiable," said David Long, director of marketing and strategy at Norton Abrasives. "As the industry leader, it is important to maintain

**Hardness**  
91.8 HRA

**TRS** 4.0 GPa

**Grain size** <0.9µm

**Tungsten / Cobalt ratio**  
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**Toughness**  
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this cohesive strategy so that our customers immediately associate our brand with the high level of product performance and technical expertise they are familiar with, no matter where they are located. With our new brand standards, we have a clear strategy on how we visually present ourselves in our literature, web activities, media, advertising, packaging and all other marketing collateral,” commented Long.

In the new standards, Norton Abrasives is complementing their most valuable visual asset, the Norton brand logo, with the introduction of the Norton “Mark.” The Mark is an iconic element that ties the shape of the Norton logo parallelogram with a contemporary graphic treatment to provide a quick brand reference for packaging, promotional wear and web sites/apps. “The Norton ‘Mark’ will be used as an additional symbol of our guarantee to deliver leading innovation, engineering and service to the broad spectrum of end users of our abrasive products. This program will roll out globally throughout 2013,” according to Long.

## Ipsen

### HIRES VP OF SALES

Ipsen USA is pleased to welcome **Art Tsubaki** to the Ipsen USA Team as vice president of sales. Reporting to Geoffrey Somary, Ipsen USA CEO, Tsubaki will be responsible for all Ipsen USA sales and service, while globally supporting vacuum products strategic business unit. Tsubaki held various leadership roles in multiple industries before joining Ipsen. Within these various roles, he was tasked with improving corporate and brand strategy, product development, product management and market execution. He also achieved Six Sigma certification, which will allow him to contribute to Ipsen’s existing lean manufacturing and continuous improvement efforts. Tsubaki has also held executive roles at DICKY-john Corporation, Textron (Greenlee) and Uniden America Corporation, as well as roles at large corporations, namely SPX and Motorola. He holds five U.S. patents in different industries. Tsubaki earned a Bachelor of Science degree in Business Administration and a Bachelor of Arts degree in East Asian Languages and Cultures from the University of Kansas. He also attended Northwestern University’s Kellogg School of Management where he completed an MBA in Marketing and Strategy. As a Japan Ministry of Education (Monbusho) Scholarship recipient, Tsubaki attended Osaka University of Foreign Studies in Japan. With his experience leading global teams and executing strategy, paired with his proven ability to drive results in an innovative way, his insights and initiatives will be instrumental in continuing Ipsen’s growth. For more information, visit [www.ipsenusa.com](http://www.ipsenusa.com)



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