

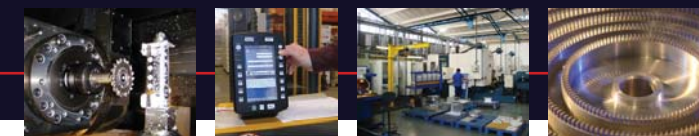
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Seiki Systems Ltd is a leading UK supplier of manufacturing execution software solutions, integrating the entire manufacturing enterprise to provide an immediate, visual and dynamic picture of the 'plan to make' production process. Established for over 16 years, the company specialises in developing manufacturing systems designed to maximise the efficiency of production equipment and plant resources. The Seiki solution comprises of a suite of modular software that can be utilised for planning, controlling and improving manufacturing throughput. Modules include ERP, real-time graphical work scheduling, advanced DNC, paperless manufacturing, machine performance monitoring, OEE calculations and performance related reporting. Creating a synchronised IT environment by linking shop floor activities to top floor production driven business processes enables the company to execute the manufacturing processes more effectively and profitably. In order to remain competitive, maintaining a knowledge driven operation that supports a proactive, flexible and controlled approach to the total manufacturing process is a key differentiator.

Complete Manufacturing Solutions



DLoG (UK) Ltd joins software division

We are delighted to inform you that DLoG (UK) Ltd officially became part of the Kenard Engineering Group on the 30th May 2008, joining Seiki Systems as part of the organisation's growing software division.

design of which has been strongly influenced by customer feedback, to deliver an enhanced solution that will satisfy the changing demands of dynamic manufacturing organisations. The addition of the DLoG industrial hardware range, that will now be offered as part of the Seiki portfolio, enables us to provide a complete turn key solution.

The acquisition of DLoG (UK) is a strategic move designed to strengthen the Group by extending existing product and service portfolios. Managing Director of Kenard Engineering Keith Ellis explains, "This is an exciting addition to the Group that will significantly advance our vision for pursuing future growth and investment opportunities. DLoG's solutions and experience compliments that of Seiki Systems, enabling us to extend our ability to deliver innovative solutions and high quality services by leveraging the core capabilities of both companies."

We would like to take this opportunity to thank all our customers for their continued loyalty and support. It is our highest priority to ensure that we continue to provide the high levels of product and service quality that you have come to expect.

DLoG (UK) Ltd will continue to operate from their headquarters in Birmingham and to supply the same range of industrial hardware solutions. Seiki Systems will continue to focus on the development of our high quality range of software for manufacturers and we are currently developing the next generation product, the

If you have any questions regarding the acquisition of DLoG (UK) by the Kenard Group please do not hesitate to contact us:

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A DLoG Mobile Industrial Terminal

Seiki ERP Energises Pen Cutting Tools



The global demand for renewable energy has created a worldwide shortage of large diameter bearings

The ongoing developments to extract energy from greener, naturally renewable sources has been accelerated due to the climate change challenge that the world faces. Such has been the uptake in this renewable source of energy that globally there is a shortage of the large diameter special bearings required to construct these highly efficient power generating systems. As a supplier to the companies that manufacture these bearings, Sheffield-based Pen Cutting Tools is aware of this situation and is constantly under pressure to deliver.

Pen Cutting Tools has the capacity to produce tooling and driving units for the manufacture of bearing products up to 600 mm diameter, which would typically cover most of the bearings currently used on wind farms. To keep pace with demands Pen Cutting Tools has expanded its own production facilities building on from traditional milling, turning and grinding the company now has high-speed milling, 5-axis wire erosion and die sinking machines. And, it's not just the capital equipment that has seen investment to improve productivity. One of the company's key purchases according to John Shaw has been its Enterprise Resource Planning (ERP) manufacturing software provided by Seiki Systems. The ERP system from Seiki Systems was purchased to replace an old manufacturing system, which they had run for around 15 years. According to John Shaw the amount of time saved in the front office by the software is incredible. "From the data I input, the software automatically develops documentation in a logical way, from quotation to order right through to delivery note and invoice. It avoids the duplication that was taking place with our old system, keeping the whole process as streamlined as possible," he states.

As the company runs mainly small batches, the quoting process can be a bottle-neck for the 25-strong company, however, the search facility within the software allows similar jobs to be found and essential information, such as margins, hours booked and so on, viewed before any new quotes are provided. Although accurately costing the wide variety of tooling required to produce tightly tolerance bearings is vital to the company's profitability, a quick turnaround is also important. The lead time from design to production of a bearing use to take four to five months, the goal now is to do it in eight to 10 weeks, including prototyping and tooling for production. This is not easy when the material specified can have a three to five week lead time. To avoid any material-specific delays consignment stocks of wear parts and consumable tooling is held at the customer or by Pen Cutting Tools. This is charged when the stock is used and has helped the company win a number of contracts - running as a Kanban system for solid carbide shoes, hot forging tools and so on. A significant amount of raw materials is also held.

John Shaw says: "I'm aware that we don't use every aspect of the ERP software but it's very flexible and the elements we do use provide more than enough benefits. For example, I can now track our turnover as invoices are issued, on an hourly basis if I want, this is something we have never been able to do. Previously it would have been an end of week updated figure. The dynamic data allows us to alter what we are doing to stay on top of the business. It also keeps historical data so that we can track peaks and troughs to help us address issues that occur throughout the year."



Pen Cutting Tools uses Seiki Systems ERP software to help it keep the business running smoothly

Pen Cutting Tools
LIMITED
www.pencuttingtools.co.uk



Managing Director John Shaw monitors his company's performance

Inside this issue:

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MITCON Awards 2008

We would like to take this opportunity to congratulate Rayburn Plastics for their significant achievement in coming second in the Plant & Improvement category at this year's MITCON Manufacturing IT awards. The company was recognised for its successful implementation of the Seiki Scheduler.

Congratulations also go to Integrated Hydraulics who were shortlisted in two categories - IT in Manufacturing/Business and the Plant and Factory Improvement - only just missing out on the final awards.

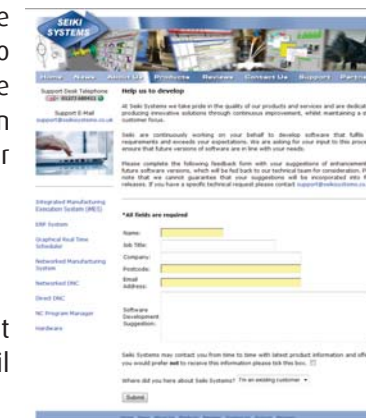
Shape the future of your IT solution

At Seiki Systems we take pride in the quality of our products and services and are dedicated to producing innovative solutions through continuous improvement, whilst maintaining a strong customer focus. Our highly experienced technical team are continuously working on your behalf to develop software that fulfils your requirements and exceeds your expectations.

Many of the enhancements that have been made to Seiki software over the years have been based on customer feedback. In order to make it even easier for you to provide us with valuable feedback, we have now introduced an online facility asking for your input into this process to ensure that future versions of software are in line with your needs. Simply fill in the short form on the website and we will pass on your comments to our technical team for consideration. Although we cannot guarantee that suggestions will be incorporated into future releases, this is an ideal opportunity for you to help shape the future of your manufacturing system. We look forward to hearing from you!

Visit: www.seikisystems.co.uk/develop/develop.html

If you have any specific technical requests relating to your current system then we would suggest that you email support@seikisystems.co.uk directly.



Video Demonstrations now online

New product demonstration videos are now available on selected product pages on the Seiki Systems website.

It is now possible to view short demonstrations of Seiki ERP, Scheduler, Networked Manufacturing System and a Productivity Suite overview. Each lasting approximately 5 minutes, these brief presentations are designed to show some of the key features of the software. Simply visit www.seikisystems.co.uk/products.html

Alternatively request a CD copy by emailing marketing@seikisystems.co.uk

DLoG - Industrial Manufacturing Hardware

As authorised distributors, Seiki Systems are delighted to be able to offer the full DLoG® range of Rugged Industrial PCs as part of our complete manufacturing solution.

DLoG® design, manufacture and supply world-class industrial and mobile computing hardware that has been tested and proven under harsh environmental and operating conditions. Supporting the delivery of your essential business information direct to the operator at the point of use, our PC hardware can be configured with your choice of established and robust operating systems. With a range of screen sizes for mobile and static applications, coupled with the ability to develop solutions that are aligned with your build specifications, we maintain a strong focus on customer requirements, high quality and technical standards which enables us to supply and support customers in the successful implementation of even the most demanding computing infrastructure.

The full range of industrial PCs, Mobile PCs and other hardware accessories has been added to the Seiki Systems website: www.seikisystems.co.uk/hardware.html

Latest Software Enhancements

We undertake a continuous development programme to ensure that our products are constantly enhanced to meet the changing requirements of our customers. Listed below are some of the product developments that have been included in recent software releases.

The complete NMS terminal user interface and complimentary applications have been upgraded to give the product a modern fresh appearance. Additional features include barcode reader Code 39 compatibility for job logging and new capability to integrate with third party systems' SFDC products. Many of the other enhancements included have resulted in overall speed and functionality improvements throughout the system, making the software extremely easy to implement and user friendly. A full list of latest product information can be found on our website www.seikisystems.co.uk/support.html where you will also be able to request your software update.

Manufacturing Ireland

Our exclusive distributor in Ireland, JCNC Ltd, will be exhibiting at the Manufacturing Technology, Ireland show in Dublin. The event takes place in Dublin's newest exhibition centre, the National Show Centre (NSC), which is conveniently located directly adjacent to Dublin Airport. JCNC will be demonstrating the full Seiki portfolio from stand 406 and will be joined by our product specialist, Neil Saunders.

T: +353 868 360 372



Watch short product demonstration videos online



All customers with a current maintenance contract are entitled to a free update to the latest version of software.



Manufacturing Technology Ireland
5-6 November 2008
National Show Centre
Nr Dublin Airport
JCNC
Stand 406

Data Collection & Performance Analysis

Seiki Systems software portfolio has evolved since its inception in 1992 from simple shop floor communication in the form of DNC to what you see today, a complete manufacturing solution that is designed to provide an immediate, visual and dynamic picture of the 'plan to make' production process.

Our modular solution has been specifically developed to maximise the efficiency of production equipment and plant resources. In today's economic climate, the ability to make essential business decisions based on critical production data is key to maintaining a competitive advantage. The ability to collect data that has been collected in real time directly from the shop floor is an enormous benefit as essentially it provides a direct link between shop floor activities and top floor production driven business processes.

Seiki Systems' Networked Manufacturing System provides the 'backbone' for communications at AESSEAL, one of the largest mechanical seal manufacturers in the world. Initially purchased as a solution for getting the CAM programs for the seal components onto the shopfloor, for the past 6 years the Seiki monitoring solution has been used to get information back from the machine tools in order to better understand the utilisation of the machine shops, providing real-time data capture of the shop floor utilisation for the 60 multi axis turning and milling CNC machine tools that AES operate in the UK. Even the manual and semi CNC machines used for material preparation, such as sawing, are part of the data capture loop.

Relays in the CNC machine controls are hard wired to show power and in cycle. Scripting within the software is then used to set robust logic functions to determine the machine status. The software also allows machinists on the shopfloor to feedback information about how well the CAM program works, so that any pertinent machining information is passed back to the CAM programmers. As Stuart Welsh explains, "It is good information that has significantly reduced scrap levels since it has been in use."

Understanding the machine utilisation captured by the Seiki NMS system from a shopfloor management perspective is important to the future investment plans the company has. It provides hard data on machine capacity limits which become vital as more and more customer special seals with increased complexity and tighter tolerances are manufactured. As Stuart Welsh confirms: "With a growing business you have to justify additional or replacement machine tools, and we have recently acquired new machines to meet the demand for more complex components. A 9-axis Mori Seiki mill-turning centre allows both ends of a seal to be machined in one hit. This reduces the set up time because all of the tools are available and reduces the machining time as the part comes off complete. As we condense the time needed to get into production it becomes even more important to know how long the machine cycle actually takes for accurate overhead recovery – to know that we are making a profit."

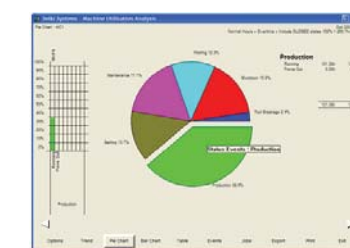
Recovering overhead costs, such as the operational cost and depreciation of the machine tools, allows AESSEAL to accurately cost the components and therefore set the selling price of the seal. As the product range expands it becomes more important to cost accurately. Material costs are straightforward to measure. How time and, therefore overhead cost, has accrued is more variable with set up, the machining cycle, stoppages, inspection, all adding up to give a cost of manufacture. Seiki's Machine Utilisation Analysis module generates performance reports that are populated from data derived from the machine monitoring and shopfloor data collection. It is then simple to identify trends in production, compare actual versus planned times and even see how many hours the machine tool has spent in maintenance during the month.

Stuart Welsh concludes: "The level of detail available enables planning and management of our production facilities as an internal profit centre, and is a key component in the delivery of 'Our Purpose': To give our customers such exceptional service that they need never consider alternative sources of supply."

www.aesseal.co.uk



Shopfloor terminals use Seiki Systems as the backbone for communication at AESSEAL



Pie charts can be viewed to quickly identify reasons for lost productivity

"The level of detail available enables planning and management of our production facilities as an internal profit centre"

