



# “Special Hardinge Elmira Visit Edition”

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## Iverson & Company features Demo Day @ Elmira, NY factory

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On May 10, 2005 a group of Iverson & Company customers traveled to Hardinge to see first hand one of the world's premier machine Tool builders. Many of these customers had comments to share once the visit had been complete:



Iverson Customers in front of the Hardinge Elmira

“I was pleased to see that Hardinge is a Multi-national Manufacturer of machine tools with a focus on quality and the principles of Lean Manufacturing. They are a full line manufacturer of cutting edge machine tools and process in the areas of turning, milling and grinding.”

**Ronald Hornik** ATC Project Team Coordinator Machine Tool Instructor **MATC**



“It is worth their time to come and tour the facility to see how much Hardinge does invest into their machine building process, along with the quality they are investing in their name. It is also beneficial to talk face to face with their engineers, so both of you can have a better experience in what you are trying to do.” **Kyle Maas** Manufacturing Engineer **General Automotive**

### “A BIG HARDINGE WELCOME TO ALL”

“If this trip did anything, it sure did open my eyes as to what Hardinge is all about. I was really amazed to see the scope of products that they offer and proud to see machines being built here in the US!”  
**Steve Reynolds** Manufacturing Engineer  
**LDI Industries Inc.**

“I would say to anyone that has a need to purchase a machine to at least go have a look at the Hardinge operation. It is good to see the real guts of the machine as they are being manufactured.”

**Ken Schamburek**  
Supervisor-CNC Machining & Programming  
**Lube Devices Inc.**

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# TURNING –Three Product Families: Quest, Elite & Talent

**"This trip was valuable because I could see the dedication of all the staff at Hardinge in meeting the needs of the customer. I feel Hardinge is a industry leader in the development of machine tools to maintain our competitiveness in a global market place."**

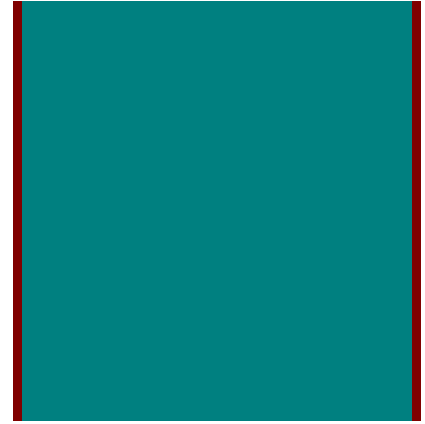
**Ronald Hornik**

**ATC Project Team Coordinator  
Machine Tool Instructor**

**Milwaukee Area Tech College**

**"YES, BEST EXPERIENCE I'VE HAD IN THE 12 YEARS I'VE BEEN IN THE INDUSTRY. THE HONESTY AND FRANKNESS OF THE CEO IS WHAT I LIKED THE BEST. HE WASN'T ANSWERING QUESTIONS TO BE POLITICALLY CORRECT , I FELT I WAS TALKING TO SOMEONE WHO HAD MY BEST INTERESTS AT HEART. JUST A GOOD FEELING I GOT IN DEALING WITH HIM."**

**Steve Muntz  
Vice President  
Muntz Industries**



**The Hardinge Turning product lineup in the Elmira Demo Room**

**Customers looking over the Quest CNC Lathe at Hardinge**



**"Perception equals to if not ever a tad higher then previously – TOP QUALITY product "and" facility.... Still my #1 choice of "Turning" equipment... Will continue to review VMC equipment & LMC opportunity."**

**Rob Stuebing  
Vice President  
Qualiseal Technology**



## ICE-FLY Technology introduced at Demo Day

During Demo Day visit, Hardinge introduced a new partnership with Air Products. This relationship will focus on the advantages of the Hardinge turning product line for hard turning and hard to machine materials. Air Products will supply "Ice-Fly" liquid nitrogen technology for these material applications. In the photo shown (to the right) is a tank of liquid nitrogen that is introduced to the cutting tool in a very efficient and controlled manner. Air Products will feature this capability on only new Hardinge



machine tools. The sample cut shown during the demo day event was a solid carbide blank. Customers seemed very impressed with the demonstration. Look for more to come on this

latest technological advancement from Hardinge. Call your Iverson & Company salesman for details.



**Hardinge LMC 42 and TT65 machines shown above give you full multi function capabilities!**

# MILLING: Rebirth of an American Icon— Bridgeport



Hardinge trip participants look that the Hardinge HSC500 High Speed CNC Milling Machine.

"More impressed than before, I was not aware how much they did and how much they owned." **Mike Miller**  
Toolroom Foreman **Forest City Gear**

"The trip to Hardinge was well worth every moment of my time away from work. I learned a good deal about lean manufacturing and reducing setup times."

**Ed Iverson** President  
Chucking Machine Products

"Hardinge is a very stable broad based machine tool company. I have the perception that Hardinge is a quality oriented company that is postured to continue to grow in the market place."

**Robert C. Duryea**  
Machine Shop Manager  
**Elkhart Brass Mfg. Co. Inc.**

*"Impressed with the facility. Came away with a different perception of some of your larger turning centers and milling centers."*

**David M. Schneider**  
Tool Room Manager  
**Precise Technologies**

"Just that if you are in the metal cutting business there is great value in seeing first hand the business personality of a potential machine supplier - Hardinge shows very well."

**John S. Rubeo** Manager of Manufacturing **MPC Products Corp.**

"Line of equipment was a lot bigger than I thought. I did not know all the machines were made at this plant for the USA. I didn't know that Hardinge bought Bridgeport and make a very solid Vertical Machining Center."

**Ken Schamburek**  
Supervisor-CNC Machining & Programming **LDI Industries Inc.**

"Terry (Iverson) said that he has been to Hardinge many times and sees something new and different every time. It is a good idea to be involved with this trip to see the machines being made and assembled as well as understanding how the company is working on continually improving the process of making machines. I would like to thank Iverson & Co and Hardinge".....

**Rick Bollinger**  
PMI/R&D Supervisor  
**Biomet Inc.**

"FASTEN YOUR SEATBELT ,THERE IS A LOT TO ABSORB!"

**Steve Muntz**  
Vice President  
**Muntz Industries**



Hardinge Bridgeport Milling Product line in Elmira Demo Room

"It was a real pleasure, and I just wanted to write and thank you for the opportunity to go along to New York. I was very impressed with the company, Pat (Ervin— CEO, President and Chairman of Hardinge). I look forward to doing business with you in the future!"

**Tom Hoban**  
Owner  
**Midwest Machine Co., Inc.**



Andy McNamara of Hardinge-Bridgeport gives a demonstration of the current VMC product

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*"The tour of the facility gave me much better understanding of the following: The Hardinge commitment to quality at the plant. The Hardinge commitment to customer service. The strides Hardinge is making and seeking to make in staying on the cutting edge of technology. The ability of Hardinge to adapt to current trends in manufacturing and courage in thinking out of the box( partnering with the company that makes your controls, etc). The Hardinge commitment to it's employees by providing a safe and clean working environment as well as considering the employee situation instead of the "bottom line" philosophy only."*

**David M. Schneider** Tool Room Manager  
**Precise Technologies**

*"I believe that Hardinge is a well run global company with a diverse product line. I am impressed with the Kellenberger line and the hard turning capabilities. I understand the best in class attitude."*

**Jeff Franklin** President **Kadon Precision**

*We're on the Web!*  
[www.iverσονandco.com](http://www.iverσονandco.com)  
[www.hardinge.com](http://www.hardinge.com)



## GRINDING—Kellenberger, Hauser, Tripet & Tschudin Grinding Machine Tools

**... "One of the best and educating opportunities I have had the opportunity to attend at "ANY" machine tool company..."**

**Rob Stuebing**  
Vice President  
**Qualiseal Technology**

"I enjoyed finding out through your top management what plans are in the future and the open mindedness they shared and listened to our questions and comments."

**Curt Snyder**  
Vice President of Sales & Marketing  
**Numerical Precision**

**Customers looking at the  
Hardinge Grinding Products**

"Hardinge has a potential to continue as a U.S machine tool builder. I was impressed with Pat Ervin and some of his idea's for Hardinge.....

.....Other positive areas include the hydrostatic ways. The wireless CNC was good information I picked up on during the trip. The hard turning was interesting to see. The Grinding personnel were very passionate in their demo."

**Charles A. Urbanek**  
Citation **MenOcon**



Several customers indicated that they were interested in bringing more of their staff back to Hardinge for a visit at another time. Iverson & Hardinge are looking to not only arrange this, but also do PowerPoint overview presentations at your facility! Contact your Iverson salesman to discuss either of these possibilities.

**Terry M. Iverson** President