



President's Message

Major Worldwide Markets for Our Products Remain Strong

"We are ending one of the most successful years that Koike Aronson has ever experienced..."

We are ending one of the most successful years that Koike Aronson has ever experienced and entering a year with many unknowns including the presidential election, the European economic meltdown and the ramifications of the changes in the Mid-east.

The 2011 Fabtech show in Chicago, held in the middle of November, was the largest and busiest of the many in which we have participated. We are anticipating a solid return, in the form of machine orders, from this show. As in the past the Koike team performed professionally and efficiently again this year.

This put the finishing touches to a year where we accomplished the following:

- Incorporated Koike Aronson Brasil Ltda. and hired a Brazilian manager Mr. Fernando Bertola. Going forward we will be establishing an assembly facility in Brazil through acquisition or building our own.
- Increased the employee level by 36% from the beginning of the year with five openings at years end.
- Our international sales were over 30% of our total revenue in 2011.
- We enjoyed a record increase in revenues and profits over last year and over our original projections for 2011.
- Our quote activity increased accordingly and our order backlog reached a record level in the fourth quarter.
- We successfully introduced and took orders for
 - The light weight 3D bevel cutter
 - The E series waterjet cutting machine
 - The PNC-10 portable cutting machine
 - The Combi-Kit
- Yes – everyone- the Arcade and Attica railroad tracks were finally moved allowing us room to expand up to another 100,000 square feet.

In addition to all of the above senior management worked toward the acquisition of other companies. Hopefully we will have an announcement on a successful outcome by early 2012.

At the present time the major worldwide markets for our products remain strong. They include mining, earth moving, energy, railcars, trailer and trailer bodies, shipyards, liquid tank building, refining and pipeline construction. While they are strong now the unknowns that I outlined in the beginning may change them in the upcoming year.

Thank you for what we accomplished in 2011. Enjoy your Holidays and let's keep it going in 2012.



Gerald Leary, President

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» NEW Literature Now Available «



Positioners • Waterjet • Turning Rolls • Tank Fabrication

Our new literature includes:

- Fresh New Look
- Updated Machine Specifications
- Sizing and selection guides
- Condensed product line booklets
- Updated pictures and drawings
- Latest options available
- Additional models and equipment added

**International Sales Meeting
Held June 2011**



Koike Aronson's 2011 sales meeting took place June 6 – 7, 2011 at the Holiday Inn in Buffalo, NY. During the meeting, our Independent Sales Representatives from The United States, Canada and Latin America were informed about the various aspects of our company, including the state of the company, introduction of new employees and the current engineering projects. Each sales representative then took part in breakout sessions conducted by our Product Managers. The breakout sessions were designed to help expand the representatives current product knowledge and to introduce them to products under development. They were also given a plant tour, which allowed them to observe some of the new products being prepared for release to potential customers. After the meeting, everyone relaxed with a great dinner at The Lodge, which hosted a relaxing country setting and exotic animals for viewing. The 2012 meeting will take place June 4 – 6 at the Beaver Hollow Conference Center which caters to companies interested in team building and creative learning.



FABTECH 2011 Recap

This year's FABTECH International and AWS Welding Show was held from November 14 – 17 at the McCormick Place in Chicago, IL. The coordinators of the show had high expectations for the event, with right reason. Over 35,000 visitors came to learn more from over 1,300 exhibitors. The show was very successful for Koike Aronson as we received numerous leads from this four day show.

We exhibited a wide variety of products including the PNC-10 Elite, Koikejet E Series, Combi-Kit, Wel-Handy Follower, Plate-Pro Extreme, LogiKAR Programmable Positioner Controller and the Anti-Drift Turning Rolls. Koike also offered demonstrations on our products.

Putting on such a display is a lot of work, and we want to thank everyone who helped make it possible. Your extra efforts are much appreciated, and it is because of you that we will be able to generate a significant amount of new business.

Next year the show will be held in Las Vegas from November 12 - 14 at the Las Vegas Convention Center; we are already in the process of making plans and are looking forward to attending such an exciting event.



Products

Plate-Pro Extreme and Mastergraph-II were a big hit at 2011 Fabtech Show



Plate-Pro Extreme and Mastergraph-II made a big hit at the 2011 Fabtech Show in Chicago. This year was very busy in the Koike Booth at the Fabtech show. Many people stopped by to see the Plate-Pro Extreme which was showing Hypertherm True-Hole Technology and new Rapid Part Technology. True-Hole Technology allows customers to get 1:1 hole quality to plate thickness. The new Rapid Part technology allows customers to speed up the cutting process by leaving the torch head at cut height from hole to hole without having to retract the plasma torch to the next pierce. This reduces the cycle time resulting in faster process time. This new technology also eliminates torch collision to work the piece as the MTC software will avoid crossing over a cut hole or part.



The Mastergraph-II with the new 3D-LT Plasma bevel unit was also very busy. As more and more customers look for better ways to prepare weld prep's and eliminate secondary operations, this combination of Koike Technology and Hypertherm Technology produces some of the best beveling we have seen to date. We cut V, X, K & Y bevels on 1/2" and 1" mild steel with superb results. This machine is also capable of running True-Hole Technology.

New Products

LogiKAR

Programmable Positioner Controller

Check out the IMPROVED *LogiKAR* Programmable Positioner Controller, it has developed into a very much improved controller.

The new *LogiKAR* was displayed at this years' 2011 Fabtech Show in Chicago and was a big hit. The controller was integrated into a 4500# Positioner with a ABB Robot. The display showed the Positioner being controlled with the *LogiKAR*; providing and receiving signals to and from the robot to simulate a welding application on a Koike large Positioner GEAR BOX.



The *LogiKAR* is a simple solution to allow the customer to grow into a full automatic system in the future without modifying or spending extra money for additional robot servo and axis controls.

The control moves the work piece into a programmed position that is best suited for ergonomics or in position for a programmed weld, speeding up sequential welding applications.

You can see additional information on this product on our website www.koike.com or contact the Positioning department at positioners@koike.com for more information.

You Asked,

Koike Aronson Ransome Delivered

Customer request have driven new developments in the line of Wel-Handy options. Koike Aronson Ransome listens to the requests of our customer to add functionality and convenience to our machines. Two new products for the Wel-Handy have been prototyped, tested and now are available. Shipyards first requested an option to follow flanges that surround hatches. This new product is called the Follower and allows the Wel-Handy to follow any flange or pipe down to six inches in diameter and up to 8 inches tall. Not only will the Follower trace a straight line or circle but it can also handle changes in contour and increasing or decreasing radius curves. This versatility opens many new possibilities and is currently being used in Naval Shipyards.



Customers using the Wel-Handy on preheated plate had concerns of premature tire wear. The development of an easy change high temperature tread led to the Wel-Handy High Temp Wheel Kit. The Kit includes 4 custom wheels and high temp treads. These treads have been tested to 350 degrees and can be easily changed without removing the wheel from the machine. This decreases replacement costs and down time. All components for the Follower and the High Temp Wheel kit are produced at our facility in Arcade, NY or from Western New York suppliers.



If you have an idea for an application or option for any Koike portable machine please contact Jason Ladd at laddj@koike.com.

Medium Duty Welding and Cutting Outfit Now Available

Many requests for a complete oxy-acetylene kit capable of welding and cutting have been received over the past couple of years. We are excited to deliver on these requests with the introduction of the Combi-Kit first shown at the Fabtech Show in Chicago. The bright red hard case provides protection and storage for the gauges, cutting head, and welding tips.

The Combi-Kit comes complete with everything needed including welding goggles, tips, hoses, lighter and tip cleaner. A complete manual showing how to weld and cut with oxy-acetylene will be informative to the experienced welder as well as the beginner. This kit uses the same 100 series tips that are currently used on our machine torches, portables and heavy-duty cutting torches.



Koike Customer and Distributor Testimonials



In July, an announcement was sent via email and posted on our website that we were looking to gather testimonials from our customers and distributors regarding our products. Shortly after this message was sent, we received numerous comments, which we shared with the employees at our headquarters and on our website.

As we reviewed these comments, we were quite pleased with many of the

positive remarks.

"We've had such outstanding success with Koike that we haven't spoken to anyone else," said Jim Farley, Project Manager at Liebherr.

Mike Busby, Fabrication Manager at Brooks Welding stated, "You can't compete with me unless you have a Koike machine."

If you would like to provide a comment regarding our products or services, please visit our homepage. We would greatly appreciate hearing from you. You would also be entered in a [chance to win](#) your choice of a Koike jacket or a SilverCut 250 hand-cutting torch.

Made in the USA, Sold in Brazil

Koike Aronson, Inc. attended the Corte e Conformação de Metais 2011 show in Sao Paulo, Brazil. This was the first show in Brazil in which Koike Aronson demonstrated a large CNC cutting machine. The [Mastergraph II](#) with an HPR-260XD was sold to Sanken Tubos.

Koike also presented the [Universal Balance](#) Positioner, the [Handy Auto Plus](#), the [Silvercut 250](#), and many other portables.



Special Portuguese videos were made for our monitor to show our factory and the many products we offer.

Koike Aronson Inc. now has fully incorporated in Brazil as

KOIKE ARONSON BRASIL ASSESSORIA DE NEGÓCIOS LTDA. As Brazil continues to grow, Koike Aronson also continues to work to sell our products to them and the rest of the world.

Koike Continues to Support the Fight Against Diabetes



Team Koike Aronson has participated in the Step Out to Fight Diabetes Walk for six years. This year the team consisted of Koike employees, Brad Williams, Lisa Miller, Matt Ling and Team Captain, Angela Wiseman and their family members. Unfortunately, due to extreme weather conditions, the walk, which was supposed to be held in downtown Buffalo on Saturday, October 15, was cancelled. The team raised over \$2,500 to support the cause and has already started raising money for the 2012 walk.

Employee Highlight



Mike Moran
Retired

Mike Moran retired plant superintendent of Koike Aronson was one of three honorees, out of 6,000-8,000 members inducted into the NYS Trapshooting Hall of Fame this past July. Mike started trapshooting in 1976 after being introduced to the sport by some friends. He has been a member of the local Arcade Conservation Club and shoots with the Pioneer Travel League. Mike travels with his wife Josie, who also works at Koike Aronson, to participate in shoots all over the country. He has participated in Florida, Arizona, Nevada, Texas, Michigan, Massachusetts, Rhode Island, and Hawaii. Congratulations Mike!

Lisa Miller is a Sales Assistant with the [Customer Service Department](#). She has been in her current position for three years, but had previously spent two years in the Accounting Department. Her job consists of her talking with customers, processing orders and preparing documents for exporting. Lisa really likes the people she works with at Koike.

Lisa lives in Arcade with her husband, Jim, and daughters, Emily, 17, and Kaylee, 14. She is very active with her children. Emily will be graduating this year and attending NCCC in Sanborn, NY in the fall. Kaylee owns horses and the family spends time taking care of them and attending horse shows. Lisa also enjoys scrapbooking, card making and camping with her family. While not busy with those activities, she is also very involved in the American Diabetes Association and the Koike Aronson walk team. Over the past couple years, she has raised a lot of money to support the association; this year she was the top fundraiser for the team.



Lisa Miller



Erin Storms

Erin Storms has been a Sales Assistant in the [Customer Service Department](#) for three years. Her job requires her to answer phones, assist customers, and export documents. She also handles the processing of Kobelco wire orders. Erin enjoys building customer relations and assisting customers to ensure their happiness. Erin, a resident of Freedom, NY, appreciates how close Koike is to home and that it is located in a small community where everyone knows each other.

Erin has a Bachelor of Science degree in Business Management and a minor in Equestrian Studies. She enjoys taking care of her animals, two horses and a dog, trail riding and hiking. Erin also enjoys karate and recently received her blue belt.

Michelle Fontaine is the Marketing Assistant at Koike Aronson. She has been with the company for five years and is responsible for updating and maintaining the company website, helping with product advertisements, reports, the company newsletter and marketing emails. She enjoys the creative side and the variety her job provides her.

Michelle is originally from Portsmouth, VA, but moved to Holland, NY. She received her Bachelor's Degree in Technical Management from Devry. She now resides in Sheldon, NY with her husband, Bruce. On August 20th, the Fontaines welcomed their first child, Jordan Tyler Fontaine. He was born at 5:02 p.m., weighing 5 pounds 3 ounces and 18 ¾ inches long. Jordan is an excellent and happy baby.



In her free time Michelle enjoys spending time with her family, always spending time with her parents and in-laws. She also enjoys doing Zumba for exercise.



Michelle Fontaine



*Koike Aronson wishes
you and your family a
very happy and safe holiday!*

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