

Sulzer

SERVICE CENTERS KEEP U.S. MINING INDUSTRY MOVING

Mining companies invest huge sums into their equipment, which needs to deliver high output round the clock. Planned maintenance plays an important role in sustained reliability and many companies rely on it to deliver continued productivity. Sulzer's service centers in Gillette and Phoenix offer the overhaul of wheel motors as well as the recent introduction of exchange units, which minimize both downtime and investment for the customer.

Mineral mining continues to deliver important products, such as coal, copper, iron and gold, which are used in many aspects of our daily lives. Throughout the world, mining companies strive to improve efficiency and productivity, both of which are dependent on reliable machinery.

Heavy haul trucks are the workhorses of the open-cast mining industry. Capable of transporting several hundred tons of ore in a single load, these trucks are fundamental to the productivity, and profitability, of mining operations. However, keeping spare parts for these huge vehicles can involve a considerable investment. Each haul truck uses a pair of wheel motors, which weigh around 18 tons each and cost \$1.3 million to replace.



Since the 1980s, Sulzer's Gillette Service Center in Wyoming has specialized in the maintenance and support of complex mining equipment. The Powder River Basin area around Gillette is the largest coal producing area of the U.S., home to around 40 percent of total domestic production. At the same time, the Phoenix Service Center in Arizona supports the copper mining business, which delivers over 50 percent of copper mined in the USA.

At both the Gillette and Phoenix sites, the company has invested in the skills and equipment necessary to complete the most complex wheel motor repairs, from rewinding motors to manufacturing obsolete or difficult-to-source replacement parts on its in-house CNC machines. Both facilities have also built a dedicated test stands for wheel motors, allowing refurbished units to undergo comprehensive quality checks, including temperature and vibration measurement, before being returned to service.



Repairing and reconditioning haul truck wheel motors is a significant undertaking. A basic overhaul requires around 400 hours of work by skilled technicians. If the unit has suffered a major failure, the work can extend to 800 hours. For Sulzer customers, however, a complex repair doesn't have to mean extended downtime. The service centers now run an exchange program for GEB25 and Y106 wheel motors, the two most common types used on Komatsu haul trucks.

When a wheel motor needs planned maintenance, a fully overhauled and tested unit will be delivered to the customer's site and exchanged in the field. That process takes just a few hours, allowing the customer to get the truck up and running with the minimum of downtime.

Back at the service center, every wheel motor goes through a complete strip down and inspection process. The center uses advanced computer-controlled metrology equipment to verify the condition of components and customers are involved in key decisions about whether to repair or replace critical parts.

The service centers keep an extensive inventory of components for wheel motors, generators and other haul truck systems. They use their knowledge of customers' fleets to forecast demand for wear-prone items such as bearings and gears, and to ensure they have access to hard-to-find parts or those with long lead times.

Decades of experience enable design improvements to be proposed and implemented to increase reliability, enhance serviceability and extend the operating life of refurbished units. The success of the exchange program for Komatsu trucks has created interest from other mine operators in the region, and Sulzer is currently investigating the feasibility of extending the service to other models.

"We have long been proud of our ability to tackle the most demanding technical challenges in mining equipment repair and overhaul," says Todd Colbrese, general manager at Sulzer Gillette Service Center. "With the exchange program, we can also make a big difference to our customers' primary business challenge: maximizing the availability and productivity of their assets." (www.sulzer.com)

Motion Industries

NAMES COOK EXECUTIVE VICE PRESIDENT AND CFO

Motion Industries, Inc. has promoted **Greg Cook** to Executive Vice President and Chief Financial Officer of Motion Industries, effective April 1, 2020.

Cook joined Motion Industries as senior vice president and CFO in November 2016 and quickly worked to improve the strategic effectiveness of the company's finance, accounting, tax, and treasury functions. Since joining Motion, he has also added responsibility for corporate strategy functions. In his expanded role, Cook will continue leading these current responsibilities, but will also now take on oversight of Motion's Information Technologies function.

"Since Greg has been with the company, we have been able to strengthen our bench in the finance and accounting departments, refine our strategic planning, and strengthen our balance sheet—improving our financial performance for GPC and our shareholders," said Motion Industries President, Randy Breaux. "Greg is a key member of the executive team, and I look forward to what the future holds under his continued leadership."

Cook has more than 29 years of experience in the manufacturing and distribution markets, and before starting with Motion Industries, spent 18 years with Shaw Industries, a Berkshire Hathaway company and leading North American manufacturer and distributor of flooring products. He began his professional career in public accounting at Arthur Andersen in Atlanta, Georgia. A CPA licensed in Georgia, Cook is involved in a number of industry and finance associations, including PTDA, AICPA, and ASCPA. He has a bachelor of science degree in accounting from Bob Jones University, where he graduated summa cum laude. Cook is also active in the local Birmingham community through his positions on the Samford University Brock School of Business Advisory Board and the Salvation Army Advisory Board. (motionindustries.com)



Bellofram Elastomeric Division

HIRES TWO REGIONAL SALES MANAGERS

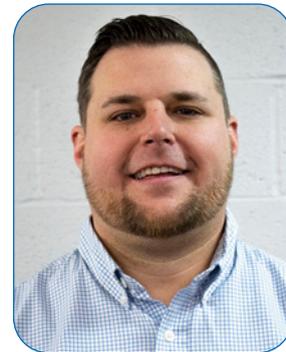
Bellofram Elastomeric Division, which makes and markets products as Bellofram Silicones and Bellofram Diaphragm, is responding to recent growth with the hiring of two new regional sales managers. **Jared Krieg** and **Zachary Ridenour** began their new roles in the new year.

Krieg and Ridenour will promote Bellofram elastomer products to new businesses while continuing to advance the goals of current customers. "We have the highest-quality products in the market," said Rick Provenzano, national sales manager. "It will be Jared's and Zach's job to continue spreading our message of higher quality, peerless performance, and faster delivery."

Bellofram Elastomeric Division is in the midst of large gains and sustained customer growth, something Provenzano wanted to build on. The addition of Krieg and Ridenour is part of an investment in the future of the business and a strategy to further drive sales. "Jared and Zach both bring a tenacity, responsiveness, and knowledge base that complements our product offering and will strengthen customers throughout their regions," said Provenzano.

Krieg covers the Midwest region, including the Dakotas, Minnesota, Wisconsin, Illinois, Nebraska, Kansas, Missouri, Arkansas, Louisiana, Oklahoma, and Texas. Ridenour serves the Central region, reaching Michigan, Ohio, Indiana, Kentucky, Tennessee, Alabama, Mississippi, and Ontario, Canada. Both worked in their respective regions prior to joining Bellofram and will provide the company's signature responsive service, sound advice, and support to engineers and manufacturers throughout their territories.

Krieg has previously worked for Fastenal and Thyssenkrupp. Ridenour's previous experience includes stints with Grainger and Valspar. (www.marshbellofram.com)



Worldwide Electric

ACQUIRES LOUIS ALLIS

Worldwide Electric, LLC has acquired Louis Allis, a specialty motor company based outside of Birmingham, Alabama. Both companies take pride in their customer-centric approach and long history of motor expertise. The combination of the two companies establishes a single source for a full range of reliable standard off-the-shelf products, modified standard products, and full custom specialty products.



Louis Allis has been producing specialty motors for unique and demanding applications since 1901. Customers from around the world in the industrial, military, and municipal markets trust Louis Allis to provide new, factory recertified, and specialty motors up to 20,000 hp.

Since 1998, Worldwide Electric has been a leading developer, importer, and distributor of a broad portfolio of high performance industrial electric motors, gear reducers and motor controls. Headquartered in Rochester, NY, Worldwide Electric has 6 distribution centers throughout the US and is a proud member of the National Electrical Manufacturers Association (NEMA). Worldwide Electric Corp and Louis Allis will continue to operate as separate companies from their respective locations.

Worldwide Electric President and CEO James Taylor describes the acquisition as a significant win for the customers of both organizations. "Louis Allis and Worldwide Electric complement each other well. Louis Allis has a rich history of providing creative specialty motor solutions while Worldwide Electric has focused on providing readily available and high-quality motors, gear reducers and motor controls. Together, the companies will be able to meet all of our customers' industrial motor needs."

Louis Allis President Greg Peterson added, "Both organizations bring staff that are dedicated to putting the customer first. That dedication is the driving force in our success now and into the future." (www.worldwideelectric.net)

KISSsoft

LAUNCHES NEW WEBSITE

With the launch of its new website, KISSsoft focuses its strategy on digitizing the customer section and presenting a clearly structured and easy-to-use information and download platform. KISSsoft.com offers revised content, additional services, and functions, a clear structure as well as a slick new appearance. With eight language versions, KISSsoft strengthens its global presence and makes it easier for customers to communicate in their own language.



The "MyKISSsoft" customer portal integrated into the website lays the foundation for sustained use and puts the customer at the center of attention. Customers can now decide for themselves what kind of information they would like to receive and in which particular way. With the user-friendly and intuitive navigation, one can quickly achieve the desired aim in just a few clicks. KISSsoft presents the entire product and service portfolio in a clearly arranged form and reports on current topics such as engineering, software development, technical product descriptions, and much more. The website is equipped with search and filter options that allow quick access to product and training features.

(www.kisssoft.com)

Velodyne Lidar

ANNOUNCES SALES AGREEMENT WITH NAVYA

Velodyne Lidar, Inc. has announced a multi-year sales agreement with NAVYA, a leading company in autonomous driving systems. Since 2015, NAVYA has been using Velodyne lidar sensors in production for its autonomous shuttle fleet that provides mobility services to cities and private sites.

NAVYA plans to pursue the worldwide expansion of its shuttle with Velodyne's state-of-the-art sensors for precise



real-time localization and object detection. The NAVYA autonomous shuttle fleet offers effective first- and last-mile transportation solutions, with optimized navigation and safety features. The shuttles use advanced guidance and detection systems and are enhanced with deep learning technology.

“We are continuing our partnership with Velodyne Lidar because their technology enables us to place autonomous shuttles on the road today,” said Jérôme Rigaud, COO, NAVYA. “Our successful five-year experience working with Velodyne’s lidar solutions has proven that they provide a key component in our sensor kit needed to help move our fleet to the mass deployment stage.”

“NAVYA is at the forefront of inventing and growing the autonomous shuttle business, providing an innovative, clean mobility solution,” said Anand Gopalan, CEO, Velodyne Lidar. “Their driverless shuttles demonstrate how Velodyne lidar sensors provide robust data for safe, efficient navigation across urban centers, hospitals, universities, industrial sites and more.” (velodynelidar.com)

Emerson

OPENS 2020 ASCO ENGINEERING SCHOLARSHIP PROGRAM

In its continuing commitment to the success of tomorrow’s workforce, Emerson announces the application period is now open for its 2020 ASCO Engineering Scholarship Program for U.S. college students. The merit-based scholarships are awarded on the candidate’s potential for leadership and for making a significant contribution to the engineering, instrumentation, systems, and automation professions. Recipients may also be eligible for an Emerson internship.



Emerson will award two U.S. engineering students a \$5,000 scholarship each, host them at «The Amazing Packaging Race» at Pack Expo International, and grant their colleges’ engineering departments \$1,000 for research support.

“Challenges and opportunities in science and technology are greater, more rewarding, and more demanding than ever—for both students and industry,” said Andy Duffy, vice president of sales for fluid control and pneumatics at Emerson. “At Emerson, we know there is no better investment to drive innovation than to support the learning of today’s students—and tomorrow’s workforce.”

The scholarship recipients will be announced at Pack Expo International on November 11 in Chicago. There, Emerson will host the recipients at its Amazing Packaging Race, a fun

and educational event in which teams of college students from around the country compete to gather points by completing tasks at specific Pack Expo booths.

The deadline to apply is May 1, 2020.

Emerson’s commitment to global support in STEM (science, technology, engineering, and math) education is deeply rooted in our heritage,» said Gordon Muir, president, industrial automation at Emerson’s Automation Solutions business. «With our ASCO Engineering Scholarships, we look to emphasize and celebrate STEM, highlighting the tremendous impact these skillsets have on the future workforce. Other corporate programs, from We Love STEM Days for elementary students to Post-Graduate Co-Op Programs, bring a multitude of opportunities to thousands of students around the world to explore STEM education—and to contribute, innovate and succeed in their careers, industry, and future.»

Over the past 12 years, \$120,000 in ASCO engineering scholarships have helped to support the academic success of 24 students planning careers in engineering. An additional \$24,000 in grants have assisted education research projects at the engineering departments of the colleges where the recipients were enrolled.

The scholarship is open to U.S. citizens and legal U.S. residents. Applicants must have completed their sophomore year in a bachelor’s degree program or be enrolled in a graduate program at an accredited U.S. educational institution at the time of application. (go.emersonautomation.com/asco-engineering-scholarship)

Quicksilver Controls SilverMax™ Integrated Hybrid Servos

Motor + Encoder + Controller + Driver

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Highly Programmable
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Bringing Our 23 years of
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