

Miller and Negri

HIGHLIGHT SUCCESSFUL BSA CONVENTION

The Bearing Specialists Association (BSA) elected Linda Miller, Bearings & Drives, Inc., as president for 2012–2013. In addition to Miller, the following industry leaders were elected to serve BSA in 2012–13: James Webster, DXP Enterprises, Inc., as chairman of the board; Jack Simpson, Applied Industrial Technologies, as vice president; and Brian Negri, Jamaica Bearings Company, Inc., as treasurer. The elections were held in conjunction with the association's 2012 Annual Convention held April 29–May 1 at the Hyatt Regency Coconut Point Resort and Spa in Bonita Springs, Florida. BSA also elected the following industry leaders to serve three-year terms on the board of directors: Brian Davis, Bearings & Drives, Inc.; Mitch Bouchard, General Bearing Service Inc.; and Tom Arnold, Applied Industrial Technologies.



Linda Miller

Additionally, the BSA presented its 10th Lifetime Achievement Award to Peter Negri, president and CEO of Jamaica Bearings Company, Inc. Negri is a graduate of Boston College and the Amos Tuck School, the Graduate School of Business at Dartmouth College. The company that once employed 15 people at a single location in Jamaica, Queens, New York, now employs more than 135 people at locations in New York, Pennsylvania, Florida and California, with employees around the world, including Canada, Singapore, China, Italy, Great Britain, France and Australia.

Negri's involvement with BSA dates to his early years with Jamaica Bearings. He has chaired the Membership, Young Executives, and Manufacturer/Distributor Relations Committees, and after serving on the board of directors was elected president in 1986. Negri has served as BSA's convention chair a record four times. Beyond BSA, Negri has served his community as a village trustee, on various commissions, and in a number of roles to preserve the community's historic status. He supports Boston College as head of the Alumni Admissions Council for Long Island. Negri and his wife Kaye have been married for almost 41 years and are the proud parents of Brian, Liz and Christine, and they also have six grandchildren.

In a second presentation, BSA recognized Gus Kontonickas as an active BSA participating manufacturer for more than 20 years. Although he changed manufacturer "hats" more than once during that period, Kontonickas was steadfast in his support of BSA and the industry. Wearing his hats from Thomson and The Timken Company, he served on the Industry Communications Committee from 1989 to 1998 and the 1996 Convention Committee. He also served on the 2000

Convention Committee wearing his Loctite hat and then with NSK Limited, Kontonickas served on the Educational Services and the Long Range Convention Planning Committees from 2004–2008. He served on a third Convention Planning Committee in 2008.

Danfoss

WINS GLOBAL BUSINESS AWARD

Danfoss Power Electronics, a global provider of VLT drives and panels, was recently named the Silver Winner for the 2011 Global Awards for Excellence in Business Process Management (BPM) and Workflow. This prestigious award has been granted to industrial organizations since 1996, in recognition of their ground-breaking solutions leading to significant business benefits. The Awards Program is managed by Future Strategies Inc. and sponsored by *BPM.com*, Object Management Group and Workflow Management Coalition.

Danfoss Power Electronics received the award in the competitive North American region. The judges recognized the company's skilled management of interdisciplinary competencies with basic technology applications in order to springboard a process management program. As a result of the BPM project, the company significantly reduced workload in several areas; for one, the master data on shipping information, price



Martin Weightman, business application manager, and Debra Menge, customer service supervisor, accept the Silver Award for Excellence in Workflow, for Danfoss Power Electronics.

points, discounts and other variables is now far more accurate and no longer needs to be manually checked and entered, resulting in a 25–35 percent improvement in productivity for customer service personnel. The company also introduced a new, team-oriented culture aligned with the organization's value stream and developed a competency toolbox for process management.

This project was a result of an industrial research program between the two entities, aimed at solving business problems while advancing theoretical knowledge in the BPM area. Danfoss was nominated for the award by its research partner, Center for Industrial Production, Aalborg University, Denmark. For more information, visit www.danfossdrives.com.

Fluid Power Industry

GROWTH TREND

The latest data published by the National Fluid Power Association (NFPA) shows industry shipments of fluid power products for March 2012 increased 3.2 percent compared to March 2011, and increased 7 percent from February 2012 to March 2012. Mobile hydraulics, industrial hydraulics and pneumatics all showed growth in March 2012 when compared to March 2011. NFPA's industry reports, outlook surveys, forecasts, and data sources allow our members to understand trends and anticipate change with a variety of trend graphs and data analysis for fluid power products, customer markets, and economic indicators. For more information, visit www.nfpa.com.

PTDA

WELCOMES NEW MEMBERS

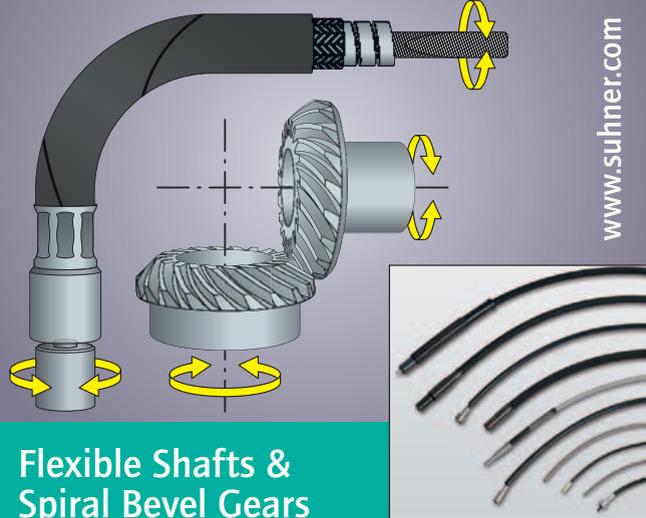
The Power Transmission Distributors Association (PTDA) welcomed two new distributor members in the first quarter of 2012. Importadora Gutierrez, S.R.L. (Santo Domingo, D.N., Dominican Republic) was founded in 1979 to serve the needs of the Caribbean region's expanding agricultural industry. As customer needs evolved, so did the company's product offerings, which now include motion control products such as electric motors and frequency drives; PT components, such as gearing, bearings, belting and coupling products; and conveyor components. Although the company's main markets are the Dominican Republic and Haiti, it also fully services Central America and the Caribbean. Company general manager Ricardo Gutierrez said, "Through our PTDA membership, we are looking to expand our servicing capabilities by acquiring know-how from PTDA's training. We also hope to establish new, lasting relationships with customers searching for quality products and services in our region."

Werner Electric Supply Co. (Neeah, Wis.): A distributor with 11 branches throughout Wisconsin and Michigan's Upper Peninsula, Werner Electric Supply Co. is a wholesale distributor of products and services including industrial automation, lighting, electrical and data communication equipment, pneumatics and clean energy solutions. Founded in 1948, Werner Electric's multiple locations serve the electrical control needs of original equipment manufacturers, the maintenance and automation needs of industrial plants and



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CORRECTION

In the April issue of *Power Transmission Engineering*, Eric Lanke, CEO of the National Fluid Power Association, was incorrectly identified as 'Erik' Lanke in the article "Hydraulics/Pneumatics Assessment." *Power Transmission Engineering* regrets the error.

—The Editors

commercial buildings, and the electrical needs of construction contractors. For more information, visit www.ptda.org.

Bauer

OPENS ASSEMBLY PLANT IN CHINA

Bauer Gear Motor, part of Altra Industrial Motion, has announced the opening of its first assembly plant in China, a move to streamline the growth of localized sales and support in this expanding region. Bauer, located in Esslingen, Germany, is a European manufacturer of high-quality gear motors, offering engineered solutions to a variety of industries. As part of Altra, Bauer gear motors, including the new Series 2000, are available throughout North America. Contrary to moves by other companies, Bauer is not moving its core design and manufacturing to China. It is simply providing local availability of its products for customers that have already made the move to manufacturing in China in order to service the industrial growth in that region more efficiently. "This is one of the powerful advantages of now being part of the Altra group of global power transmission companies," says Jens Gabel, Bauer vice president global sales and R&D. "It has provided the opportunity for us to accelerate our growth plans and reduce delivery times with a large-scale assembly and distribution hub in China. This brings us closer to some of our core OEM cus-

tomers who are taking advantage of the growth in the Chinese market." Bauer gear motors are utilized in virtually every area of industry, from heavy-duty mining and marine applications to power generation, utilities, packaging machinery and many other niche sectors. Global strategic business areas include: basic metal (raw material processing and metals production); cranes, hoists & lifts, and food & beverage. For more information, visit www.bauergears.com.



Bauer Gear Motor is now providing products to the China market like the Series 2000 gearmotors (courtesy of Bauer).

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Boston Gear

CELEBRATES 135 YEARS

This year Boston Gear celebrates 135 years in business, longer than such venerable companies as IBM, Coca-Cola, General Electric and Ford. It's been around longer than the light bulb, radio, movies, automobiles and the airplane. Boston Gear, part of Altra Industrial Motion, is a global supplier of quality power transmission products to most major industrial markets including food processing, packaging machinery and material handling. From its 193,000 square foot state-of-the-art manufacturing facility in Charlotte, North Carolina, Boston Gear offers a wide range of products. Many companies worldwide rely upon Boston Gear as their single-source supplier of motion control products.

Boston Gear was founded in 1877 as a small machine shop manufacturing gear-cutting machines. Early on, Boston Gear introduced the concepts of gear standardization and stock gears—innovations of enormous benefit to power transmission designers, specifiers and users. By 1929, Boston Gear was



established as the world's largest manufacturer of stock gears. Today, products like the new 2000 Series gear motors help Boston Gear maintain its position in the industrial field. And Boston's 700 Series speed reducers, available in both cast iron and stainless steel, have long been the industry standard for food processing and material handling applications.

Boston Gear survived a national depression in the late 1800s, the Great Depression of the 1930s, numerous recessions, and several changes of ownership. And during World War II, the company worked round the clock, contributing to the U.S. war effort. In appreciation, the employees of Boston Gear were awarded the Army-Navy Production Award for high achievement in 1943.

More recently, Boston Gear has faced radical changes in the global marketplace. "Just 20 years ago we competed primarily with companies based in North America," said Vice President & General Manager Ed Novotny. "But now we face

Bevel Gear Solutions



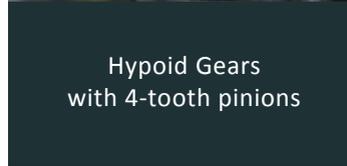
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with 4-tooth pinions



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competition from companies worldwide. This globalization has opened up many new opportunities for us.”

Carl Christenson, president & CEO of Boston’s parent company, Altra Industrial Motion, adds, “We’re an extremely customer focused company,” Christenson said. “Our associates are committed to satisfying the customer. We service the marketplace with above average industry performance standards in quality, delivery, and product innovation.”

PTDA

SEES STRONG GROWTH IN PT/MOTION CONTROL FIELD

The PTDA Business Index indicated that the first quarter was the eighth consecutive quarter for business growth among PTDA members, with a reading of 75.4. Compared with a reading of 67.3 for the 4th quarter of 2011, the recently released first-quarter results indicate the power transmission/motion control industry is expanding at a faster pace than before. Both distributors and manufacturers saw strong growth in the first quarter. [Note: The index reading indicates the rate of change compared with the previous period. For example, a reading of 50 indicates no change from the prior period while readings above 50 indicate growth and below 50 indicate contraction. The further the index is above or below 50 suggests a faster or slower rate of change.] PTDA members participating in the *Business Index* expect 2012 to be another year of growth with an average forecast of 11 percent, up from nine percent in the 4Q11 survey. For more information, visit www.ptda.org.

PTDA Quarterly Business Index

	4Q2011	1Q2012
Business Activity	68.6	83.7
New Orders	72.8	80.8
Employment	65.9	74.4
Supplier Deliveries	61.9	62.5
Inventories	64.7	69.8
Prices	83.7	87.2
Backlog	55.8	66.3
Overall PTDA Index	67.3	75.4

RIA

ANNOUNCES FIRST CERTIFIED ROBOT INTEGRATORS

JR Automation, Motion Controls Robotics, Tennessee Rand, and Wolf Robotics are the first four robotic integrators to receive the new Certified Robot Integrator designation from the Robotic Industries Association (RIA), the industry’s trade group. “We are very excited to announce this first group of Certified Robotic Integrators,” said Jeff Burnstein, president of RIA. “In order to become certified, integrators go through a rigorous process which includes an on-site audit, safety training and hands-on testing of key personnel among other important criteria. Based on feedback from the industry, we believe that achieving certification will be valuable to integrators looking to showcase their capabilities and experience to users and suppliers alike. Additionally, the program allows integrators to benchmark their own processes against best industry practices, allowing them to identify areas in which they can improve. This also helps the industry by strengthening the overall integrator channel.”

The new RIA Certified Robot Integrator program was officially announced in late January at the Robotics Industry Forum in Orlando. Burnstein said several other integrators are in the process of becoming certified, with three already slated for audits in the next several weeks.

Each certified integrator will need to be recertified every two years. Detailed information on the certification program and the certified robot integrators can be found on a special section of www.robotics.org.

“We feel the investment in this testing process is well worth the value it will provide to our customers,” says Bill Yeck, general manager, JR Automation. “The testing highlighted our ISO9001:2008 procedures; which we feel will ensure future success of our company. JR Automation believes this certification will help companies identify sources for automated/robotic equipment as well as supporting customers with their service needs.”

Scott Lang, president, Motion Controls Robotics, agreed. “At times it can be difficult to convey to a potential customer the depth of experience and qualifications of our organization. Achieving Certified Integrator status from RIA demonstrates our expertise and allows our customers to make a more informed supplier selection based on the findings of an independent third party. We are especially pleased to be among the first group of robotic integrators to earn this certification.”