

Siemens

PRESENTS ARENA OF DIGITALIZATION IN ELECTRIC MOTOR PLANT

Electric motors for industrial use have been manufactured at the Siemens site in Bad Neustadt an der Saale for 80 years. Digitalization is playing an increasingly important role at this site. For this reason, the plant is going to be developed as a showcase factory for digitalization in metalworking. In the new “Arena of Digitalization” covering an area of more than 800 square meters, Siemens is now showing customers and partners how digitalization is used in metalworking and motor production and what results can be achieved with it. In addition, using its own development and the way production has grown over many years as an example, the showcase factory demonstrates how digitalization already offers advantages in terms of productivity and efficiency for the discrete manufacturing industry.

The “Arena of Digitalization” was opened by Klaus Helmrich, member of the managing board of Siemens AG, Jan Mrosik, CEO of Siemens’ digital factory division, Wolfgang Heuring, CEO of Siemens’ motion control business unit, and Peter Deml, head of the electric motor plant in Bad Neustadt an der Saale.

“In the light of advancing digitalization and the associated requirements resulting from it, industry faces entirely new opportunities and possibilities,” said Helmrich. “These all center on a more and more growing individualization of products as well as of quality, efficiency, speed and flexibility. Companies in the manufacturing sector are having to respond to increasingly differentiated customer requirements and are therefore reliant on flexible production right down to a batch size of one.”

As a response to these challenges, Siemens is offering its customers from the manufacturing sector a comprehensive portfolio of products and solutions under the digital enterprise umbrella. Mrosik explains: “Our solutions cover the en-



tire value chain, from product design, production planning and production engineering to production execution and services. Spanning all these are Teamcenter, a database that is accessible to all parties involved, and MindSphere, a platform for life-cycle and data analytics. If this production process is integrated and digitalized from end to end, a company can achieve substantial overall optimization outcomes.”

At the electric motor plant in Bad Neustadt an der Saale, Siemens uses six specific topic areas to show how products and solutions from its own portfolio can be implemented step by step in a production process that is already up and running.

“Frequent innovations, individually tailored products, and the resulting high degree of product diversity: these are the challenges which the production process at the electric motor plant in Bad Neustadt has to rise to today,” said Heuring. “Digitalization is helping us to tackle these challenges successfully. We plan to use the ‘Arena of Digitalization’ and the example of our own manufacturing to demonstrate to our customers — machine builders as well as machine operators — the advantages that using Siemens digitalization technologies provides. Digitalization solutions will also help us considerably in continuing to maintain a leading position among our global competitors in future and, last but not least, to secure jobs in the region in this way. We want to share our knowledge and experience of digitalization here at this location with our customers from the machine tool industry. That is our goal.”

“Digitalization of the processes in the plant is a process of continuous development. Initially, we focused on using digitalization in manufacturing to create consistency throughout the CAD-CAM/CNC chain, including tool and NC program management. Systems that had previously functioned separately were synchronized and fitted with digital interfaces. In addition, we implemented new tools, optimized our NC programs and made various design adjustments,” said Deml.

As a result, the electric motor plant in Bad Neustadt an der Saale has so far successfully achieved 40 percent faster throughput times where processes have been modified, shortened correction loops by 50 per cent and increased ramp-up times for new machines by 60 percent. (www.siemens.com)

Dana Incorporated

ANNOUNCES MULTIPLE OEM SUPPLIER AWARDS

Dana Incorporated recently announced that the company earned major supplier awards from Manitou Group, John Deere, Hyster-Yale, and AGCO, recognizing the company's commitment to excellence and continuous improvement. Together, these four original-equipment manufacturers represent 16 brands across the construction, agriculture, forestry, and material-handling markets.



"Dana's strategic commitment to growing our business through customer centricity is evident in our highly-valued relationships with vehicle and equipment manufacturers," said Aziz Aghili, president of Dana Off-Highway Drive and Motion Technologies. "These awards are proof that Dana truly collaborates with global companies that share our mission to lead the industry with innovative technology that improves vehicle performance and buyer satisfaction."

Manitou Group

During the company's yearly supplier meeting in Nantes, France, Manitou Group recognized Dana as the "Best Supplier of 2016" out of more than 1,600 companies that supply components to the off-highway vehicle manufacturer. This award acknowledges Dana's product quality, timely-delivery, extended warranty services, global supply chain support, and close engineering relationship.

"We have worked with Dana on product developments for the past five years, and we have built a truly collaborative and efficient relationship," said Laurent Gobinet, vice presidents sourcing for Manitou Group. "Dana's performance as a supplier fully aligns with the Manitou Group's vision, values, and expectations. Together, we are now in a position to share strategic approaches in order to create more value for our customers, and we look forward to partnering with Dana into the future."

John Deere

At John Deere Supplier Day events, Dana facilities in Crescentino, Italy, and Gravatai, Brazil, were awarded "Partner-Level Supplier for 2016" in the John Deere Achieving Excellence Program. This recognition signifies the company's highest supplier rating, indicating that the plants go above and beyond performance standards, reach world-class lev-

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els, and demonstrate a measurable effect on customer satisfaction. Dana's Crescentino facility supplies driveshafts for the construction and forestry divisions of John Deere, while Dana's Gravatai plant produces modular axles for agriculture equipment.

Hyster-Yale

Hyster-Yale recognized Dana with the company's "Continuous Improvement Award," which recognizes suppliers who are actively engaged in quality improvement, have shown a significant or sustained improvement during the past year, and are committed to prevention of recurrence. In 2016, Dana delivered zero defective parts per million, a significant achievement given the complexity of the products supplied.

AGCO

At AGCO's recent European Supplier Day, Dana was recognized for "Logistics Performance," acknowledging the company's commitment, flexibility, and proactive approach in the region. Dana supplies axles and driveshafts to AGCO for agricultural equipment produced under the Challenger, Fendt, GSI, Massey Ferguson, and Valtra brands. (www.dana.com)

Varvel

OPENS U.S. SUBSIDIARY IN GEORGIA

Varvel has now inaugurated a new subsidiary in the United States. Varvel USA LLC confirms the group's interest in the flourishing North American market as well as its commitment to internationalization, a constant characteristic of its business strategies. Varvel inaugurated its first subsidiary outside Europe in 2011, when it formed the MGM-Varvel joint-venture in Chennai, India, a major step towards integrating and developing the group's business in an exceptionally interesting market.



Varvel USA LLC is located in Peachtree Corners, Norcross, near Atlanta in Georgia, an extremely important logistic center for North America. The 4,500 square meter plant includes dedicated office space for the company's administration, sales and management. The new Atlanta plant is linked to 27 warehouses and logistic centers around the country and maintains a generous stock of Varvel products. The new subsidiary will handle all after-sales activities for customers in the United States, from technical assistance to consulting on the design of custom solutions for specific applications.

Varvel USA LLC can also count on an extensive sales and distribution network. To complement the service already offered to U.S. customers, Varvel has also signed a partnership agreement with one of the most innovative and dynamic electric motor distributors in the country. This new arrangement will allow Varvel to supply complete gearmotors with the best possible service backup.

Francesco Berselli, president of the Varvel Group explains. "Our new subsidiary in the United States consolidates our standing on the international market and rewards the efforts of the whole Varvel team. This is an important milestone for us and a springboard for future development."

"While we are focusing more and more on exports, we must not forget that our Italian identity is one of our key strengths. We believe firmly in Italian manufacturing, but are well aware that Italian quality has to be promoted abroad too," said Mauro Cominoli, Varvel's general manager. "As we did in India six years ago, today we are determined to create a bigger name for ourselves in the United States, a market that is both new and full of opportunity for us." (www.varvelusa.com)

ANCA

CONFIRMS GRAEME BILLINGS AS BOARD CHAIRMAN

ANCA has announced its board has confirmed the appointment of an independent, non-executive chairman for the ANCA group board.

Pat Boland, joint co-founder said: "After a rigorous interview process, with several high-quality applicants, the board has appointed **Graeme Billings** to this role."

"Graeme comes from an impressive business background as both a senior manager, independent director and chairman for several of Australia's best companies," he concluded.

After his appointment, Billings said: "The ANCA Group is a great success story. I look forward to working with the board and management in pursuit of the company's long term growth strategy."

Formally a senior partner at PricewaterhouseCoopers, as well as leading the firm's Global Industrial Products sector, Graeme has extensive experience in assurance, transaction and consulting services with multinational and Australian companies in the automotive, construction and general manufacturing industries, spanning a 34-year period.

Billings also draws on his experience with acquisitions, mergers and other business investigation areas, including succession planning. In addition, he was a regular media commentator on the industrial products sector.

Billings lives in Melbourne with his wife and they have three children. He is a passionate sports fan and particularly enjoys AFL, cricket and golf.

This position is effective immediately. (www.anca.com)



AGMA

WELCOMES NEW BOARD MEMBERS

The American Gear Manufacturers Association (AGMA) recently announced the election of Jim Bregi, president of Doppler Gear as the new AGMA chairman of the board, at the AGMA Annual Meeting held March 30–April 1 in Palm Springs, California.



(Left) Jim Bregi, Doppler Gear and Dean Burrows, Gear Motions, Inc.

Other changes to the board include a new chairman emeritus, treasurer, business management executive committee (BMEC) chairman and technical division executive committee (TDEC) chairman.

The new AGMA executive committee is: Jim Bregi, chairman, and president of Doppler Gear; John Cross, treasurer, and president, ASI Technologies, Inc.; Todd Praneis, TDEC chairman, and director of product development, Cotta Transmission; John Grazia, BMEC chairman, and president, GearTec, Inc. and Dean Burrows, chairman emeritus, and president of Gear Motions, Inc.

Additionally, AGMA welcomes four new members to its board of directors. These directors will serve a three-year term (2017–2020), effective April 3, 2017. The new board members were elected by AGMA corporate members in the first quarter of 2017, and announced during the AGMA Annual Meeting.

The newly elected board members are: Michael Engesser, president, Reishauer USA; Mike McKernin, president, Circle Gear and Machine Company; Cory Ooyen, president, Global Gear and Machining, LLC; and Greg Schulte, president, Bonfiglioli USA.

“AGMA is a member driven organization and these industry leaders will join our dynamic board at an exciting time in its history,” noted Matthew E. Croson, president of AGMA. “I look forward to working closely with them as we execute on our strategic plan and add value into the second century of AGMA’s history.” (www.agma.org)

Bonfiglioli

DISCUSSES EXPANSION, DIGITIZATION AND MARKET GROWTH

Bonfiglioli is one of the worldwide leaders in the manufacturing of gearboxes, gearmotors and drive systems. In the construction industry and the wind industry, the company holds a market share of 15 percent and more than 35 percent respectively. CEO Fausto Carboni recently discussed some of the latest innovations and projects during Hannover Messe in Germany.



Over the past three years, Asia and the Americas have become the company’s fastest growing regions with more than 20 percent growth with four major countries standing out - Brazil, China, India, and Russia. However, the EMEA region still represents the most important market for Bonfiglioli with almost 57 percent of total turnover. The rest of the turnover is split between the Americas, representing 20 percent, and the APAC region, with 23 percent and annual growth of 15 percent.

Strongly convinced that the factories are the starting point of the solution that brings value to its customers, the company is largely investing in its products portfolio and production facilities. Bonfiglioli is reinforcing its worldwide presence and capacities through the expansion of R&D centers, production lines and facilities such as the one in Forlì, Italy, focusing on mobile and wind dedicated solutions, as well as the opening of new factories such as the plant in Pune, India, entirely dedicated to gearboxes for industrial applications. These investments, along with the already announced EVO project, give Bonfiglioli the ability to respond efficiently to the market needs with complete integrated solutions to match a wide range of industrial, mobile, marine and wind applications.

The family owned company, also started its digital journey basing tomorrow's innovation on today's victories. From a product perspective, Bonfiglioli can already count on the monitoring of several existing product ranges providing a detailed condition monitoring of the drives in operation and thus, giving the opportunity to operate preventive maintenance, anticipate machine break-down and analyze a large set of drive operating data.

In order to make the customer relationship more efficient and effective, the company also started to improve its online services with the launch of the new Mosaico e-business platform. In fact, Mosaico guides customers, distributors and sales engineers through the process of selecting the right product for specific needs, providing support in the design activities and allowing them to track orders.

For the 2017 financial year, the Italian drive specialist predicts continuous positive growth despite the general market uncertainties.

In addition, Bonfiglioli USA, a subsidiary of Bonfiglioli Riduttori S.p.A., recently announced the election of President Greg Schulte to the board of directors for the American Gear Manufacturers Association (AGMA). Schulte was elected to a three-year term by AGMA corporate members, effective April 3, 2017.

Schulte joined Bonfiglioli in 2002 as sales manager of the Mobile Solutions Division North America prior to becoming vice president of sales. He surpassed the company's aggressive growth strategy and sales grew by over 1,000 percent, giving the company a dominating presence in the U.S. and leading the way to further development and expansion.

In 2008, Schulte became president of Bonfiglioli USA. Under his leadership, the company has seen consistent year over year growth and has become one of the top performing branches within Bonfiglioli Group worldwide. Both he and the Company have been recognized for leadership and growth during his tenure, including Greg's nomination as Ernst & Young Entrepreneur of the Year (2009) and the company's numerous awards and nominations for growth including Inc. 5000 (2014 nominee), Fast 55, Emerging 30, Tri-State Success Award, Thoroughbred Award, MANNY Award and Green Energy Award. Schulte has been an active member of the AGMA and served on the AGMA Foundation board of trustees. He is an active volunteer with other local non-profit organizations as well. He resides with his wife, Julie, and family in Union, KY. (www.bonfiglioli.com)

B&R

RECEIVES VISIT FROM CANADIAN AMBASSADOR

Canadian Ambassador to Austria Mark Bailey recently visited industrial automation provider Bernecker + Rainer (B&R) in Eggelsberg. Meeting with Managing Director Hans Wimmer, Bailey learned about the company's latest products and other factors that have contributed to its rapid growth around the world — including in Canada.

B&R is a key strategic partner for Canadian machine builders in industries ranging from packaging and plastics to special-purpose machinery.

"Our highly qualified team of support, development and sales engineers accompany our customers through every step — from conceptual design to software implementation and even intelligent service concepts," says Christian Kastinger, who oversees B&R's sales activities in North America. "With our offices in Toronto and Montreal, we are close to our customers in the hotbeds of Canadian machine building."

Wimmer and Kastinger led the ambassador on a tour of B&R's own smart manufacturing operations.

"What I've seen here at B&R has been very impressive. Industry 4.0 and Industrial IoT are the talk of global industry, and here in these ultra-modern facilities you can experience them in action," said Bailey. (www.br-automation.com)



(Left to right) Embassy Counselor Simon-Pierre Rhéaume, Managing Director Hans Wimmer, Canadian Ambassador Mark Bailey and Sales Manager Christian Kastinger.

Altair

WINS 2016 BOEING PERFORMANCE EXCELLENCE AWARD

Altair's product development services division Altair ProductDesign is honored to receive a 2016 Boeing Performance Excellence Award. The Boeing Company issues the award annually to recognize suppliers who have achieved superior performance. To qualify for the award, Altair maintained a silver composite performance rating for each month of the 12-month performance period, from Oct. 1, 2015, to Sept. 30, 2016. Altair has received this award for outstanding achievement for the fourth year in a row and for the fifth time in the last seven years.



"Altair ProductDesign is honored to receive this award for a fifth time," said Mak Gilbert, program manager at Altair ProductDesign. "We truly value Boeing's appreciation and recognition of the consistently smart, hard work our engineers conduct daily to support their design of lightweight, high performing aircraft," he said.

The Altair ProductDesign approach to aerospace design includes an aggressive application of simulation technologies upfront in the development process. This 'Simulation Driven Innovation' philosophy allows the company to find the optimal balance between weight, performance and cost for products being developed and results in a program with reduced risk and shorter cycle times to deliver an aircraft, helicopter or spacecraft that meets functional attributes and mass targets on time.

"We are delighted to have been chosen once again by Boeing. We strive to help Boeing produce great products that are engineered for performance, efficiency, and safety. This award is an outstanding recognition of the exceptional Altair engineers that support Boeing engineering goals and objectives," said Brett Chouinard, chief operating officer, Altair. (www.altair.com)

Cone Drive

EUROPEAN EXPANSION RESULTS IN GROWTH OPPORTUNITIES

Cone Drive expanded its global footprint in early 2016 by establishing a sales office in Europe. The move has proven to be a resounding success with strong interest in Cone Drive's precision motion control and high torque dense power transmission solutions. Cone Drive appointed Mike Page, an industry veteran offering 25 years of experience in the industrial mechanical and power transmission industry, as director of European sales and his focused attention on the European manufacturing community has resulted in mounting growth opportunities for Cone Drive.



"Cone Drive, the Global Precision Motion Control experts, have brought together an impressive package of Precision Motion Control and High Torque Dense Power Transmission solutions for the European market. From our proprietary double-enveloping worm gear driven Servo Speed Reducers, our H-Fang Slew Bearings and Drives to our latest range of Harmonic Solutions, we are able to support precise positional accuracy and higher torque demands where performance in a quiet, compact package is required," Page said.

(www.conedrive.com)

C&U Americas

RECEIVES VALUE IMPROVEMENT AWARD



C&U Americas recently received the 2016 Value Improvement Award from Hitachi Automotive Systems in recognition of outstanding value improvement and performance achievement. This award follows a previous citation in 2016 for the Hitachi Quality Award and is the second Value Improvement Award presented to C&U Americas since 2014. Matt Unsworth, director of sales and Rich Peterson, director of engineering, accepted the award on behalf of C&U Americas at the 6th Annual Hitachi Automotive Systems Supplier Awards held at the ECU Center for the Arts in Richmond, KY on April 25, 2017. (cubearing.com)

Schaeffler

CELEBRATES FORT MILL EXPANSION

Schaeffler Group USA Inc., a global manufacturer of precision components for the industrial and automotive sectors whose South Carolina roots stretch back to the 1960s, recently celebrated the grand opening of its expanded manufacturing plant and new administrative building in Fort Mill, S.C. The project resulted in the creation of over 100 South Caroli-



na jobs. For almost 50 years, Schaeffler has demonstrated its strong commitment to the Palmetto State through dramatic investments and expansion projects totaling over \$1 billion and counting.

The grand opening celebration featured over 100 invited guests and dignitaries, including The Honorable Henry McMaster, Governor of South Carolina; H.E. Dr. Peter Wittig, Germany's Ambassador to the United States; the owners of the Schaeffler Group, Maria-Elisabeth Schaeffler-Thumann and Georg F. W. Schaeffler, as well as Klaus Rosenfeld, CEO of Schaeffler AG.

"Schaeffler is excited to celebrate another milestone in our five-decade partnership with the State of South Carolina," said Schaeffler America CEO Bruce Warmbold. "The increased production capacity in our Fort Mill 1 plant enables our company to offer more job opportunities for residents of the Palmetto State as well as more high-tech solutions to our automotive and industrial customers. Schaeffler is grateful to Governor Henry McMaster and the State of South Carolina for their continuing support of Schaeffler's operations as we work to help shape Mobility for tomorrow."



"South Carolina's manufacturing industry is one of the fastest growing in the world, and we have fantastic companies like Schaeffler to thank for that," said Governor McMaster. "Each time a company like this one commits to our state and invests in our people, it shows that our State is a great place to be doing business. Today's celebration is just one of many that we know the partnership between Schaeffler and South Carolina will produce in the years to come."

Schaeffler Group USA Inc.'s latest \$36.5 million capital investment, which generated approximately 105 additional jobs, resulted in the construction of a new administrative office building, the expansion of one of two factories located on the company's Fort Mill campus, and a reworked plant entrance to accommodate the growth and increase in traffic.

The factory expansion, which creates almost 35,000 sq. ft. of additional manufacturing space in the company's Fort Mill 1 Plant, increases capacity in stamping, heat treatment and assembly for thrust bearings used in 8-, 9- and 10--speed automatic transmissions. Meanwhile, the brand-new administrative building encompasses over 64,000 sq. ft. of office space, including state-of-the-art workstations, a multimedia conference center for regional meetings, and a full-service employee cafeteria.



The York County expansion is part of a \$164 million capital investment in Schaeffler's South Carolina operations - which include facilities in Spartanburg County and Chesterfield County - that was announced back in January 2015. Collectively, the investments are expected to create more than 440 new jobs in the Palmetto State. (www.schaeffler.us)

ATI Industrial Automation

SETS DATE FOR TECHNOLOGY FAIR

ATI Industrial Automation will hold its Annual Technology Fair on August 10, 2017 at its Orion Township, Michigan facility. The one-day educational event will focus on "Applications Advancing Automation," providing attendees the opportunity to learn more about ATI's products and hear from the industry-leading experts that use them every day. The event will feature educational seminars hosted by ATI's distinguished customers, as well as live robotic demonstrations of ATI's Tool Changers, Multi-Axis Force/Torque Sensors, Robotic Collision Sensors and Robotic Deburring Tools. Attendees will have the opportunity to discuss their specific automation challenges and possible solutions with ATI account managers, engineers and personnel from automation partner companies who will also be on hand.

ATI's passion is helping to solve unique automation challenges and elevate processes. The Technology Fair is designed to benefit both those considering an initial foray into



robotic automation, as well as those looking to upgrade or enhance their existing robotic lines.

The event takes place August 10th. Lunch will be served; special guests and a detailed schedule will be announced soon. The event will run from 8:00 am to 4:00 pm. (www.ati-ia.com/TechFair)

Force Control

RELEASES NEW POSIDYNE CLUTCH BRAKES CATALOG

A new 16-page, full color catalog from Force Control Industries details the Posidyne line of clutch brakes featuring Oil Shear Technology for long service life with no maintenance or adjustment. Ideal for high cycle count applications (up to 250+ CPM), from 240 to over 78,500 lb/in torque ratings, they are available with air or hydraulic actuation. Totally enclosed sealed housings allow them to operate in severe environments. Various cooling options include fan, water, oil-to-air and forced lubrication. Washdown, Marine Duty, severe and hazardous duty options are available. This new literature is available in print by request, or can be downloaded at the website. (www.forcecontrol.com)

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