

## Nord Gear

CELEBRATES 40<sup>TH</sup> ANNIVERSARY IN THE UNITED STATES WITH 6<sup>TH</sup> EXPANSION

Delivering double-digit sales growth for three consecutive years, Nord Gear Corporation is expanding for the sixth time since it built its North American headquarters in Waunakee, Wisconsin in 1983. This year, Nord is also celebrating its 40th anniversary in the United States. The global company began U.S. operations in 1979 in nearby Middleton, Wisconsin, sharing a building with Fristam Pumps — a continuing long-time customer.



Nord's newest expansion will add 86,000 square feet of office and manufacturing space. This will help Nord increase the company's capacity and ensure a continued short lead time delivery. The company currently delivers 22 percent of customer orders same day or next day, and 44 percent within five working days, including custom orders. Nord's main products include gearboxes, motors and frequency inverters as well as industrial gear units.

Expanding its U.S. production capabilities, Nord also added a \$6.2 million building expansion and new paint line in Wisconsin last year. Torsten Schultz, Nord's U.S. president, explained, "We continue to grow, so we almost tripled our capacity with our new paint line. On a daily basis, we currently assemble on average 650 gear units and 300 motors." He added, "We're also expanding our facility on Charlotte, NC by 15,000 square feet this year."

Schultz said one of the reasons for Nord's success is its strong engineering support and customer service. The company employs about two dozen engineers that help customers create solutions for their power transmission challenges. "Our top business growth areas are in the warehouse logistics, airports, food and beverage industry, and the grain industry," he explained.

"So whether customers are designing new baggage handling systems, conveyors for warehouses, or mixing tanks for food processing, Nord offers engineering support."

In Waunakee, Nord employs 325 people. Across the United States, Nord employs nearly 425 people.

"With our continuing growth, we're always looking for talented people to join our team." He concluded, "Come grow with us. We offer a great work environment for customer service, administrative, sales, technical and production people."

Information about Nord and career opportunities are listed on the website below. ([www.nord.com](http://www.nord.com))

## Freudenberg Sealing Technologies

ANNOUNCES COO RETIREMENT

Freudenberg Sealing Technologies recently announced that chief operating officer (COO) **Dieter Schaefer** will retire June 30, 2019. Schaefer, who is widely praised for his contributions to Freudenberg's intense focus on quality and digitalization, has agreed to consult with the company for an additional two years upon his retirement.

"We thank Dieter Schaefer for his extraordinarily successful work during his nearly 20 years at Freudenberg and look forward to his continued support. The concepts of operational excellence and continuous improvement in manufacturing have been inseparably associated with him at Freudenberg Sealing Technologies. Under his leadership, we have significantly increased the company's performance capability and manufacturing efficiency — and thus product quality — through the systematic use of such methods as Lean and Six Sigma," said Claus Möhlenkamp, chief executive officer (CEO).



He went on to praise the COO's other contributions. "Schaefer also recognized the potential of digitalization for our company early on and, among other measures, standardized large portions of the purchasing process. With the integration of industrial software into our production processes, he laid the foundation for Freudenberg Sealing Technologies' success today. This has uniquely positioned the business group for success around the globe."

Upon Schaefer's retirement, the Freudenberg Sealing Technologies board of management will be restructured from four to three members. Claus Möhlenkamp will continue as chief executive officer with responsibility for strategy, sales, human resources and communication. Ludger Neuwinger-Heimes will continue as chief financial officer (CFO) in charge of finance, information technology (IT) and mergers and acquisitions. Dr. Theodore Duclos, chief technology officer (CTO), will continue to oversee the company's innovation

management, process technology, product and material development, quality management and occupational health and safety. In addition, Duclos will also take over Schaefer's responsibilities as COO and will direct the operations, lean, supply chain management and purchasing areas.

Schaefer studied business administration at the University of Münster and then served in professional posts in Germany and abroad for the Hoesch, Kabelmetall and Jungheinrich companies. In 2001, he joined Freudenberg Sealing Technologies, the largest business unit of the Freudenberg Group, and initially worked in various leadership roles in manufacturing and as a plant manager. In 2005, Schaefer was promoted to head of Freudenberg's Special Sealing Products business area before taking over the largest area of the company: the oil seals division, whose best-known core product is the Simmerring. Schaefer has been a member of the Freudenberg Sealing Technologies' board of management of the since 2012. He is married and has three adult children. ([www.freudenberg.com](http://www.freudenberg.com))

## Sulzer

SIGNS PARTNERSHIP WITH KATO ENGINEERING

Following on from the recent agreement with Nidec for the sales and servicing of medium voltage variable speed drives, Sulzer has signed a partnership deal with Kato Engineering to provide repair and maintenance services for generators in North America and Australia.

Sulzer has considerable expertise in generator repair as well as providing maintenance services to customers for turbines, compressors, pumps, motors and gearboxes, so adding the Kato generator range will provide greater product coverage. Similarly, the level of expertise offered to existing Sulzer customers will now be available to all those operating Kato generators.

The Kato range of generators is in operation extensively in the oil and gas, mining and power generation sectors. As such, they provide vital power supplies and their continued reliability is enhanced by periodic maintenance and planned repair. Now, these services will be more accessible by using Sulzer's global network of service centers, which are equipped to deliver fast and cost-effective solutions.



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Nicolas Troussard, head of business development electromechanical services, explains: “As a reseller, distributor and an authorized service center for motors and generators, Sulzer has a global presence that can offer many benefits to customers with equipment from Nidec and Kato. This agreement brings Sulzer’s expert maintenance capabilities in close proximity to Kato’s customers, giving them access to local expertise and support. For Sulzer, it reinforces the product offering for our existing customers, and it strengthens our position for distributed power applications in mining, oil and gas and the offshore sectors.”

For the customer, receiving local maintenance support that is backed by the original equipment manufacturer (OEM) in terms of technical drawings and parts, ensures a fast response and a reliable service.

Corey Hansen, senior manager aftermarket business at Kato Engineering comments: “Sulzer has a global presence and a strong reputation for services of a variety of electromechanical products. Kato Engineering is actively looking to expand our service network to ensure strong global coverage and service support strategically located close to our product in the field. This Authorized Service Agreement with Sulzer has provided the opportunity to partner with an established company that has hands-on experience with our products. This Agreement will be complimentary to our Aftermarket Parts, Remanufacture, and Field Service capabilities that we have internally operating out of our three North American facilities.”

Sulzer’s relationships with OEMs such as Kato, Nidec ensure that customers receive the best possible service in terms of accessibility, speed and quality. With its own in-house, high voltage coil manufacturing facilities in Birmingham, UK and Brisbane, Australia, combined with its core engineering expertise, Sulzer has all the specialist skills required to meet OEM standards.

Jim Mugford, president and global head of Sulzer’s electromechanical services, concludes: “This further development with Kato generators reinforces the need for high-quality service and technical expertise in modern industrial applications. Our global service center network together with our extensive knowledge and experience will ensure that customers receive the highest standard of service.” ([www.sulzer.com](http://www.sulzer.com))

## Timken

### ACQUIRES DIAMOND CHAIN COMPANY

The Timken Company has acquired The Diamond Chain Company from Amsted Industries. Diamond Chain is a leading supplier of high-performance roller chains for industrial markets. The company serves a diverse range of sectors, including industrial distribution, material handling, food and beverage, agriculture, construction and other process industries. For the 12 months ended March 31, 2019, Diamond Chain posted sales of over \$60 million.

“The acquisition of The Diamond Chain Company adds another strong industrial brand with a reputation for quality, reliability and performance to Timken’s growing power transmission portfolio,” said Richard G. Kyle, Timken presi-



dent and chief executive officer. “Diamond Chain is a premier brand in the North American distribution channel and is an excellent strategic fit with our Drives chain business. The acquisition expands our leadership in roller chain, builds on our strong position in distribution and adds depth to our manufacturing capabilities in Asia. We expect to drive significant synergies with the combination of Diamond Chain and Drives.”

Founded in 1890 and headquartered in Indianapolis, Indiana, Diamond Chain has manufacturing operations in the United States and China. The company employs approximately 370 people.

With the acquisition of Diamond Chain, Timken’s power transmission portfolio now accounts for roughly one-third of Company revenues (reflects pro forma full-year revenues for acquisitions made within the past 12 months). Timken expects Diamond Chain results to be reported mostly through Timken’s Process Industries business segment. The acquisition was funded with cash on hand and through borrowings under existing credit facilities. Timken expects the acquisition to be accretive to adjusted earnings in 2019. ([www.timken.com](http://www.timken.com))

## Posi Lock Puller

### INTRODUCES NEW BRAND IDENTITY

The award-winning global manufacturer of gear and bearing pullers, Posi Lock Puller Inc. recently announced a new brand identity for its company and brands.

“Following the incredibly successful opening of the European warehouse and showroom, back in February, and our forthcoming expansion plans around the world — it was



an opportune time for us to introduce to the world our new graphic identity, reflecting our heritage of innovation dating back 40+ years,” said Tamara Somerville, CEO of Posi Lock Puller, Inc.

Posi Lock’s new brand identity includes a refreshed look and feel, including a beautiful new logo that reflects the core principles of the brand — strength, speed and safety. The new iconic imagery highlights the company’s patented “Safety Cage” design, through which Posi Lock has set the standard for safety, durability and simplicity of use for more than four decades. The company will unveil a new website soon.

In 1974, Dean Somerville, the founder of Posi Lock, was operating a machinery repair shop and a farming operation in the small North Dakota town of McHenry. With his inventive spirit and mechanical background, Somerville saw the need for a self-aligning, universal puller that could remove gears and bearings safely and quickly. His new puller design included a Safety Cage that would control the opening and closing of the pulling jaws, as well as provide the tool with clamping pressure. The new caged puller was patented in 1977 and given the name “Posi Lock Puller”, for its unparalleled clamping design. Till date, Posi Lock design and features remain the leader in its field.

“Our new brand identity is represented by a new logo celebrating the core product and heritage, bold color schemes and a new company presentation is a salute to Dean Somerville’s creation, our unique family-oriented corporate culture and a strong signal of the company’s bold new ambitions to grow globally,” said Somerville. ([www.posilock.com](http://www.posilock.com))

## AGMA

### ANNOUNCES ADDITIVE MANUFACTURING PUBLICATION FOR GEAR MAKING

The American Gear Manufacturers Association (AGMA) announced the publication of an emerging technology document, Additive Manufacturing Technologies for Gears recently at the AGMA/ABMA Annual Meeting in Scottsdale, Arizona. This paper is part of the AGMA Emerging Technology Committee’s commitment to bring information on disruptive technologies to the AGMA membership. Kirk Rogers,



**American  
Gear Manufacturers  
Association**

Ph.D., Senior ADDvisorSM of The Barnes Group Advisors was brought on to author the paper with significant input from members of both the AGMA Emerging Technology Sub-Committees on 3D Metal Printing and New Materials.

“I’m excited that the committee had been able to oversee the generation of this paper as it fills a key need for AGMA members, obtaining an overall understanding of metal additive manufacturing and how it may affect gear manufacturing

directly. There are a lot of assumptions and misunderstandings in reference to metal AM,” said Justin Michaud, president, R.E.M. Surface Engineering and chair of the AGMA 3D Printing subcommittee, “This paper will help address these issues by providing enough information to complete a high to medium level evaluation of the technology without overwhelming the reader.”

The transition of the 3D printing technologies from legacy uses in rapid prototyping to true manufacturing is already taking place in the aerospace, defense and medical implant industries. The AGMA Emerging Technology Committee worked to provide a look at this technology with focus directly placed on gears. This paper discusses the seven different additive manufacturing technologies in metal printing, as defined by ASTM Committee F42, that are well-known for the ability to reduce the price of complex components, reduce the number of assembly parts in high-level assemblies, and to provide next generation performance by enabling complex designs.

- The paper discusses opportunities for the power transmission industry in additive manufacturing (AM):
- Manufacture complex geometries such as internal cooling or lubrication channels
- Reduce gear system inertia through the use of advanced designs that are difficult to manufacture conventionally
- Improve durability by the use of multiple optimized materials in a single part
- Change the cost of manufacturing by only placing material where it is needed
- Reduce product development time and time to market; and
- Improve safety, repeatability and assist humans with aids and tools.

The paper also discusses disruptive AM technologies that may impact power transmission. It highlights specifically, gear materials and additive manufacturing.

“This paper provides AGMA members with a snapshot of the current state of 3D printing metal and where it is beginning to intersect with the gear industry.” stated Mary Ellen Doran, AGMA director, Emerging Technology. “There is a lot of information out there on additive right now. But this paper is unique in that we worked to keep the focus on how this technology may directly be used to make gears. We hope that this is just a springboard for more activity by AGMA committees in this area.”

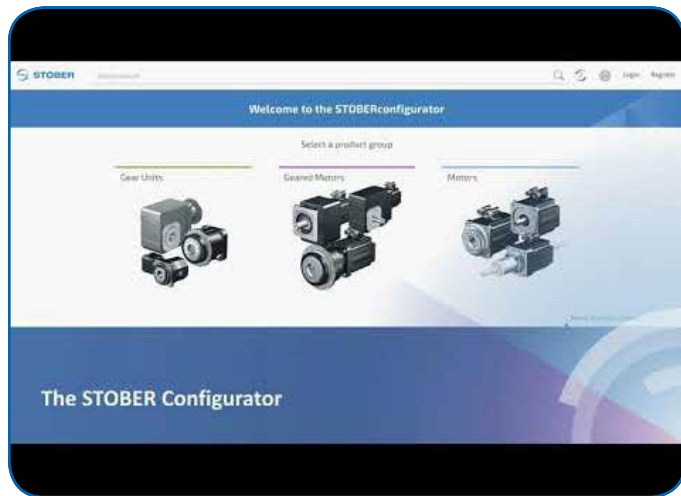
The paper, Additive Manufacturing Technologies for Gears, is currently available in the store on the AGMA website at [www.agma.org](http://www.agma.org). It is free for members and is available to non-members for \$99. ([www.agma.org](http://www.agma.org))

# Stober Drives

RELEASES LATEST VERSION OF STOBER CONFIGURATOR

Stober has released the next version of Stober Fits with the Stober Configurator. This project has been in development for over 2.5 years and meets many of the requests our users had, such as on-demand CAD drawings.

With the new Stober Configurator, engineers and designers will save time in product selection and designing. Before the configurator, they searched through catalogs to find the right solution, request information in multiple places, and use type code values. Now, everything is a simple click away.



Quickly and easily search for gear units, geared motors, and motors. Intuitive navigation and modern design make using the tool fast and easy. Numerous filters and comparison options are available. Results can be sorted based on price, performance, or size. Users can then configure the product to meet their application requirements. For example, with geared motors, users can pick their shaft and housing style along with mounting position.

Designers can access technical data sheets, dimensional drawings, and 3D models. They can also request a quote. All configurations can be easily shared or saved. (*configurator.stober.com*)

## Omron

DONATES DESIGN AND ROBOTICS LABORATORY TO UNIVERSITY OF HOUSTON

The University of Houston's Cullen College of Engineering recently unveiled a cutting-edge laboratory donated by the Omron Foundation, the charitable arm of automation solutions provider Omron in the United States. Designed for electrical and computer engineering students, the lab includes advanced technologies and equipment donated by Omron.

At the lab's opening ceremony, UH faculty and Omron representatives looked at a variety of senior capstone projects, including a sorting robot and a mobile robotic billboard. The lab contains an area dedicated to senior design projects, which provides real world design experience, which is helpful for gaining employment after graduation.

"Prospective employers will expect them to speak intelligently about what they worked on for their design project so the experience they gain at this stage is very important," says Len Trombetta, the associate department chair. "This makes our graduates very marketable because these are skills companies want. We're grateful to Omron for making this possible."



Omron Automation Americas President, CEO and COO Robb Black described the importance of preparing today's students for the latest challenges in engineering and manufacturing. "We want to bring the skills they have learned in school into the manufacturing sector," says Black. "I think it's a great way for students to learn real-world technology and apply it once they leave."

Omron Foundation has been supporting the Cullen College's electrical and computer engineering students since 2010, when it established the Omron Scholarship in electrical engineering and sponsored a team of students applying their engineering knowledge to real-world industry problems in the Capstone Design course. Omron also provides one-on-one mentoring to UH engineering students. (*www.omron.com*)

## AD

ANNOUNCES COMPLETION OF IDI MERGER

AD, the member owned buying/marketing group, announced the completion of the merger with IDI Independent Distributors Inc., effective April 1, 2019. IDI is now AD Canada Industrial & Safety. Key merger highlights include bringing 103 independent industrial Canadian distributors with over 364 locations into the AD family; welcoming 21



new employees and a distribution center located in Mississauga, Ontario as part of the transaction; and AD Canadian members now representing 20% of AD consolidated sales. Rob Dewar, IDI president, is now the president of AD Canada Industrial & Safety. ([www.adhq.com](http://www.adhq.com))

## Motion Industries

NAMES SENIOR VICE PRESIDENT — SOUTHEAST GROUP

Motion Industries, Inc. has named **John Watwood** group senior vice president of the company's Southeast Group — effective May 1, 2019.

A graduate of University of North Alabama (MBA) and University of Alabama at Birmingham, (BS Industrial Distribution/Marketing), Watwood has over 20 years of experience in the industry. He has worked in various positions with AIT, Fluid Engineering and SMC before joining Motion Industries in 2008 as a fluid power specialist based out of Mississippi. Watwood quickly worked his way up to branch manager positions in Columbus, MS, and Nashville, TN, before earning a promotion to division vice president, general manager of the Nashville division in 2014.

Kevin Storer, Motion Industries executive vice president U.S. Operations, said, "John's experience, expertise, and leadership style are well-suited for this expanded role and will allow him to move with agility toward success. We are excited that he has accepted the challenge to grow our Southeast market and enhance our initiatives with a fresh perspective."

"John brings an intensity we need in the current market, along with the ability to drive strategic change through efficient operational execution. We look forward to seeing the Southeast Operating Group's future accomplishments resulting from his influence," said Randy Breaux, president at Motion Industries. ([motionindustries.com](http://motionindustries.com))



## Twin Disc

ANNOUNCES WISCONSIN EXPANSION

Twin Disc, Inc. is near completion of an expansion project in Wisconsin.

The 39,000 square-foot North American Aftermarket Distribution Center offers three times the capacity of the current location, and provides dedicated aftermarket resources and shipping flexibility. It is located at 2000 S. Sylvania Avenue, Sturtevant, Wisconsin, adjacent to the I-94 Corridor between Milwaukee and Chicago and is just six miles west of the Global Manufacturing Headquarters in Racine.

The state-of-the-art facility has increased capacity and storage racking, uses advanced equipment including a



Vertical Lift Module (VLM) for small components and applies lean strategies to create exceptional value for Twin Disc customers.

"The North American Aftermarket Distribution Center will be a much-needed hub for stocking and shipping all of our spare parts," said Jorge Colorado, director, aftersales and service of Twin Disc. "This added distribution space will improve and streamline our aftersales operations and provide a greater customer experience by increasing our efficiency."

The Center opened on May 14, 2019, with operations running at peak performance by June 3, 2019, the North American Aftermarket Distribution Center will allow Twin Disc to meet growing distribution and aftermarket demand. ([www.twindisc.com](http://www.twindisc.com))

## Gilman Precision

ADDS TO BUSINESS DEVELOPMENT TEAM

Gilman Precision, manufacturer of customized linear and rotary motion systems, is delighted to announce the addition of **Matt Fritschel** to their sales force as a business development specialist.

Fritschel will oversee the Midwestern territory consisting of Wisconsin, Illinois, Minnesota, and Iowa. Within this role, he will generate clear lines of communication to foster positive relations between customers and Gilman engineers. Fritschel will also use his skills to address specific customer needs to develop the most efficient solution to their linear or rotary motion challenge.

Fritschel has 12 years of business-to-business sales experience, with 10 being in the manufacturing sector. His previous positions, including sales representative at Western States Envelope & Label and operations specialist at Direct Supply, have developed his detail oriented, customer-focused sales personality. He is regarded by his colleagues to be diligent in his work and to possess strong interpersonal skills. Fritschel is pleased to join the Gilman team "to help customers find correct, long-term solutions to their needs."

Doug Biggs, vice president of sales and marketing, commented: "We are very excited to have Matt join our business development team. We are certain his experience and abilities will prove beneficial in creating new opportunities and complementing Gilman's customer-minded mission." ([www.gilmanprecision.com](http://www.gilmanprecision.com))

