

Kan

APPOINTED CHAIR OF CMTA

Bishop-Wisecarver Corporation president Pamela Kan was appointed chair of the California Manufacturers and Technology Association (CMTA) Board of Directors at the trade organization's annual meeting. The CMTA is a



Pamela Kan

nonprofit that works to improve the business climate for California's 3,000-plus manufacturing, processing and tech companies—like Bishop-Wisecarver, which manufactures linear and rotary guided motion technologies. Kan became a member in 2004 and stepped up to the governing board in 2008. She joined Bishop-Wisecarver in 1991 as a corporate programs director, was appointed president in 2000, and acquired controlling shares of the company in 2009.

Kan's experience as a small business executive, as a woman in manufacturing and as a second-generation owner of her company, will make her a powerful advocate for other manufacturers in California, said CMTA president Jack M. Stewart. She grew up in the business, he noted. Kan's father, Bud Wisecarver, founded Bishop-Wisecarver.

"California manufacturers are indeed fortunate to have Pamela Kan serve as their chair of the California Manufacturers and Technology Association for the next two years," Stewart said. "She brings an extraordinary level of enthusiasm and personal commitment to the job. As a small business owner who has to compete in a cost-competitive global market, Pamela will provide a wealth of operational knowledge to CMTA through her experience as president of Bishop-Wisecarver Corporation."

"I think it will be a very interesting two years for our state in terms of manufacturing and the laws that govern it," Kan said. "I am excited to help give manufacturing a voice in Sacramento." She said her main focus, however, will be to promote science, technology, engineering and mathematics (STEM) education in California schools. "The CMTA is working on building an education platform and I am very eager to be a part of that work," Kan said. "Having an education system in our state that allows kids to graduate from high school with the foundation for a technical skills-based job is vitally important."

Kan has made it a priority for Bishop-Wisecarver to support education through sponsorships, mentorships and other community involvement. Her role at CMTA will give her a stronger, farther-reaching role in supporting STEM academics. "We once had one of the top educational systems in the country and the world and recent data now ranks our state 48 out of 50," she noted. "None of us should be satisfied with that performance for California and the future of our kids."

Hydraulic Institute

BROADENS ELIGIBILITY REQUIREMENTS

Hydraulic Institute (HI) members have approved a bylaw change which broadens eligibility for associate membership to include all corporations that manufacture products or develop software for ultimate use in or with pumps and pumping systems. The new bylaw permits corporations and firms engaged in the manufacture of such products as motors, variable speed or other drivers, seals and sealing systems, bearings, component parts, gears, couplings, gauges, instrumentation and controls, coatings, lubricants and lubricating systems or the design and development of pump-specific software, regardless of location where that manufacture occurs, to become associate members of HI, provided that the corporation or firm sells into the North American market.

Also eligible for associate membership are corporations or firms whose primary business is the integration, manufacture and assembly of pumps and pumping components into a system or modular solution. Eligibility is not dependent on the location of these activities, but rather on the provision that the corporation sell such products into the North American market.

By opening membership eligibility to new pump-specific manufacturing specialties, the institute gains additional expertise and manpower in the development of its highly regarded ANSI/HI pump standards. By joining HI, supplier and software companies become eligible for the many benefits available to HI associate members. For more information, visit www.pumps.org.

Dunkermotor

RECEIVES CUL CERTIFICATION

Dunkermotor, now part of Ametek Precision Motion Control, has received cUL certification for its brushless motors, intelligent servo motors and brush motors for use in applications that require compliance with Canadian safety requirements. This Underwriters Laboratories certification is in addition to existing UL certification in the U.S. and means that OEMs, distributors and users in Canada can be assured their choice of certified Dunkermotor components is compliant with the appropriate regulatory standards in North America. The new certification for Canada encompasses Dunkermotor's permanent magnet brush DC motors in 42, 51, 53, 63 and 80 mm frame sizes, as well as brushless DC (BLDC) motors in 42, 45, 65 and 75 mm frame sizes, including brushless motors with integral control intelligence (iBLDC).

"This new certification reinforces not only our commitment to our Canadian customers, but also our U.S. and other global customers who sell their products in the important Canadian market," said Wilfrid Vinson, president of Dunkermotoren USA, Inc. "We are proud to be among a select few motor manufacturers who can offer their global customers not

only UL and cUL certifications for the U.S. and Canada, but also CE and CCC certifications of our products, including brushed DC motors, in Europe and China.”

The newly certified motors, currently available in powers up to 530 watts (0.71 hp), are part of a complete family of modular components such as planetary and worm gearboxes, encoders, and brakes which offer virtually infinitely variable configurations to meet most OEM and specialty equipment builder application requirements. For more information, visit www.dunkermotoren.com.

Lenze

EXPANDS SALES AND MARKETING POSITIONS

Lenze Americas, a global manufacturer of electrical and mechanical drives, motion control and automation technology, has announced two strategic promotions that will align the company’s sales and marketing resources, drive revenue growth through stronger sales planning and execution, and expand and enhance management of its large national and global accounts.

Eric Klein’s director of sales role has expanded. In his new capacity Klein’s responsibilities include oversight of all Lenze field-based customer resources including the field sales, field service and customer program management groups. His successful sales team comprises a direct sales force, manufacturers’ representatives and distribution channels. Klein joined Lenze in 2006 as distributor sales manager and most recently held the position of Northeast regional sales manager. A graduate of Cornell University with a BS in engineering, Klein previously worked for Toshiba and Reliance Electric.



Eric Klein


“Klein is known for continuously improving sales strategies and maintaining a seamless line from Lenze customers to the factory. He brings to the position industry expertise in automation and motion control products, and plays a pivotal role in developing and strengthening customer relationships,” states Chuck Edwards, president, Lenze Americas.

Additionally, Deb Kling has been promoted to the position of commercial marketing director for Lenze Americas. Kling supervises Lenze marketing and customer service managers, in addition to overseeing agency relationships. Creating individual marketing and sales strategies for business opportunities, Kling drives distribution programs from a national level, complemented and supported by field sales initiatives. In her new role, Kling assumes expanded responsibilities for headquarters-based resources involved in marketing and



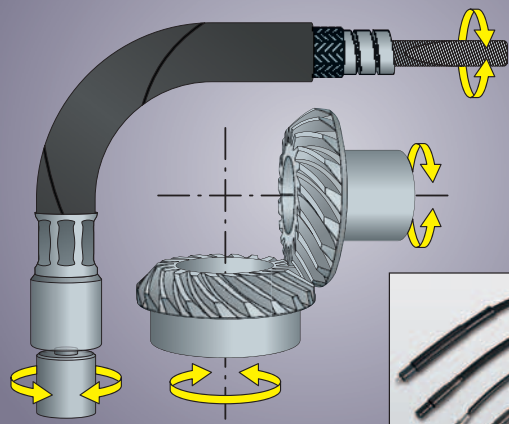
Deb Kling

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industry news

distribution programs, strategic marketing, customer service, and sales and applications support. In 2005, Kling began her tenure with Lenze as marketing manager, progressively assuming expanded responsibilities. Kling earned her BS in mechanical engineering from the University of Illinois and an MBA from Northern Illinois University.

“Kling’s product knowledge, strategic marketing background and enthusiasm for the motion control industry, coupled with her field sales and distribution management experience, make her uniquely qualified to be a leader in these areas,” remarks Edwards.

SDP/SI

APPOINTS EMT ENGINEERING FOR SALES REPRESENTATION

Stock Drive Products/Sterling Instrument-SDP/SI has announced the appointment of EMT Engineering Sales, Inc. as their exclusive sales representative in Canada, Illinois, Wisconsin, Minnesota, Iowa, North Dakota, and South Dakota. In making the announcement SDP/SI national sales manager



James Mastrorilli said, “This appointment will vastly increase our ability to provide superior service for the SDP/SI customers in these areas. EMT has a large and capable force of 14 representatives in Canada and the US Upper Midwest which will be able to provide additional service to our customers in both markets.” EMT Engineering Sales has 27 years of experience in the sales and marketing of electromechanical components to the commercial and defense OEM marketplace. Their organization is structured to provide the companies they represent complete territory management. This effort encompasses both the sales and marketing requirements necessary to excel in today’s rapidly changing environment. Companies represented include: Honeywell, EAO, Emcor Products Enclosures, Fisher Connectors, Jonathan Ball Bearing Slides and Madison Cable, to name just a few.

Eriez

NEW PENNSYLVANIA FACILITY UP AND RUNNING

Mike Mankosa, Eriez vice president of operations, recently announced the company’s newest facility, located in Erie, Pennsylvania, is up and running at full production. The Wager Road plant houses the Eriez 5-Star Service Center and handles manufacturing of Eriez’ largest equipment including Metal Recovery Systems, Column Flotation Cells and Hydroflow Fluid Filtration and Recycling Equipment.

Eriez purchased the 114,000-square-foot building, located approximately 15 miles from its Asbury Road world headquarters facility, in late 2011. The staff at the Wager Road facility is made up of a combination of new hires and existing employees who moved from the Asbury Road headquarters to the new building.

“2012 is an exciting time filled with milestones and new beginnings for Eriez,” says Tim Shuttleworth, Eriez president and CEO. “In this, our 70th anniversary year, we are experiencing phenomenal growth around the world and right here at home. In addition to our new building in Erie, the company’s operations in Canada, China and India have recently been moved from existing facilities to larger buildings in the area to meet our growing order demand overseas.”

Shuttleworth explains, “Our new Wager Road facility is an important component to our continued success as this additional space helps us accommodate our staggering domestic manufacturing volume so we can continue to meet customers’



deadlines and exceed expectations. In many ways, our recent expansions have been 70 years in the making. We are proud of how far our company has come since 1942, and we look forward to a bright future of unlimited potential.”

Force Control

PRESENTS TRAVELING ROAD SHOW

Force Control Industries, Inc., the manufacturer of oil shear clutches and brakes, brings their traveling Road Show to the western part of the United States and western Canada through October 2012. This unique vehicle provides the opportunity for hands-on demonstrations to maintenance, engineering, purchasing and plant management teams. This first-



hand experience allows company officials to better understand oil shear technology and how it can increase production while significantly reducing costs. The route includes Denver, Salt Lake City, Boise, Spokane, Calgary, Edmonton, Vancouver, Seattle, Portland, and San Francisco area. For more information, visit www.forcecontrol.com.

Altra

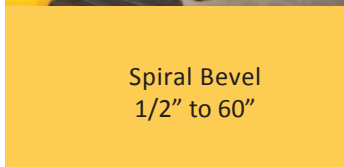
ACQUIRES LAMIFLEX

Altra Holdings Inc. announced that its subsidiary, Altra Industrial Motion Netherlands BV, has acquired privately held Lamiflex do Brasil Equipamentos Industriais Ltda. (“Lamiflex”). Lamiflex, headquartered in Sao Paulo, is the premier Brazilian manufacturer of high-speed disc couplings, providing engineered solutions to a variety of industries, including oil and gas, power generation, metals and mining. “Expanding our reach in emerging geographies is a key component of Altra’s strategic plan, and the acquisition of Lamiflex provides us with an important growth platform in Brazil,” said Carl Christenson, Altra’s president and CEO. “Lamiflex is a well-known supplier of high-quality coupling products to the Brazilian marketplace. The acquisition will provide Lamiflex with the resources required to continue its growth initiatives while, over time, serving as a launching platform for several other Altra businesses.” For more information, visit www.altramotion.com.

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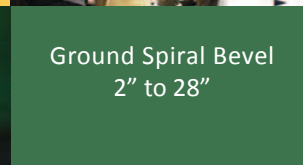
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