

# Seeking Suppliers

Last month's Gear Expo in Indianapolis provided a great opportunity to meet potential suppliers of mechanical power transmission components—mostly gears and gear drives, of course, but also a smattering of suppliers of bearings and motors as well.

We met with a number of gear manufacturers we'd never met before, including some new players in the industry, like bevel gear specialist Rave Gears from Seguin Texas, some newcomers to the North American marketplace, like plastic gear manufacturer Nichiei Ltd. of Japan, and a number of new faces at some of the companies we've known for many years.

Quite a few of those old regulars have expanded their manufacturing capacities, introduced new product lines or improved their processes over the past several years, enabling them to take on projects they couldn't previously handle, provide quicker turnaround or offer services they hadn't offered before.

So even if you thought you knew all the potential suppliers in the gear industry, you were probably pleasantly surprised to learn that the industry continues to evolve. Not only do suppliers come and go, but the technology they employ is constantly evolving as well. A number of gear buyers who visited the show told me they found a number of new potential gear manufacturing suppliers—including parts like plastic gerotors, splined shafts for oilfield equipment, automotive gears, complete actuator assemblies for medical devices and much more.

One particularly savvy gear buyer from Caterpillar told me he comes to the show not only to talk with potential suppliers of gears and geared parts, but also to better understand the technology those companies use to make the parts. A large part of understanding a gear manufacturer's capabilities is understanding the machinery they use to make the parts, he said. There's no better place for that than Gear Expo.

Unfortunately, attending trade shows can be expensive. And it's not just cost of meals, hotels, flights and so forth. It's the time away from work that really costs. So it's understandable that many of you probably didn't have the opportunity to attend Gear Expo.



Fortunately, we have a solution for you, in the form of our Buyers Guide. You can find it at our website, [www.powertransmission.com](http://www.powertransmission.com). And not only can you find suppliers of gears, but also bearings, motors, clutches, couplings, brakes, speed reducers and every other type of mechanical power transmission component. Hundreds of suppliers are listed there, ready to help you make your next project a success.

In addition, the next issue of the magazine will include a printed version of the Buyers Guide. This hands-on reference provides you with a quick and easy way to find the right supplier based on specific product categories.

We work very hard to ensure that this list is as up-to-date as possible, so you can be confident the information is accurate and reliable. With that in mind, we'd like to encourage all suppliers of mechanical components to make sure their companies are listed. To do so, just visit [www.powertransmission.com/getlisted.php](http://www.powertransmission.com/getlisted.php). There's no charge for being listed, so there's no excuse to put it off.

Just remember, the supplier base is continually changing. With new companies coming and going all the time, it pays to stay informed about which ones will make your next project most successful and profitable.

And as always, we're glad for whatever small part we're able to play in that.

A handwritten signature in black ink that reads "Randy Stott". The signature is fluid and cursive, with the first letters of "Randy" and "Stott" being significantly larger and more prominent than the rest of the letters.