

Siemens and Kuka

ANNOUNCE COOPERATION AT EMO 2013

Siemens Drive Technologies Division and Kuka Roboter GmbH have announced a comprehensive cooperation at EMO in Hannover. The central pillar of the cooperation is integration of Kuka robots and Siemens CNC solutions for loading machine tools. "With this joint approach, the two companies are strengthening the fundamental idea of integrated production and can, for example, develop new markets by close intermeshing of machine tool tasks and loading tasks," says Manfred Gundel, CEO of Kuka Roboter GmbH. "The CNC control from Siemens and the robot controls from Kuka are ideal for integrating robot and CNC technology. With this cooperation, we are deepening our many years of cooperation and together advancing intelligent automation solutions as outlined by the Industrie 4.0 project for the benefit of both partners and to expand business," says Dr. Robert Neuhauser, CEO of Business Unit Motion Control Systems at Siemens.



Dr. Robert Neuhauser, Siemens (left) and Manfred Gundel, Kuka Robotics (right).

Highly flexible and fully automated production today demands complete integration of robots into the production flow and into the automation environment. In this area, in particular, applications for robots and machine tools are growing together steadily as a result of new requirements and technological progress. Given these developments, Siemens and Kuka are strengthening their cooperation in automation and industrial robots. The aim is to be better able to serve industries with high automation requirements in loading and machining. With the shared development, customers will have access to new products and solutions that are coordinated optimally over their entire life cycle, from design, to production simulation, to engineering and the production shop level. Moreover, in the long term, the two companies will be including aspects of robot automation in their activities as outlined in the Industrie 4.0 project.

With this close partnership, Siemens and Kuka can offer end customers integrated solutions with a high technological demand and level of maturity and position themselves still better on global markets. At the center of the joint development and the closely meshed marketing activities is seamless, operator-friendly integration of the robot for load-

ing the machine tool. The companies will also develop scalable, integrated solutions for machining workpieces with robots, especially for lightweight construction. In this field, in particular, new materials such as composites require innovative machining concepts that the two companies will be intensively advancing as part of the cooperation.

Kuka will provide robot systems that make use of proven solutions in the field of CNC with Sinumerik from Siemens for integration with machine tools. The standard implementation of the concept includes loading by a Kuka robot, which is integrated in Sinumerik. A scaled offer is also planned ranging from a robot with additional CNC machining functionality to a robot as a pure CNC machining unit. Here, too, the aim is complete integration of the robot into the PLM processes. At EMO 2011, both partners have already presented the integration of the robot into the Sinumerik user interface as an application, for programming, teach-in, and diagnostics. The next step will now be the connection to CNC tasks.

Romax Technology

SELECTED FOR REMOTE MONITORING SERVICES

Infigen Energy, owner and operator of 24 wind farms across the USA and Australia has chosen Romax as its independent provider to support the company in reducing downtime costs on two of its wind farms currently being monitored in the United States. The company is benefiting from the Romax InSight Health Management Solution, a combination of technology and services that provide early warning of upcoming wind turbine failures. Up to 75 percent of the operational expenditure for a large wind farm is typically related to the site's O&M function. To be competitive in terms of the commercial cost per kilowatt hour of electric power generated, every detail of O&M needs to be made as efficient as possible.

Ashley Crowther, Romax VP Engineering, U.S., said "It's great that we are seeing InSight make significant cost savings to owners and operators in predicting turbine failure and correcting this through scheduled maintenance. InSight allows its users to understand their wind turbines and pro-



actively take control of maintenance to ensure maximum uptime and revenue with minimum cost.”

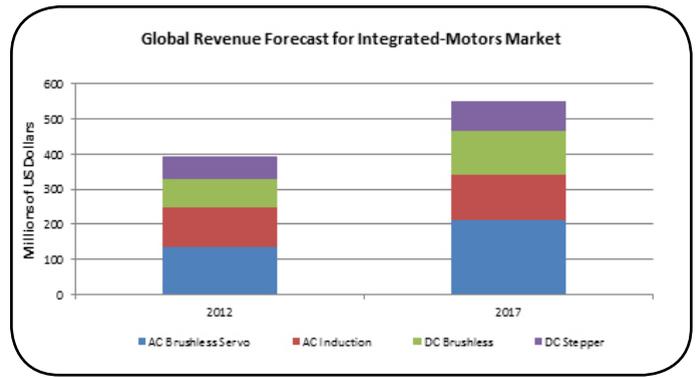
James Snelson, senior mechanical engineer for Infigen Energy, said, “We have chosen Romax to work on our 81 Siemens units in Texas in order to provide a fully transparent, third-party condition monitoring solution. I selected Romax because I felt very confident that they had the expertise and knowledge to meet our needs. A major plus was their level of communication, openness, willingness to collaborate and enthusiasm to drill down to the root cause of any problems.”

IMS

REPORTS ON INTEGRATED MOTOR MARKET

Integrated-motor suppliers offering this compact motor type with built-in electronics can look forward to a 40 percent increase in total market revenue by 2017, even though growth as a whole appears to be moderating, according to a new report from IMS Research, now part of IHS, a leading global source of critical insight and information.

Revenue for the integrated-motors market is projected to reach \$553 million by 2017, up from less than \$400 million in 2012. Brushless motors currently lead the way in growth, as shown in the attached figure, with more than 70 percent of additional market revenues from 2012 to 2017 expected to come from the sales of AC brushless servo and DC brushless integrated motors. For perspective, these products represented only 56 percent of market revenues in 2012.



Overall market growth last year, however, was limited by the recession in Europe, which accounted for 65 percent of total market revenue in 2012, noted the recently published report entitled “Integrated Motors – World- 2013.” Business will remain tepid this year, after which higher growth is expected from 2014 to 2017 as the market expands at more than 7 percent each year.

Despite the rise, projected growth rates remain below historical levels. IHS has tracked the integrated-motor market for more than a decade, and yearly growth rates in the past have averaged in the double digits. In particular, the market rose by more than 300 percent between 2002 and 2011.

“With a much higher global market size, the amount of revenue gained in the market each year would have to increase significantly for the historical growth rates to be maintained, and this has not occurred,” explains Michelle Figgs, motor



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controls and switchgear analyst at IHS. “Still, integrated motors continue to take share away from traditional motor and drive solutions, and motor suppliers are increasingly recognizing the importance of including an integrated-motor option in their product portfolios to prevent loss of market share.”

A high growth area for AC brushless servo integrated motors is the packaging industry, as the motors reduce costs associated with cabling and central cabinets for large machines with numerous axes in the low- to mid-power range. “Another advantage of integrated motors is their compact size, which is particularly beneficial in mobile applications like automated guided vehicles (AGVs),” Figgs added. “The increased use of AGVs to transport materials in distribution centers and hospitals, in turn, is driving growth in the market for DC brushless integrated motors.”

Meanwhile, revenue from the sale of AC induction integrated motors is also increasing, although at a slower rate than the other product types.

“AC induction integrated motors were the second-largest product type in 2012, accounting for 28.2 percent of total market revenue, but the transition from traditional motor and drive products in AC induction applications continues to be a slow one,” Figgs noted. Even so, phase 3 of the Energy-related Product (ErP) directive is expected to boost sales in this market in the Eurozone starting in 2017. The ErP is a framework for establishing minimum design requirements for energy-using and energy-related products.

Prospects for the integrated-motor market remain positive going forward, despite a market contraction in 2012 and limited growth this year. Total market revenue is forecast to expand at an average annual rate of 7.1 percent from 2012 to 2017, with AC brushless servo and DC brushless integrated motors leading the space in growth, while sales of DC stepper and AC induction motors rise at a rate below the market average.

Servometer

WELCOMES TECHNICAL SALES MANAGER

Servometer, the premiere U.S. manufacturer of metal bellows, custom electroforms, flexible couplings and contacts is pleased to announce that Fred G. Poelzing has recently joined the company as the technical sales manager. Poelzing has extensive experience in B2B sales management and customer service with a focus in aerospace, defense, science research and automation sectors. He will be responsible for the company’s growth and development of its products and services both domestic and foreign and will also oversee the management of the sales force including distribution partners and representatives. “Servometer offers a unique electrodeposition technology and I look forward to creating additional opportunities across its customer base and contributing to its expansion into new areas,” says Poelzing.

QA1

SUPPORTS PEKING TO PARIS MOTOR CHALLENGE

The 5th Peking to Paris Motor Challenge took place in June, with QA1 closely watching and supporting Mike and Peter Armstrong in their 1934 Dodge DR Special. Running QA1 Proma Star shocks in the rear, they finished strong in the longest and toughest challenge anyone can drive in a vintage or classic car. Peking to Paris is a rally that takes place every three years and is put on by The Endurance Rally Association. This year’s route ran from Beijing to Paris over 33 days and covered 28 cities in eight countries.



The Armstrongs, brothers from Australia, finished 11th in the Vintageant Category and earned Gold Medal Status. Receiving any medal is an amazing achievement, but the gold medal is reserved for the strictest adherence to the required schedule. Their QA1 Proma Star shocks helped them finish the 7,610 mile trip in 263 hours, 13 minutes and 16 seconds. This was their first rally of this type, but Mike has competed in the Targa Tasmania three times.

Mike Armstrong was impressed with the performance of his QA1 Proma Star shocks. “The one thing that failed on most cars in the rally were the shock absorbers,” he said. “The roads we traveled through Mongolia and Russia were unimaginably tough and the shocks were the weak link on virtually all cars. The fact that these QA1 shocks performed trouble-free is proof of their quality. I would only use QA1 products again on further rallies.” With QA1 Proma Star shocks in the rear, they chose to keep the original lever action shocks in the front. These original shocks caused a few issues throughout the journey, while the QA1 shocks were trouble-free. Read more about Mike and Peter’s adventure on their blog at www.pekingtoparis2013.tumblr.com.

The next Peking to Paris event is scheduled for 2016, and the route includes a stop at the foot of Mount Everest, a stop in Kathmandu and some of the highest altitude roads in the world in Tibet.

Marathon

POWERS INTO SECOND CENTURY

Founded in Wausau, Wisconsin, where it still operates today, Marathon was originally a timber and forestry business. However, it soon moved to electric motor manufacturing when an engineer left Westinghouse Electric and convinced the Wausau group that the small washing machine motor they had designed could be profitable.

Establishing quality-driven manufacturing processes, Marathon quickly became the motor supplier of choice for manufacturers of durable industrial and consumer products. Consistent growth meant that by the late 1940s, Marathon was producing over 300,000 electric motors a year.

Diversification followed with Marathon purchasing generator manufacturer Burke Electric of Erie, Pennsylvania. At the same time Burke's fuse and terminal block division in Bowling Green, Ohio, became Marathon Special Products. In 1986, Marathon became the world's largest independent producer of electrical generators when it purchased Lima Electric in Ohio.

Of course, Marathon always maintained its motor activity, steadily expanding into larger motors and new technologies, often innovating entirely new product categories, developing specialist motors and constantly reviewing materials and manufacturing techniques.



Marathon joined the Regal Beloit portfolio of brands in 1997, where it has since been joined by several other leading players in motor and related technologies. Today, its motor range embraces AC and DC motors from fractional to integral horsepower-sized, imperial and metric designs, NEMA, ISA and other standards, permanent magnet motors, specialist motors, etc.

As Marathon goes into its 101st year, research and development is at the heart of its operations. It is particularly focused on increasing the efficiency and reliability of motors and generators, and rising to the changing needs of motor users throughout the world. Customer service and global reach are also identified as key components for continuing success.

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Since 1918 Fabco Automotive Corporation has formed a reputation based upon innovative engineering, sophisticated manufacturing and responsive customer service. Today, we are a UL Certified TS16949 tier 1 transportation industry supplier that designs and builds a broad range of Steer Drive Axles, Transfer Cases, Split Shaft Power Take Offs, Specialty Gearboxes and other industry leading products and services. We are located in Livermore, California, with operations in Livonia, Michigan and Steyr, Austria.

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Schafer

APPOINTS GEAR UNIT MANAGER

Bipin Doshi, president of Schafer Industries, has announced the appointment of Thomas L. Troyan as manager of the company's Gear Unit. Responsible for three plant locations, his duties include managing customer and supplier relations. Troyan joined Schafer Industries when the company acquired two axle manufacturing plants in Ohio, where he served as general manager. Troyan has more than 29 years of operations experience in manufacturing. Prior to joining Schafer Industries, Troyan was senior operations manager for Dana Holding Corporation, where he was responsible for five North American facilities. Troyan has also served as general manager of F&P Georgia Inc., where he was instrumental in the program launch of several North American Honda vehicle platforms. He also served as plant manager for Metaldyne, a manufacturer of precision machined components for the automotive compressor market and spent 13 years with Allison Transmission, serving in various roles in engineering and operations. Troyan has a B.S. in industrial management and engineering from Purdue University and an M.B.A in operations from Butler University. He is a previous member of the Society of Automotive Engineers as well as the Society of Manufacturing Engineers.

SKF

ACQUIRES KAYDON CORPORATION

SKF and Kaydon Corporation have agreed that SKF will acquire Kaydon in an all-cash transaction valued at approximately USD 1.25 billion, including USD 95 million of net debt. The transaction will be paid through existing cash and credit lines and will be accretive to SKF earnings in year one. Tom Johnstone, SKF president and CEO, explains, "We have followed the development of Kaydon for a long time. They have a strong product portfolio, strong management and a solid financial performance and I am delighted that they will soon be part of the SKF Group. The complementary nature of their products and technologies, their geographical and customer presence and their manufacturing footprint will enable us to even better serve our customers and distributors in the industrial market worldwide. In particular this acquisition, combined with our other activities, investments and acquisitions in the last few years, shows our strong commitment to the North American market."

Kaydon is a diversified industrial manufacturer with three distinct business areas: friction control products (bearings), velocity control products and specialty products, including environmental services. Kaydon has a global footprint with 62 percent of its sales generated in North America, 24 percent in Europe, 12 percent in Asia Pacific and 2 percent in the rest of the world. In 2012, the company had sales of USD 475 million, with an adjusted operating profit of around 16 percent and has over 2,100 employees. James O'Leary, chairman and CEO of Kaydon Corporation commented, "Our board believes that the proposed transaction represents a compelling value for our shareholders. We believe that this

transaction represents an excellent strategic fit for Kaydon that will allow our market leading businesses to accelerate their growth strategies by joining forces with SKF, a global industry leader."

David Brown

WINS ROYAL NAVY CONTRACT

David Brown has been awarded one of the first design contracts for key elements of the U.K. Royal Navy's Type 26 Global Combat Ship by BAE Systems. Under the Design Development Agreement (DDA) David Brown will create detailed designs and progress plans for the gearbox of the Type 26 Global Combat Ship, while working in partnership with the joint BAE Systems and Ministry of Defense project team.

The Type 26 Global Combat Ship will replace and enhance the capabilities presently being delivered by the Type 23



Frigates in the Royal Navy's current fleet. Geoff Searle, Type 26 global combat ship project director for BAE Systems said: "The ship design and program has progressed so well, that we are now at a stage where we are able to work very closely with our suppliers to identify the best quality products and technology for the ship that are already proven and ensure the highest level of service and capability."

Steve Watson, managing director Europe at David Brown said: "This is great news for David Brown. We have a strong track record in mission-critical gearing and we've worked hard to remain at the very forefront of technological innovation - maintaining our capability and expertise to support the U.K. defense sector from our U.K. headquarters in Huddersfield."

Jason McCartney, member of parliament for Colne Valley, said: "I am delighted that David Brown has been awarded this contract. They are a world-class engineering firm that makes a huge economic and social contribution to Colne Valley and Huddersfield, employing a lot of people and running a fantastic apprenticeship scheme. Following a week of positive economic news for our country it's great to see that local companies and people are set to reap the benefits. This contract is a welcome reminder that things are getting better for our part of Yorkshire."

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GAM Gear

MERGES INTO GAM ENTERPRISES

GAM, a leading manufacturer of precision gear reducers, servo couplings, linear mounting kits, and other innovative products used in automation technology announces the merger of GAM Gear, LLC into GAM Enterprises, Inc. GAM Enterprises, Inc. was founded in 1990 when Gary Michalek introduced a line of servo bellows couplings to the North American machine tool market. In 1998, GAM Gear, LLC, was started in order to bring to market a complementary range of servo gearboxes. At the time, GAM Gear was launched as a separate entity from GAM Enterprises, Inc. for legal and financial reasons. "We chose to adopt the legal name GAM Enterprises, Inc. because it reflects our overall range of product types as well as it leaves open the possibility for future product expansion," stated Gary Michalek, CEO of GAM. "The name GAM Gear will be kept as a brand name under GAM Enterprises, Inc."

The most significant outcome of the merger was the consolidation of two ERP systems into one. Having a single database will drastically improve the processing and reporting capabilities in GAM's accounting, production, and sales functions. The process of merging companies was a large undertaking that required an elevated level of teamwork between GAM and external consultants. "I would like to compliment you on having formed the team at GAM that showed the patience and perseverance required to achieve a very difficult goal," said Dan Johnson, independent IT advisor who lead the technical aspects of the merger, "You may take my word for the fact that I know of no other company that could accomplish a month end, quarter end and major business software environment change in one working day".

Customer service at GAM will also see a substantial improvement as order processing times will decrease. Customers will now also be able to order gearboxes, couplings, or any other GAM products on the same purchase order. "We are excited about this change as it will streamline many of our processes and open the opportunity for gains in efficiency," said Craig Van den Avont, president of GAM. "Having all products within one company will also make it easier for our customers and our channel partners to do business with us."

Lafert NA

HIRES PROJECT MANAGER

Fahad Haq, has joined Lafert NA, as the new project manager. Haq brings with him years of experience in industrial supply, motor distribution, and project management. This newly created position will enhance the company's ability to support small and large customers alike at Lafert NA. Lafert NA offers a complete range of metric motors, pumps and gearboxes with extensive inventories throughout North America.



Arrow Gear

ANNOUNCES NEW CHIEF FINANCIAL OFFICER

Arrow Gear is pleased to announce the appointment of **Andrew Mazzarella**

as the company's new chief financial officer (CFO). Mazzarella joined Arrow Gear in mid-August. He has an extensive background in executive level finance for the manufacturing sector. A graduate of the University of Illinois in accounting, Mazzarella began



his career working for a Fortune 200 company in the automotive replacement parts industry; eventually achieving the position of CFO. After moving on to CFO positions at several middle-market companies, he later became part of an ownership team that operated a manufacturing company which supplied products to the automotive industry. Here he performed the dual role of CFO and vice president of manufacturing; heading up the company's main manufacturing facility in Carson City, Nevada. Mazzarella's diverse experience in the financial requirements of manufacturing is a valued addition to the Arrow Gear executive team.

Oerlikon Graziano

DISCUSSES MEASUREMENT OF FRICTION COEFFICIENT

High-performance transmission specialist Oerlikon Graziano shared its extensive knowledge and innovative research techniques at the World Tribology Congress 2013, in Turin, from September 8-13, stand 56. The event, organized by the Italian Tribology Association (AIT), occurs every four years and provides a unique opportunity for discussion of recent developments in tribology and to strengthen the link between research organizations and industry.

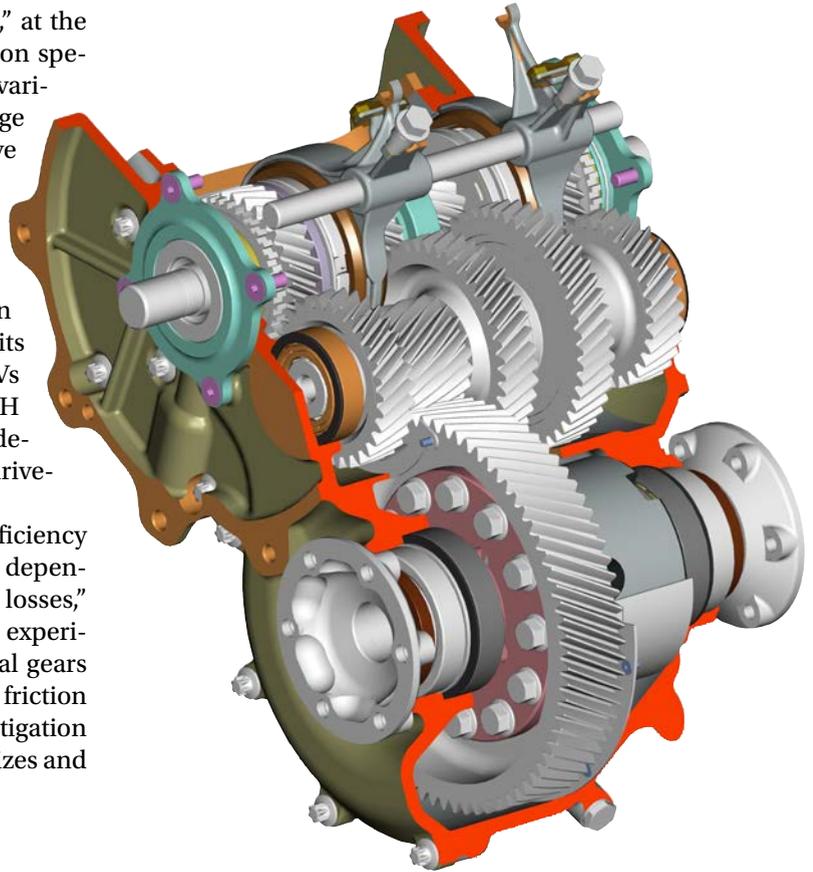
"Creating low friction surfaces is a crucial factor in Oerlikon Graziano's development of market-leading transmission systems, and we intend to share our methods for measurement of the friction coefficient involved in cylindrical gear teeth meshing," says Oerlikon Graziano Chairman and Managing Director, Paolo Ramadori. "The effects of gear mesh on transmission efficiency have been estimated with an analytical approach that requires a suitable corrective coefficient calibration: using prototype development, intensive testing and statistical approach — DOE methodology — we are able to deliver a more accurate, proven efficiency model to predict the power losses of transmission systems."

Vincenzo Solimine, Oerlikon Graziano virtual validation engineer and Davide Crivello, Oerlikon Graziano testing engineer, delivered a speech on "Measurement of friction co-

efficient involved in cylindrical gear teeth meshing,” at the Congress, which offered diverse scientific sessions on specific tribology-related topics, a broad exhibition and various collateral events. It is seen as a crucial knowledge sharing tool that continues to promote collaborative opportunities for the ongoing development of technologies.

Eco-tribology and sustainability were the primary focus in this year’s Congress, and Oerlikon Graziano’s study of friction, wear and lubrication in cylindrical gear teeth meshing has been crucial to its development of gearboxes and drive systems for EVs and HEVs. Due to efficiency requirements and NVH expectations, this emerging market is the most demanding in terms of maximizing the operation of drive-line components.

“Oerlikon Graziano’s calculation code for the efficiency model is all-encompassing and considers both load dependent and load-independent contributions to power losses,” explains Solimine. The activity is focused on the experimental evaluation of power losses due to cylindrical gears meshing to obtain a mathematical expression of the friction coefficient. In particular, the parameters under investigation are oil viscosity, the most important gear geometry sizes and working conditions.”



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Power Transmission Engineering

SPONSORS GEAR AND GEAR DRIVE MARKETING

Power Transmission Engineering sponsored a free breakfast seminar on Wednesday September 18th during Gear Expo 2013. Dave Friedman, associate publisher and advertising



sales manager, discussed how to build brand identity, print vs. online advertising and how to best use the tools *Power Transmission Engineering* has to offer the industrial marketplace. Randall Publications would like to thank the 50+ attendees who joined us for the breakfast seminar.

NTP

RELEASES GEAR EXPO NUMBERS

National Trade Productions, Inc. (NTP), recently announced notable show growth metrics for its client, the American Gear Manufacturers Association (AGMA). The association's biennial Gear Expo, held September 17-19, 2013 at the Indiana Convention Center in Indianapolis, sold out the exhibition floor by attracting 219 exhibiting companies across 52,500 net square feet of exhibit space. This milestone represents a 26 percent increase in exhibiting companies and a 29 percent increase in exhibit space over 2011.

The event also united more than 3,400 industry professionals in 2013 (an 11.8 percent increase in attendance over



2011) and earned an 82 percent rebook rate during 2015 exhibit space selection.

"Gear Expo is a high-quality event focused on precision, power and partnerships," said Andrew Ortale, executive vice president. "For more than two decades, gear professionals have relied on the event—and its exhibitors—to provide the latest industry information, technology, products and services to help expand and streamline their businesses. The event continues to deliver real strategic value as demonstrated by its significant achievements and expansion, and we anticipate even greater success in 2015 as we celebrate AGMA's 100-year anniversary."

Gear Expo is the world's only conference and expo designed exclusively for the gear industry. For three days, gear buyers and manufacturers meet face-to-face to discuss industry trends, demo the latest technologies and to network and build relationships that benefit their respective companies. NTP facilitates and manages the operations and exhibit sales for the event. Gear Expo 2015 will take place October 20-22 2015 at the Cobo Center in Detroit, Michigan.

ABB

SIGNS AGREEMENT WITH GENERAC

ABB recently announced it has signed an agreement to sell all assets of Baldor's generator-set business to Generac Holdings Inc. Generac is a producer of generators and other engine powered products, headquartered in Waukesha, Wisconsin. The sale is expected to close in the fourth quarter of 2013. The terms of the transaction were not disclosed. ABB is divesting the generator-set business because of limited synergies with ABB's core portfolio and because Generac is in a better position to create additional value from the business. The business was acquired as part of ABB's acquisition of Baldor Electric in 2011, and accounts for about three percent of Baldor's total sales. Baldor's generator-set business produces in its facility in Oshkosh, Wisconsin, a broad line of portable, standby, prime power and peak-shaving generators from 3 - 2,500 kW in LP, natural gas or diesel for every power requirement. "The divestment is in line with our strategy to continuously optimize our portfolio and to focus our efforts on driving profitable growth in our core automation and power businesses," said ABB CEO, Ulrich Spiesshof. "Overall, the fit between ABB and Baldor is excellent, as we are seeing from the value that has already been created." Baldor CEO, Ronald Tucker, added that the transaction would benefit both firms' employees and customers. "This sale will allow Baldor to focus on industrial electric motors and mechanical power transmission products in line with ABB's core portfolio, while enabling the generator-set business to become part of a company solely focused on the manufacturing, distribution and sales of these types of products."