

## Bosch Rexroth 2008 Sales

UP 9.8 PERCENT

Sales in the Americas were up almost eight percent for Bosch Rexroth AG while total sales for the parent company of Bosch Rexroth Corporation in North America reached \$8.3 billion, which is a 9.8 percent increase from the 2007 figures. The most significant growth levels were achieved in the mobile and industrial hydraulics areas while gearboxes and drive solutions for wind energy plants experienced the highest rates of growth.



**Albert Hieronimus**

“Despite some shortages in raw materials and key semi-finished products, our associates worked to the limits of capacity during the first six months of the year, showing great commitment and working numerous additional shifts,” said Dr. Albert Hieronimus, chairman of the Bosch Rexroth AG executive board, during the annual press conference in Frankfurt.

The company does anticipate weaker numbers for the current year, but Bosch Rexroth will maintain investment in research and development at levels exceeding the industry average. Bosch Rexroth spent around \$364 million on research and development in 2008, which is 4.5 percent of sales. The company maintains business planning in the short and medium term is difficult to predict due to the loss of stable planning foundations.

“That’s why we’re taking things one day at a time, as are most of our customers,” Hieronimus says. He emphasized that “The long-term growth trend in our markets remains intact.”

In an effort to safeguard as many jobs as possible in its core workforce, Bosch Rexroth may reduce normal weekly working hours to avoid all-out job losses. At the end of 2008, 35,300 people were employed worldwide by Bosch Rexroth, with 3,500 of those employees in the Americas.

The company plans to be active in all phases of the supply chain to take advantage of all market opportunities. This includes expanded capacities for wind power gearboxes. Production capacities will be increased by a new plant for gearboxes in Nuremberg, Germany for and expanded production at the Chinese site in Beijing. “The global push to expand facilities for generating renewable forms of energy is helping our business,” Hieronimus said.

## Bonfiglioli

OPENS ELECTRIC MOTOR FACTORY  
IN VIETNAM

A \$16 million Bonfiglioli Riduttori SpA electric motor factory was officially opened in the southern province of Binh Duong, Vietnam at an opening ceremony January 19. The 190,000 square-foot plant features state-of-the-art equipment and is almost fully automated. Over 100 people are employed there, including 80 manufacturing personnel and 20 office workers. SIMEST, an Italian government-owned company specializing in supporting Italian businesses’ international expansion programs, serves as Bonfiglioli’s investment partner in the project.

“This new motor factory is part of our continuing international development strategy,” says Garry O’Neill, industrial solutions sales manager for Bonfiglioli USA. “The facility allows us to continue our commitment to value, service and engineered solutions, for the industrial market. Producing our own motors, in both Italy and Vietnam, allows us to control the motor manufacturing process and provide a high value product. Our significant market share in Italy and Europe and this new Vietnamese plant, provides Bonfiglioli USA with a strong platform to capitalize on and to become a U.S. gearmotor market leader.”

## Engineering and Service Center

PROVIDES 24/7 MAINTENANCE

A Sumitomo Drive Technologies Engineering and Service Center (ESC) was opened in Chesapeake, VA. The new division will be responsible for after-sales services including predictive and preventive maintenance services, quick repair, warranty extensions, part and kit handling and other services. The idea behind Sumitomo’s ESCs is to provide service on a regional basis, with this one focusing on Virginia, North Carolina, West Virginia, Maryland and Delaware. Service will be available 24/7 and free plant surveys are included.

“Our goal is to provide quick, high-quality service and repair with original Sumitomo Drive Technologies’ parts and engineering expertise,” says Matthew Roberson, national sales manager. “The ESC program will offer our customers prolonged gearbox life and the option to maintain these components

**continued**



**Left to right: Allen Whiteford, ESC sales manager; Mateus Botelhos, strategic marketing director; Matthew Roberson, national sales manager; and Ron Smith, president and CEO perform the ribbon cutting ceremony for Sumitomo's new Engineering Service Center.**

through the support of our engineers. The sole purpose of our after-service program is to make our customers' business more competitive. The flexibility of the programs allows our customers to continue their operations as our field engineers survey their facility to offer service and repair recommendations.

"This type of program goes a long way—especially when consistently executed and supported—in improving customer satisfaction, retention and relationships. It also allows us to be engaged with our customers so that we can better understand their needs to become their dependable partners in business."

Sumitomo plans to expand three to four ESC branches across the United States in 2009.

## Timken

### SUPPLYING CHINESE WIND GEARBOX MANUFACTURER

The Timken Company signed a long-term, multi-year agreement with Nanjing High Speed Gear Manufacturing Co., Ltd. with wind turbine gearbox bearings. NGC manufactures gear transmission equipment for wind power, marine, construction and industrial equipment in China.

The agreement determines that Timken will supply tapered and cylindrical roller bearings for use in NGC's wind power gearboxes. Initial revenue is estimated at \$30 million for Timken.

"This is another great success for Timken in the China wind energy market sector. NGC is a globally recognized brand and a leader in the industry," says Mike Connors, president of process industries at Timken. "Our strategy is to work with leading companies in the industry, companies that compete on product performance, durability and reliability and that demand the highest level of expertise in friction management and power transmission from their suppliers."

## High Fault Testing at 80VDC

### CONDUCTED AT COOPER BUSSMAN FACILITY

The Paul P. Gubany Center, developed by Cooper Bussman, offers both AC and DC testing to help OEMs meet user demand for new electrical products and comply with global safety standards. The facility conducts high-fault testing at 80VDC for telecommunications overcurrent protective devices and offers a wide range of testing services for electrical components and assemblies.

"With the widest range of AC or DC voltage, amp and frequency combinations, the Gubany Center makes it possible for manufacturers to conduct confidential product evaluations under high-current conditions to quantify the reliability and performance of their products under the most extreme fault conditions," says Todd Lottmann, product manager of services for Cooper Bussman. "We specialize in high short-circuit testing of components and assemblies, both AC and DC."

The Gubany Center uses custom-designed power generating equipment to replicate power systems found worldwide, according to the company's press release. The



**Cooper Bussman's Gubany Center features an observation deck that allows customers to watch the technicians perform tests in real time.**

center is an ANCE designated test facility and is accredited by UL, ASTA and CSA. An observation deck permits customers to watch technicians perform tests in real time or view footage from video monitors.

The test facility is equipped to provide short-circuit current ratings (SCCR) for components and assemblies in AC testing. It is capable of performing three-phase testing from 5kA to 300kA at up to 600VAC; single-phase testing up to 300kA at up to 760VAC and single-phase testing up to 100kA at 1,450VAC; and DC testing up to 100kA at voltages ranging from 24VDC to 1,000VDC. For more information, visit [www.cooperbussmann.com/services](http://www.cooperbussmann.com/services).

## Bishop-Wisecarver

### APPOINTS VP EMPHASIZING CONTINUOUS IMPROVEMENT



**Mike Citro**

Mike Citro has been named vice president of operations for Bishop-Wisecarver Corp. Citro will lead the manufacturing, quality, purchasing and engineering teams at the company. He emphasizes continuous improvement in manufacturing operations and plans to identify opportunities to implement strategies designed to maximize resources and process standards.

Citro spent 11 years as the director of operations for Micropump. He then worked as an independent consultant for several years where he worked with major corporations to implement lean manufacturing standards and boost productivity. He worked for nine years as director of operations and general manager at Tuthill Pump Group, where he oversaw on-time orders more than double.

"I am encouraged by Bishop-Wisecarver's employees' willingness to embrace change, an attitude I have seldom encountered at previous projects," Citro says. "I am a fanatic about customer service, and I look forward to implementing Toyota product principles to support that conviction and take the company to the next level."

Citro has been an advocate of career technical education. He has taught manufacturing technology night classes at junior colleges and for the National Tooling and Machining Association, where he served as a national officer for 12 years.

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## industry news

He met Bishop-Wisecarver founder Bud Wisecarver more than 30 years ago at the Diablo Valley College (DVC), where Wisecarver was a member of the Machine Technology Board, and Citro taught classes.

"I signed up for the first class Mike taught at DVC, a computer programming course," Wisecarver says. "I knew right away that we had a lot in common. He demonstrated a real passion for helping kids develop technical skills and ensuring they had the necessary tools to put those skills to action."

Citro and Wisecarver worked together to acquire equipment for the school through government programs.

"Mike comes to us with a wealth of knowledge and a track record of past successes," says Pamela Kan, president of Bishop-Wisecarver. "He is a hands-on person who thrives on discovery by 'doing,' and teaching by example, two ideals he shares with my father [Wisecarver]. We look forward to the benefits of learning from Mike's valuable insight."

## National Oilwell

### MAKES TWO ACQUISITIONS

National Oilwell Varco, Inc., announced it has acquired ASEP Group Holding B.V. and Anson Limited.

Netherlands'-based ASEP develops and manufactures well service equipment that includes automation products, pressure control products, coiled tubing, cranes and wireline units. ASEP employs 555 people at four manufacturing locations and operates in nine countries.

British-based Anson manufactures valves, flowline equipment, manifolds, swivel joints, hammer lug unions and wellheads. These products should complement National Oilwell Varco's pump and fluid expendable products. Anson has 443 employees, one manufacturing location and operations in five countries.

"We are pleased to add these fine organizations to NOV and believe each enhances the level of service and technology we can provide our customers," says Pete Miller, chairman, president and CEO of National Oilwell Varco. "We continue to focus on long-term fundamentals of the oil and gas business as we seek to improve our strategic position, and we're pleased that our strong balance sheet enables us to capitalize on attractive opportunities."

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