

# Gear Expo – Gear Buyers' Bonanza



If you're reading this magazine, there's a good chance you're somehow involved in the design, specification or purchase of gears or geared products. As such, I urge you to make plans now to attend Gear Expo in Indianapolis, September 17-19.

Many of you probably think of Gear Expo as a show for manufacturers. And it is, of course. All the leading suppliers of gear manufacturing machine tools, cutting tools and services will be there—not to mention the fact that the show is again co-located with ASM's Heat Treating Society Conference and Exposition. If you manufacture gears, you already *know* how important Gear Expo is.

But Gear Expo is also an important trade show for gear buyers. The reason it's important begins with all of those machine tools and cutting tools. Even though you're not (necessarily) buying those machine tools, understanding how gears are made is crucial to making smart decisions when buying them. Nowhere else can you get a better understanding about the technology of gear manufacturing than at Gear Expo. Very often, the latest technologies open up new design opportunities, and understanding those opportunities will make you a better gear designer, specifier or buyer.

Even more importantly, the number of gear manufacturers exhibiting at Gear Expo has grown substantially. In 2011, about 50 gear manufacturers exhibited at the show. This year, there are 75, and whether you need large-diameter girth gears, fine-pitch medical components, plastic gears or powder metal, you'll find a selection of potential suppliers at Gear Expo. Many of these gear manufacturers are eager to talk with new potential customers, as evidenced by our interviews with exhibitors beginning on page 22. (*For a complete listing of gear and gear drive suppliers at the show, see page 30.*)

What can you hope to learn from these gear manufacturers? Of course, you'll learn about their capabilities, their manufacturing technology and their past work. But you'll also get a better sense of their backlog, turnaround time and quality systems. All of this will give you a better feel for the types of components each manufacturer does best, and you'll walk away with a much better idea of the suppliers who are the best fit for your needs.

Between the machine tool suppliers and the gear manufacturers who exhibit, Gear Expo offers the best of both worlds, particularly if you're in the position of having to decide whether to manufacture gears in-house or outsource them. So if gears or gear drives are a substantial part of your company's products, you owe it to yourself to attend this year's show. There is no better opportunity in North America to access the gear industry all in one place.

Of course, we'll be at the show as well, so please stop by Booth #1123 and see us. We invite you to stop by for a free cup of espresso, cappuccino or latte while you visit with our editors. We'd love to get your feedback regarding the magazine, our website and e-mail newsletters.

A handwritten signature in black ink that reads "Randy Stott". The signature is written in a cursive, flowing style with a large, prominent "R" and "S".