

Brother Gearmotors

HIRES TWO NEW REGIONAL SALES MANAGERS

Brother Gearmotors recently added two more regional sales managers: **William (Bill) Miicke** and **Larry Thomas**.



William (Bill) Miicke



Larry Thomas

The sales managers are responsible for the growth and sales performance of their respective regions, while building a portfolio of direct OEM clients and distribution sales channels. Their focus is on prospecting and capturing market share, developing and implementing sales strategies that are aligned with corporate objectives and working closely with product management and marketing to successfully launch strategic campaigns.

Miicke's Northeastern territory covers the states of New York, New Jersey, Pennsylvania, Connecticut, Vermont, New Hampshire, Massachusetts, Maine, Rhode Island and West Virginia. Prior to joining Brother Gearmotors, he held a variety of high level executive positions, including vice president and CEO at Precision Fasteners. Before that, he was a sales engineer at Eaton-Tinerman Corporation, and held multiple sales positions with TRW's fasteners division. Bill holds a B.S. in marketing management from Susquehanna University and resides in Warren, NJ.

Thomas' Midwestern territory covers the states of Kentucky, Michigan and Ohio. Prior to joining Brother Gearmotors, he was account manager at Applied Industrial Technologies. Larry resides in Fairview Park, OH with his wife and three children.

"In the North American market, Brother Gearmotors is in the midst of a rapid surge - one that, in addition to a new facility and expanded product line, includes the addition of talented sales representatives such as Bill and Larry," said Matthew Roberson, senior director of Brother Gearmotors. "We are confident they will provide the active management, support and leadership needed to drive sales and continue to increase our customer base."

Kaman Distribution

ANNOUNCES NEW AUTOMATION, CONTROL & ENERGY OPERATING UNIT

Kaman Distribution recently announced the formation of Kaman Automation, Control & Energy, a new operating unit that is said to be the only fully integrated national provider of industrial solutions serving original equipment manufacturers, industrial production plants and infrastructure facilities throughout North America, according to Kaman.

The new organization, dubbed Kaman AC&E, has been created through the combination of some of Kaman Industrial Technologies' existing resources along with the Minarik Corporation, acquired by Kaman in 2010, and the Zeller Corporation, acquired in 2012. The new organization has greater than 500 employees - including more than 75 degreed engineers - who operate out of 27 strategically located facilities throughout North America and offer three separate service areas: engineering, manufacturing and distribution.

Kaman AC&E's engineering offerings include engineered processes and machine control solutions as well as advanced energy management systems for a wide variety of processing plant, original equipment and infrastructure applications. AC&E solutions include engineering and integration services that include: application engineering, motion control, vision inspection, automation and industrial control, water/wastewater process control, machine safety, productivity monitoring and enhancement, building control and utilities management, facility upgrades, value-engineering services and a number of other value-adding capabilities such as assembly and sub-assembly, custom cabling, system design, motion systems design and other custom engineering and development services.

KAMAN
Industrial Technologies

The organization's manufacturing capabilities include the design, manufacture and testing of OEM control panels as well as documentation, value engineering, component inventory management, code and standard compliance and custom enclosure production.

Kaman AC&E's distribution capabilities include an inventory of more than 100,000 SKUs and 135 different brands, including products from suppliers like Kollmorgen, Phoenix Contact, Schneider Electric, Rittal and many others. Products offered include precision mechanical, electrical and mechanical power transmission, motion control, automation, industrial controls, and power and energy applications for the OEM or MRO (maintenance, repair and operation) applications for most manufacturing and processing industries.

"The formal launch of the Kaman Automation, Control and Energy platform of Kaman Distribution is a significant milestone in the growth of our organization, and represents a tremendous opportunity for our customers, as we can provide them with the entire gamut of products, services and integration from one place," said Gary Haseley, senior vice president

and general manager of Kaman AC&E. “We believe our all-encompassing engineering capabilities, expertise in manufacturing and assembly, and extensive inventory of products from world-class suppliers makes us the only organization of its kind on the continent. We feel our capabilities combined with our commitment to putting our customers first will help our customers meet their return-on-investment goals, which ultimately will lead to our continued success.”

TimkenSteel Ohio Technology Center

OPENED FOR SBQ STEEL RESEARCH

Looking to get an edge in achieving clean special bar quality (SBQ) steel and developing new steel grades, TimkenSteel recently opened a \$5 million technology at its Northeast Ohio corporate campus.

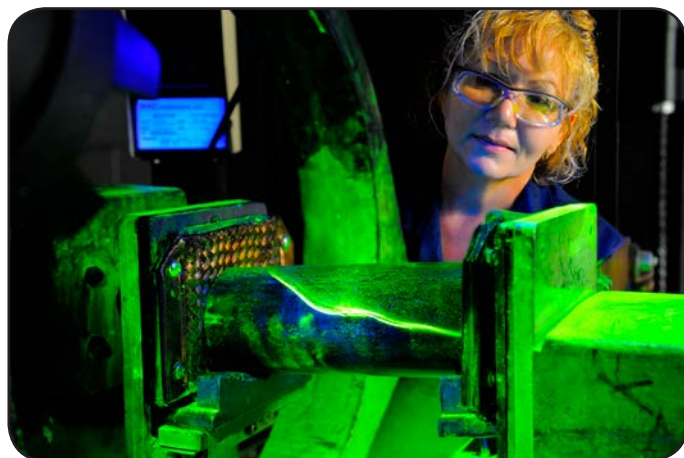
“TimkenSteel is the global leader in clean steels because we understand the science and measurement of inclusions better than anyone, and we’re the only steelmaker that can take that understanding and use it to predict component life,” said Ray Fryan, vice president of technology and quality at TimkenSteel. “The new TimkenSteel Technology Center, along with the talent across our entire team, enhances our ability to develop the SBQ steel that our customers need to solve their toughest challenges.”

The TimkenSteel Technology Center features a dozen lab-

oratories, including a brand new scanning electron microscope, an ultrasonic lab, a physical process modeling lab and additional labs where metallurgists and materials scientists can test steel and find inclusions less than the width of a hair.

Steel cleanliness is a factor to consider in products such as gears, bearings, axles, crankshafts, down-the-hole drilling equipment and military applications.

The 20,000-square-foot facility, in combination with the company’s steelmaking capabilities, allows TimkenSteel to integrate learning and knowledge and achieve new levels of steel performance from the company’s new \$200 million jumbo bloom vertical caster at the Faircrest Steel Plant in Canton, OH.



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