

PTDA

CELEBRATES SUCCESSFUL INDUSTRY SUMMIT

The PTDA's Industry Summit recently took place in Washington D.C. This networking and educational event provided networking opportunities, programming and various social events. Attended by top-level decision-makers from leading distribution and manufacturing firms, the Industry Summit is a unique mix of educational sessions on industry trends, distributor-manufacturer meetings and peer networking forums. It is designed to help distributors and manufacturers work together to move their companies and the industry forward. Keynote and educational sessions help attendees grow their businesses and bottom lines by focusing on using existing capabilities and careful planning to tap into new markets and capture new opportunities.

More than 530 industry professionals registered and attended the conference including international delegates from Belgium, Brazil, Canada, Columbia, France, Germany, Italy, Mexico, Russia, Trinidad and the United Kingdom. Highlights of the summit included the opening keynote address by Alison Levine, "Ascending from Summit to Summit," the second keynote address by economist Alan Beaulieu of the Institute for Trend Research, "The Beaulieu Report" and a panel discussion: "Effects of Mergers and Acquisitions on The Distribution Channel," moderated by Barb Ross, vice president sales and marketing, Timken Drives LLC, with participating panelists Chris Bursack, director marketing, Industrial Supply Co., Inc.; Jay Greyson, principal, Supply Chain Equity Partners and co-founder, Vetus Parnters; George Rizza, president, Rossi Gear Motor Division, Habasit America; Steve Smidler, president, Kaman Industrial Technologies Corporation; and Ed Ralston, executive vice president, Baldor Electric Company, a member of the ABB Group.

The PTDA Industry Summit features invaluable networking, learning and social events including the signature event, the Manufacturer-Distributor Idea Exchange (MD-IDEX), where distributors and manufacturers efficiently bring together existing and potential channel partners to strategically plan for the upcoming year. The 2011 program featured well over 600 meetings through pre-scheduled appointments and open times.

For the sixth year, the Industry Summit included a Motion Control Showcase, featuring 20 motion control suppliers with live demonstrations of the latest hardware. The showcase is targeted at members considering expansion into the motion control arena, looking for additional suppliers to support current offerings or interested in networking with other market players.

The closing event of the Industry Summit included a



Carlos Ingram (top) was the 22nd recipient of the PTDA's Warren Pike award for lifetime achievement in the power transmission/motion control industry.

private social event at the Smithsonian's National Museum of American History, where delegates and their spouses/companions and families enjoyed dinner and the opportunity to wrap up their convention activities, in addition to the chance to get up close with some true American treasures.

During the event the PTDA named Carlos Ingram, former vice president of business systems, Kaman Industrial Technologies Corporation, the 22nd recipient of its Warren Pike Award for lifetime achievement in the power transmission/motion control (PT/MC) industry. The award is named for the PTDA's co-founder and first president and was established in 1984 to honor individuals who have demonstrated outstanding, continuous, long-term support of PTDA and the PT/MC industry.

Upon receiving the award, Ingram took the podium and said, "As I look over past award winners, this is such an elite group that I feel honored. I look at other leaders who have done so much and haven't won this award, and I think maybe a mistake has been made. I want to thank the association staff and all the members. I especially want to thank Kaman Industrial and Jack Cahill, who supported me so much over the years. I also want to thank my beautiful wife Darlene for all her support."

Ingram has been a leader for PTDA for the past 20 years. Beginning as a member of the Business Information Systems Committee in 1991, he has served on committees ranging from marketing to industry relations. He joined the PTDA board in 1998 and served as president in 2003. He continued to serve the association right up until his retirement in May 2011.

Kevin McCloskey, a colleague of Ingram's at Kaman and a fellow past PTDA president, heaped praise on Ingram for his forward-driving influence over the entire industry. In the '90s, Ingram was part of a core group of people who saw what was coming and made sure the association helped the industry take advantage of new systems for handling data and new processes. He was a champion for emerging technologies

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industry news

before that term was in vogue. One of his core contributions was the development of PPIF, which gave the entire power transmission/motion control market a framework for sharing price and product information. It's impossible to calculate how much time and money the PPIF has saved both distributors and manufacturers.

Barb Ross, Timken Drives, LLC, served as chair of the Manufacturer Council when Ingram was president in 2003 and spoke of Ingram's involvement with PTDA. "I have been fortunate to work with Carlos over the years. He is a true professional who understands the industry and is a true partner," said Ross. "He is a man of integrity and is respected in the industry. While Carlos was president, the industry was going through some tough times. Carlos was an inspiration. He was always smiling and charging forward with a positive attitude."

PTDA's 2012 Industry Summit is scheduled for October 18-20, 2012, at the Hyatt Regency Dallas in Dallas, Texas. For more information, visit www.ptda.org.

Altra

ACQUIRES BAUER GEAR MOTOR



Altra Industrial Motion recently acquired Bauer Gear Motor, a privately held company headquartered in Esslingen, Germany. Bauer is a European manufacturer of high-quality gearmotors, offering engineered solutions to a variety of industries. As part of Altra Industrial Motion, Bauer Gear Motor joins Boston Gear, with a broad offering of gearing products, including the industry standard 700 Series worm gear speed reducer. "With strong expertise in both integral gear motor technology and C-face gear drive engineering, Altra now offers a comprehensive suite of application-dedicated products," said Craig Schuele, Altra vice president of marketing and business development. "Bauer Gear Motor, together with Boston Gear, provides our customers with the

reliability of two world-class brands and more than 200 years of combined experience." Both Boston Gear and Bauer Gear Motor have extensive experience and application knowledge in industries including material handling, food processing, packaging, bottling and metals. Bauer Gear Motor is a globally recognized brand of quality integral gear motors. Known for streamlined geartrain designs, market-specific features, motor manufacturing expertise and a broad offering of drive packages, Bauer is the preferred choice of many major original equipment manufacturers. Boston Gear is a trusted brand with experience in developing and manufacturing many types of enclosed C-face gear drives, including worm, bevel and helical. For more information, visit www.altramotion.com.

Wittenstein

ACCEPTS INDUSTRY AWARD

Top business elite were recently honored for Germany's prestigious 15th annual "Entrepreneur of the Year" competition. Dr. Manfred Wittenstein, president of the Wittenstein Group with global headquarters in Igersheim, Germany, won the award in the "Industry" category. The jury was impressed by Wittenstein's foresight: "He inherited a small sewing machine business and turned it into the world's premier manufacturer of drive technology. Wittenstein is a visionary among machine builders," cited a jury member.



Dr. Manfred Wittenstein

Of the 300 companies nominated, 65 qualified for the final round. The category winners won with criteria focusing on clear employee focus, proven innovative vitality and a policy of responsible growth. Select winners, including Dr. Wittenstein, were also nominated to represent Germany in the international "World Entrepreneur of the Year" competition. The "Entrepreneur of the Year" is a global competition organized by Ernst & Young and seeks to identify and honor extraordinarily successful business people on a national level

around the world. The “World Entrepreneur of the Year” will be announced in June 2012.

EPTDA Convention

REPORTS RECORD-BREAKING ATTENDANCE

The European Power Transmission Distributors Association (EPTDA), a strong voice for the mechanical Power Transmission and Motion Control (PT/MC) indus-

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The EPTDA board of directors for 2011-2012 were appointed during the EPTDA Annual Convention.



David Harrow, EPTDA president, speaks to the members at the Annual Convention in Budapest.

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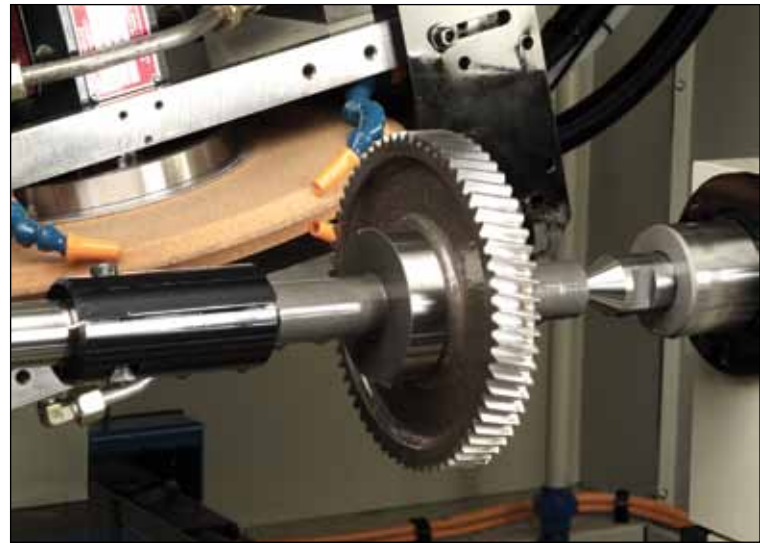
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try, reported record-breaking attendance at its 2011 Annual Convention in Budapest. With more than 350 participants featuring 32 companies joining for the first time, and with over 700 individual meetings between distributors and manufacturers at the signature MD-IDEX sessions, EPTDA re-established its position as a leading association in Europe for PT/MC decision makers.

Signalling its commitment to personal training and development, at the Budapest 2011 Annual Convention EPTDA also launched its much-awaited EPTDA Academy in collaboration with Nyenrode University of The Netherlands. The EPTDA Academy will host its first Executive Training program in June 2012 focusing on strategy and leadership.

The 2011 Annual Convention featured Connie Podesta discussing leadership skills, Alan Beaulieu on global prosperity and Ben Legg on the future of the Internet. From the "Next Generation Event" to the "Distributor Forum," delegates interacted and engaged in formal and informal levels to address the future of the industry and areas of mutual growth and mutual issues. The EPTDA Annual Convention also featured a dedicated session on the association governance, including an update on the bylaws and appointment of the new board of directors for 2011–2012: David Harrow, EPTDA president—Godiva Bearings, U.K.; Meino Noordenboos, EPTDA vice president—Biesheuvel Groep, B.V., the Netherlands; Manfred Beitel, EPTDA past president—WLB Antriebsysteme Handels GmbH, Germany; David Bassas, EPTDA secretary treasurer—Tecnotrans Bonfiglioli S.A., Spain; Stewart Booth, EPTDA manufacturer council chair—PIX Europe, United Kingdom; Lars Akerberg, EPTDA board member—Nomo Kullager, Sweden; Christian Collignon, EPTDA board member—IPH-Orexad, France; Roberto Cugnascchi, EPTDA board member—Mondial S.p.A., Italy; Elisabeth Meister, EPTDA board member—Ludwig Meister GmbH & Co. KG, Germany; Mustafa Özkara, EPTDA board member—Bilya-Sanayi, Turkey; Moris Romi, EPTDA board member—RIMA, Italy; and Dick Winkelhuis, EPTDA board member—Spruit Transmissies, The Netherlands.

In 2012, EPTDA Annual Convention will be held in Lisbon, Portugal on September 26–28. For more on the EPTDA 2011 Convention, visit www.eptdaconvention.org.



facturing and increasing capacity both for its precision gear component business and its high-precision assembly service, both driven by orders from motorsport teams and subcontract work for civil aerospace and military related hardware. Terry Grubb comments on the move, "Micro-Precision has been in business for over 30 years quietly supplying sub-contract and make complete engineering work to some of the highest profile commercial engineering operations in the world, from the latest generation of aircraft to Formula 1 cars. We have grown organically by providing an absolutely top-class service and this has now allowed us to make this latest investment in new machinery and factory expansion in order to satisfy demand."

"As engineering production becomes ever more streamlined and tolerances and materials become ever more exacting our value to our customers is on the increase, mainly because of our quality and our flexibility," he continues, "If a customer requires just one part, manufactured to the same tolerances and put through the same test regime as a larger batch would, then we can do it. Low-to-medium volume production is our current forte and having continually invested in the very latest high accuracy machines we have always been ahead in terms of accuracy and production economies."

The new machines include precision CNC Hoffer gear grinding machines and five-axis S and T gear hobbing machines, alongside specialist measurement and finishing machines, all of which will be kept busy with orders from the U.K. and increasingly international customers operating global manufacturing businesses. For more information, visit www.microprecision.co.uk.

Micro Precision Gear Technology

INCREASES MACHINE CAPACITY

Micro Precision Gear Technology of Hemel Hempstead is bucking the current trend of a flat market for U.K. manu-