

# Gear Motions

COLLABORATION KEY TO PAST, PRESENT AND FUTURE SUCCESS

The journey for Gear Motions began in the 1960s when Rawling Gear was acquired by Samuel T. Haines. Gear Motions was formed in 1973 when his son and current CEO Samuel R. Haines joined the company with a business plan to develop a network of companies with unique specialties that could be leveraged to better serve the wide-ranging needs of gear customers.

"In that same year, Oliver Gear was acquired, and along with Rawling Gear, became the foundation for Gear Motions," said **Dean Burrows**, president of Gear Motions. "Oliver Gear has roots dating back to 1892 and has a long history of supplying gearing to manufacturers all over the world. In 1978, Gear Motions acquired Nixon Gear, which began operating in 1920."



In the early 1980s, Gear Motions created its Plastic Gearing Services Division to provide the design and development of high-strength strength plastic gearing. By 1988, Gear Motions acquired Gear Supply and Broaching, a California gear-manufacturing company.

"During the 1990s and early 2000s, these businesses were either consolidated into existing facilities or sold," Burrows said. "In 2012, Gear Motions acquired Pro-Gear Co. Inc., a gear-grind-only manufacturer in Buffalo, New York. In 2014, Gear Motions acquired Niagara Gear in Buffalo, which was founded in the early 1940s."

This latest acquisition occurred because Gear Motions and Niagara had a long history of collaborating with customers on projects, despite having completely different customer bases. "This allows the combined companies to share their distinct capabilities with a whole new market," Burrows said. "Each company within the Gear Motions family has a specialty that makes it unique to the industry."

Today, the company plans to continue to add new equipment to meet customers' growing demands. "We have added turning, milling, broaching, hobbing, gear grinding and inspection equipment in recent years. Our focus in 2014 will continue to be investing in the technology and equipment needed to remain world-class. Specifically, we will add new inspection and hobbing capabilities and capacity," Burrows said.

In an effort to provide a single point of contact for existing as well as new customers, Gear Motions has recently created a new website ([www.gearmotions.com](http://www.gearmotions.com)) and logo. "To heighten

awareness of our capabilities, we have begun a new marketing campaign in various channels, including the website and print. We will also continue to meet face to face with our customers. Nothing is stronger in a business relationship than sitting across the table and talking," Burrows said.

The collaborative philosophy at Gear Motions paid off recently when the company was requested to design, prototype and build its first gearbox. "This project required a team of local and international partners to complete. Working hand in hand with these partners, we were able to exceed the customer's design expectations and produce a world-class gearbox. We never would have been able to do this project without our partners, and this is the business model for companies like Gear Motions."

Like many manufacturing companies, Gear Motions has daily challenges that must be met in order to stay successful now and in the future. "Our biggest challenge is how to 'go to market' so that new customers fall in love with us like our current customers have," Burrows said. "Our next challenge is developing the workforce of tomorrow that is trained for the technologies of today and the ones yet to come. We have accomplished this through internal and external training programs. Third, as an employee-owned company, we challenge ourselves daily to instill the ownership culture in our business. Employee-owned companies have historically been higher-performing, more agile and more stable companies. Since beginning our employee stock ownership plan (ESOP) in 2005, we continue to develop the employee-owned culture for even more success in the future."

The company expects 2014 to be a good year leading into an exceptional 2015 as the markets continue to strengthen and the economy continues to recover. "With the addition of Niagara Gear, we are confident that we can capture more opportunities in 2014 than in past years," Burrows said. "Our plan is to continue our growth organically and through acquisitions. We will add more capabilities and more diverse products. We will continue to invest in new technologies and will continue the ESOP development, so we can always exceed our customers' expectations."



# Weiss

## ANNOUNCES KEY HIRES

With an aggressive product growth trajectory to coincide with its planned 15,000 square foot manufacturing facility expansion, Weiss recently welcomed **Josh Treter** to the position of product sales manager-direct drives and **Keith Griffin** as business unit manager. In addition to recent extensive experience as a sales engineer at Nook Industries (Cleveland, Ohio), Treter brings a heavy technical background dating back to years in the aviation sector – even as a former pilot.

Given this depth of hands-on technical expertise, Treter will focus his attention on expanding sales of Weiss' dynamic Direct Drive line of linear and torque motor products in the marketplace. According to Treter, "All products in the line offer exemplary quality,

speed, and accuracy for a wide-range of automated small parts assembly applications including automotive, packaging, medical, and beyond."

At the epicenter of new products on the immediate horizon is the introduction of Weiss' HP 70T which features a unique 'knuckle' design on the y/z axis that essentially eliminates the need for another linear motor for the z axis. Treter plans on working hands-on with sales reps in key growth territories throughout the U.S., Canada and Mexico. "The goal is to supply them with extensive engineering and marketing support to help educate the market as to the lines' advanced benefits while providing complex, customer-specific solutions," Treter said.

Treter also noted that an essential part of this education will focus on implementing the user-friendly Weiss Applica-



Josh Treter



Keith Griffin

tion Software (WAS) in the field for clients. Used throughout all freely programmable Weiss products, the graphic user interface series is highly intuitive and uniform — providing faster set-up and smooth operation to save customers valuable time and cost.

Leveraging over twenty years of engineering experience with Fusion Systems Group (Willoughby, Ohio), Griffin will serve as Weiss' business unit manager — spearheading a focus on assisting integrators from A-Z on comprehensive Weiss systems.

With an extensive history in designing and fabricating custom automation machines, Griffin's focus at Weiss will be to get involved with machine builders and engineers upfront in designing a core

package and designing out for more efficient production results. "Our problem-solving, consultative approach will encompass a broad spectrum ranging from machine frames, risers for index tables, stationary plates, CAD models, pick-place systems, indexing units, etc. The goal is to design a one-stop, ship assembled, value-added framework for optimal results." To streamline this process further, Griffin is also at the forefront of launching a SolidWorks portal that will allow customers to quickly share CAD files.

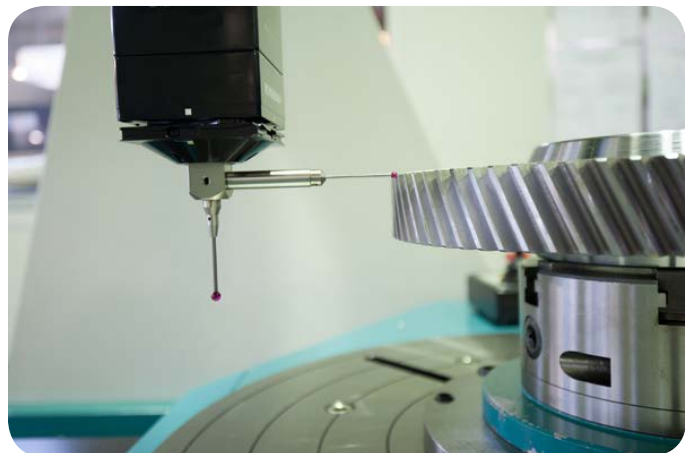
Griffin also noted that the 2014 expansion of the Weiss manufacturing facility will drive this philosophy even further stating, "New capital equipment will vastly increase our in-house capabilities of tool plate machining and machine frame fabrication. Ultimately it will drive our goals of more efficient production, faster turnaround, better pricing and delivery."

# Ronson Gear

## RECEIVES AEROSPACE ACCREDITATION

Australian gear manufacturer Ronson Gears has been awarded accreditation to AS9100C Quality Management System Standard (Aerospace), paving the way for the company's expansion into new markets internationally. U.K. based Lloyd's Register Quality Assurance Limited conducted the audit late last year and awarded Ronson Gears the accreditation for its gear manufacturing and quality systems.

According to Ronson Gears' Managing Director, Gordon New, the accreditation is recognition of the company's long-standing focus on quality, customer service and its ongoing investment in state-of-the-art equipment, providing the capability to service the high demands of customers in the aerospace and defence industries.



"We achieved ISO9001 accreditation in 1998 and have a proven record of providing quality services to Original Equipment Manufacturers (OEMs) in a broad range of industries," New said. "We've supplied BAE Systems for many years as well as indirectly supplying well-known companies including Boeing and Lockheed Martin,"

"The new accreditation means the company's expertise will be more widely recognized globally," he said. "Our agent in North America is already in contact with a number of potential new customers and we hope to branch into Europe as well in years to come."

## Lafert N.A.

WINS GREEN BUILDING AWARD

Lafert North America's High Performance Metric Motors won first place in the Green Building category in the annual AHR Innovation Awards Competition. Sean Hickey, president of Lafert NA accepted the Innovation Award, which had been selected by a panel of industry professionals with pronounced knowledge and expertise in the HVACR industry. The AHR competition is sponsored by ASHRAE, the air-conditioning, heating, and refrigeration institute (AHRI) and the



Bill Bahnfleth, ASHRAE president, Sean Hickey, Lafert North America president and on the right is Bob McDonough, chairman of AHRI

International Exposition Company (IEC). The HCACR show hosted nearly 2,000 manufacturers and suppliers and more than 55,000 industry professionals from around the world. Lafert's award winning High Performance Metric Motors come in speeds ranging from 1,500-4,500 rpm and in metric frame sizes from 71 to 132 mm, with a power rating of 0.75 hp to 40 hp and an IP55 degree of protection for the whole range. These permanent magnet motors are suited for applications involving pumps, fans and compressors with an emphasis on reducing size, weight and operating costs while achieving an IE4 efficiency rating, combined with a simple set up and integration to the application. Permanent magnet compatible variable frequency drives can be utilized with Lafert's HPS (high performance stand alone) motors, while the HPI (high performance integrated) design offers drives are integrated into the motor.

## Heidenhain

APPOINTS PRODUCT SPECIALIST

Recently acquiring the responsibility for the North American sales and marketing of ETEL products (manufactured in Switzerland), Heidenhain Corporation announces the appointment of **Brian Zlotorzyski** as product specialist, ETEL Motors. Based in Schaumburg, IL, Zlotorzyski is responsible for ETEL linear and torque motor product support. ETEL provides the largest direct drive motor range available on the market today, and Zlotorzyski is poised to be instrumental in providing solutions in industrial motor applications, including those requiring high torque/force. Zlotorzyski holds a mechanical engineering degree from Northern Illinois University. Born and raised in Des Plaines, Illinois, Zlotorzyski will travel to Switzerland as needed but reside in the U.S. to support North American customers.



## Aerotech

MOVES TO LARGER FACILITY IN UNITED KINGDOM

As part of continued expansion in the global precision motion and automation systems arena, Aerotech Inc. - the Pittsburgh-USA headquartered high-technology mechatronic motion products designer and manufacturer - has relocated its U.K. subsidiary to a new and larger facility in Ramsdell near Tadley. With additional office and operational logistics space as well as considerably more room for customer demonstration, training and conferencing, the well-equipped 500 m2 building will allow Aerotech Ltd to build upon and enhance its position as a premier motion system supplier to the U.K. and Europe. The move to the new building complements Aerotech's recent manufacturing and engineering facility expansion in Pittsburgh and significantly reflects its determination to provide world-class sales and service with similarly equipped subsidiaries in Germany, Japan, Taiwan and China.



The new facility at Ramsdell represents a real progression of Aerotech's proven track record in the U.K. and Europe that began almost 33 years ago when the subsidiary was first established. Aerotech works with industrial manufacturers and research institutions, designing and building precision mechanics, motion controls and drive electronics as integrated electromechanical subsystems that enable the customer to concentrate, specialise and develop its own core manufacturing technologies and research goals. From the U.K., Aerotech makes an active contribution to Europe and has partnerships with many universities and manufacturers for the production, test and/or research of high-technology equipment in semiconductor, electronics, medical, military and laser processing, amongst others. Solutions range from single-axis positioners chosen from a wide standard range to innovative custom manufactured multi-axis systems.

## PTDA Foundation

ESTABLISHES WENDY B. MCDONALD AWARD

To honor the memory of **Wendy B. McDonald**, one of the power transmission/motion control industry's true pioneers, the PTDA Foundation has established the Wendy B. McDonald Award. The award acknowledges a woman who has established herself as a critical contributor to her company's success and has affected positive change within the power transmission/motion control industry.

McDonald, known as "Mrs. Mac," served over 60 years as a leader in her family-owned international industrial distribution company, BC Bearings Engineers Limited, which was acquired by Motion Industries, Inc. A trailblazing woman business owner, McDonald left many legacies through her long career in the industry. Her charm and grace are legendary as well as her philanthropy and commitment to give back to the industry and the communities that led to her success.



When merited, the Wendy B. McDonald Award will be presented annually during the PTDA Industry Summit. Nominations are now being accepted through May 31, 2014, and will be judged by the following criteria:

- Nominees must be female and employed by a PTDA member company in any capacity. There are no criteria with respect to title, position in company or years of experience.
- Nominees must exemplify leadership and integrity in all business relationships.
- Although all nominees are considered, those employed by Canadian companies or distributors receive extra consideration.

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