

Bodine Electric

HIGHLIGHTS MANUFACTURING AT DISTRIBUTOR TRAINING CONFERENCE

Representatives of Bodine's distributor network from across the USA and England recently attended the Bodine Electric Company 2014 Distributor Training Conference in Dubuque, Iowa and at their main plant in Peosta, IA. Developed to help distributors increase their understanding of Bodine gearmotors, motors, and controls, the training conference reflected Bodine Electric's ongoing commitment to providing the best possible support and training for their channel partners and global distributors.



The two-day event featured educational sessions on product design, how to select the right gearmotor for an application, and industry specific sales strategies. The conference focused on fundamentals of construction and operation of brush-type permanent magnet DC, brushless DC, and AC Induction drive systems. Hands-on workshops explored basic motor maintenance, wiring, and load-current measurement. Other workshops covered gearhead construction, motor control systems, and application success stories. Capping the event was a tour of the company's manufacturing facility in Peosta, IA.

We know that in today's marketplace well-trained and knowledgeable distributors are what keep Bodine Electric ahead of the game," said Peter Kos, Bodine Electric Company's distribution channel manager.

QA1

HIRES INDUSTRIAL SALES MANAGER

QA1 is excited to announce the recent addition of **Mike McVeigh**, who joins the QA1 team as the industrial sales manager. Within this role, McVeigh will develop and execute sales plans to increase market share, develop and maintain relationships with key distributors and OEMs, identify and pursue opportunities that support QA1's complete port-



folio offering and work on new product ideas and marketing strategies.

"We couldn't be more excited to have Mike join our team," said QA1 President Melissa Scoles. "He brings a wealth of experience that will help QA1 grow in the industrial market with both our product offering and exposure."

McVeigh has over 25 years of sales and marketing management experience in motion control and bearings. He is excited to help QA1 grow their customer focused sales force thru ongoing training, mentoring and positive motivation.

"QA1 has a great industrial offering, and I'm excited to help take this team forward," said Mike. "QA1 has been a leader in the industrial world for a long time, and I'm glad I can lend my expertise to help them grow."

When he's not in the office, he loves to travel and has been all over the world. He's even taken a high speed ferry from the U.K. to Ireland.

PTDA

WELCOMES EIGHT NEW MEMBERS

The Power Transmission Distributors Association (PTDA) has welcomed eight new members to date in 2014. Distributor members include DIRISA (San Pedro Sula, Honduras), a distributor of bearings, motors, mechanical PT and material handling products.

Edwards Industrial Sales Inc. (Kalamazoo, Michigan), a distributor of mechanical PT products, bearings, and hydraulic and pneumatic prod-



ucts, as well as other material handling components, motors, electronic drives and linear motion products. Chris Hawk, marketing, states, "Edwards Industrial Sales joined PTDA to access resources, to connect and network with peers in the industry and to take advantage of opportunities in a very competitive market."

Standard Bearings (Des Moines, Iowa) distributes bearings and mechanical PT products. Tri-Power MPT, Inc. (Akron, Ohio), is a distributor of sensors, power transmission and motion control products. "We are very excited to re-join PTDA and look forward to seeing old friends and making new ones. PTDA provides many opportunities to network with the industry's premier manufacturers. Our membership is well worth the investment," notes President Richard Wiley.

Manufacturer members include Cone Drive (Traverse City, Michigan) a gear manufacturer as well as Rossi North America (Suwanee, Ga.), a manufacturer of gearing and AC motors.

Associate members include Interlynx Systems, LLC (Bryan, Ohio), a lead management system provider to the power transmission distribution industry. WarehouseTWO (Palo Alto, California) provides inventory-sharing solutions. Principal Mark Tomalonis notes, "WarehouseTWO, LLC is the leading inventory-sharing solution used by industrial manufacturers and their wholesaler-distributors in North Ameri-

ca. Our system's rich functionality and method of excluding counterfeit products make it ideal for the power transmission industry. Many power transmission distributors use our service to fill backorders faster, increase revenue and expose selected inventories to a much larger audience—all within authorized wholesale networks." For more information, visit www.ptda.org.

Heidenhain

HIRES SYSTEM PRODUCT SPECIALIST

Heidenhain Corporation announces the new hire of **Mark Skaer** as systems product specialist, ETEL. Of particular interest to the semiconductor and high tech equipment industries, ETEL's motion stages are known worldwide as high quality systems, and are available in North America through parent company Heidenhain. Skaer is now positioned to assist area customers and prospects of ETEL motion stage systems with specifications, application and troubleshooting information as needed. He also serves as a liaison to ETEL's corporate worldwide headquarters in Switzerland. Holding a bachelor's degree in electrical engineering from Milwaukee School of Engineering and a master's degree in electrical engineering from Michigan Technological University, Skaer was first employed as an interface analyst at an EMR software company before coming to Heidenhain.



Sercos

ELECTS BOARD OF DIRECTORS

Sercos International e.V., supplier of the Sercos automation bus, elected its new board of directors during the member's meeting at Hannover Fair 2014. **Dr. Thomas Bürger** of Bosch Rexroth AG is the new chairman, supported by Klaus Weyer of Schneider Electric Automation GmbH and Prof. Alexander Verl of Fraunhofer Institute. Matheus Bulho from Rockwell Automation was newly elected to the board, replacing the departing Ralf Prechtel (LTi Drives), who was honorably discharged together with the previous chairman, Dr. Bernd-Josef Schäfer (Bosch Rexroth AG). Christoph Melzer (Automata GmbH) and Hans-Juergen Hilscher (Hilscher Gesellschaft für Systemautomation GmbH) were both confirmed in their functions as cash auditors. During the meeting, the members were comprehensively informed of the technological development of Sercos based on current market trends and also took a look at the strategic orienta-



tion of the user organization. "Strong growth in the spectrum of manufacturers and providers accelerates the implementation of innovative automation concepts and is, at the same time, proof of the high level of acceptance of Sercos in machine and systems engineering," explained Peter Lutz, managing director of Sercos International. "We also see this growth in Asia, specifically in China."

GAM

RECOGNIZED FOR STEM EDUCATION INITIATIVE

GAM, a manufacturer of precision gear reducers and servo couplings used in automation technology, was recognized by the Northwest Educational Council for Student Success (NECSS) after partnering with Thomas Middle School to help educate students who are interested in STEM (Science, Technology, Engineering, and Math) fields. The NECSS is a secondary and post-secondary regional educational collaborative that focuses on student success and opportunities, teacher qualifications and professional development, and enriching collaboration between all district partners and the local communities. NECSS partners include school district 211, 214, 220, EFE 070 and Harper College. Gary Michalek, CEO of GAM, accepted the award at the NECSS Business Partner Recognition Breakfast for the partnership with Thomas Middle School. "If we want to maintain our leadership role in the U.S. for manufacturing, we need to inspire and expose our young people as early as possible to the wonderful opportunities that exist in today's manufacturing environment and the future it holds," said Michalek.



Twice a year, students from Thomas Middle School visit GAM as a part of their Careers Connection class. The Careers Connection class is a three part program designed to help prepare students for the work force by introducing career options as well as identifying their interests and strengths. Students take surveys, participate in discussion groups, and then have an on-site job shadow experience. When students visit GAM for their job shadow, they are engaged in an interactive learning experience as they are tasked to help design and manufacture an actual product.