

# Three Things Needed from Every Power Transmission Company

Greg Schulte, President and CEO, Bonfiglioli USA, AGMA Chair, 2021-2022



## In March, I became the Chair of the American Gear Manufacturers Association (AGMA).

Like many in the gearing and power transmission industry, I grew up in it alongside my father for some years before writing my own journey. My wife recently reminded me that it has been 11 years since our first AGMA annual meeting, which really isn't that long considering our association is 106 years old.

I began by getting involved with the Foundation and had the opportunity to chair the fund-raising committee, where we leveraged donations to support AGMA education efforts. I was also an active participant in the scholarship program to support the education of our young people wanting to get into the gear industry, where we have found 86% of scholarship recipients ultimately join

Center at Daley College that will hopefully be operational later this year, giving operators real-world experience with current-technology machines. We adjusted the focus of Gear Expo to Motion + Power Transmission Technology Expo to recognize the trend in total systems approach that end user customers are focusing on. And, last year, AGMA Media was born through the acquisition of *Gear Technology* and *Power Transmission Engineering* magazines, giving us a direct voice to our industry and association.

Ironically, some of the challenges we face today might be similar to those of our earlier days: education, promotion and technology innovation. However, the response strategies necessary to solve our strategically similar industry challenges today are quite different.

I bring up just a few of the things we

3. I also encourage you to be "ALL IN" for MPT Expo this fall. As business leaders, we need to LEAD and get back to business, which includes face-to-face interaction. The AGMA Board and Show Committees are "ALL IN", and we're ready to produce a world-class event this fall, but we need you to be an active supporter of getting our world back to relative normal with your attendance.

Let's face it...we have a lot impacting our industry.

The fact that we spent most of the past year on Zoom + including our recent Annual Meeting+ is a clear indication the world is not the same as it was, and it's moving at light speed. Therefore, as an association, we need to keep our gears moving, staying relevant with technology and keeping up with industry changes...and we can only do that together. In very simple terms, this means we need to show up!

In our association, we might be suppliers, partners, customers or competitors, but in the end, we are one industry—and now is the time when we need to come together and move the industry forward.

I will serve as Chair for two years, and I will do my best to continue the success of our association and focus on the value that everyone can realize in their business. This starts with all of us actively communicating, participating and being stewards for our companies and association.

As I begin this effort, I want to thank our outgoing chair, John Cross of ASI Drives, for his support and leadership over the last two crazy years and his predecessors: AGMA Old Goats Jim Bregi of Doppler Gear and Dean Burrows from Gear Motions, along with Mike McKernin from Milans Machining and Todd Praneis of Cotta Transmission, who have served with me on the Executive Board. These leaders were all once strangers to me, but after working

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the industry. While I was a Trustee, we also launched the successful Get into Gears campaign, which has supported many AGMA member companies in workforce recruitment. It was great to be part of a group that was trying new and different approaches to solving our industry challenges.

I then had the opportunity to join the AGMA Board of Directors, where we have guided the development of an IACET-accredited training program for your team members. Besides the online learning courses and four new operator classes we developed, we have also created the AGMA National Training

are doing for three reasons:

1. To remind everyone our industry is ALIVE and ever changing. Your voice is heard, and the Association is always there to support and address the obstacles we are facing (workforce recruitment, education, global trade, new technologies, and the list goes on). Put another way, we listen and TAKE ACTION.
2. I ask for your support to get involved. Do not be a passive participant—get involved, and get your team involved. If you look at the successful AGMA companies, they are the ones that are involved, networking, voicing issues they have in their business and solving problems.

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side by side with them on important AGMA business, we have become friends; they have welcomed me into the association while also challenging and guiding my path until today.

I close repeating the three things we need from AGMA members in 2021:

1. This industry is alive but constantly changing. AGMA and its members need creative solutions to respond to our transient environments. Working together, we can accomplish anything.
2. It takes a leader's stewardship and time to make the most out of your AGMA membership. Get your employees involved, join committees, and make AGMA a staple for your team.
3. Get "ALL IN" with AGMA and make your plans to attend MPT Expo this September.

Contact me directly if you have thoughts, ideas or want to get involved.

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