



John J. Perrotti

**Gleason Acquires M&M Precision Systems**

Gleason Corp. acquired M&M Precision Systems Corp. on June 24.

According to the company's press release, Gleason will retain M&M's existing management team. Main operations will remain in the Dayton, OH, area. Under Gleason's ownership, M&M will be renamed Gleason

M&M Precision Systems Corp. Sales and distribution channels will be integrated with Gleason's existing sales offices and representatives in most markets.

John J. Perrotti, Gleason's president and CEO, said in a press release, "M&M brings complementary products that further strengthen our ability to serve our global markets. By leveraging Gleason's leadership in gear technology and our global reach, we believe great opportunities exist to expand sales of M&M's products."

**Knoy Joins American Wera**

Scott Knoy was hired as vice president of sales by American Wera.

Among his responsibilities will be sales and customer service for WERA profilators, tooth rounding and pointing equipment as well as PRAEWEMA honing machinery.

Prior to this position, he was employed as a regional sales manager for Gleason Corp. Knoy has worked in the gear industry for the past 12 years.

**EMAG Buys Jos. Koepfer & Sohne GmbH**

EMAG has acquired majority interest in Jos. Koepfer & Sohne GmbH.

Present product lines and personnel will remain, according to the company's press release. In North America, EMAG of Farmington Hills, MI, will continue to service customers with EMAG Production Centers and related machines.

Within the new EMAG group, Koepfer will act as the gear technology center. In total, the Koepfer group comprises three enterprises for the development and building of high precision gears, cutting tools and high precision parts. Its consolidated sales figures for 2004 were 60 million euros.

EMAG specializes in manufacturing high production turning and multifunction production centers. Its consolidated sales for 2004 were 350 million euros.

During EMO 2005, the company will display its first development. The VSC250DUO WF is a multifunctional production machine that integrates double-spindle turning, hobbing and deburring in a single cycle.

**Philadelphia Gear Appoints Sales Rep for Latin America**

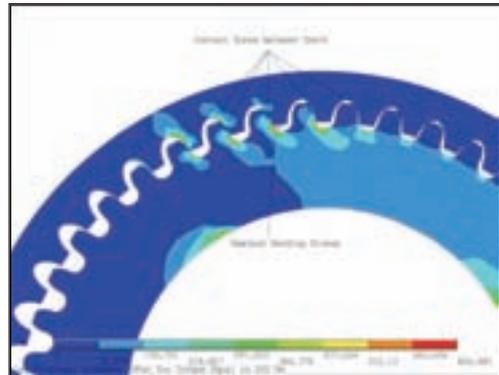
Philadelphia Gear Corp. hired Jorge J. Flores as direct sales representative for Latin America.

According to the company's press release, Flores will be responsible for increasing and developing business with energy-related companies from Mexico to Argentina. Overall, it requires Flores to maintain a solid and constant presence in the market of the Latin American countries.

Prior to joining Philadelphia Gear, Flores founded "Power Transmission Elements," a training course for maintenance personnel covering the history and basics of power transmission.



Jorge J. Flores



**Ikona Launches New Gearing Technology Services Division**

Ikona Gear launched a services division that enables clients to leverage advanced finite element analysis services for evaluating and improving custom gearing solutions.

Finite element analysis (FEA) is a technique for modeling complex structures used in situations that are difficult to model with standard engineering techniques.

FEA helps Ikona Gear verify whether a proposed design will be able to perform to the client's specifications prior to manufacturing or construction.

According to the company's press release, United Gear & Machine Works just utilized the new division to evaluate high-end planetary gears purchased from third-party suppliers.

Laith Nosh, Ikona's president and CEO, says, "As an industrial gear manufacturer, United Gear requires all gears from third party suppliers to be of the highest quality and able to perform under exceptional conditions. By leveraging FEA services, the company was able to quickly and accurately evaluate its planetary gears, make recommended alterations to improve performance, reduce risk of failure and satisfy the end user's requirements."

## Gleason Appoints New Sales Management

Gleason Corp. has appointed John M. Terranova and Kelvin T. Harbun as vice presidents of sales.

Terranova is vice president of American sales and responsible for the sales and marketing of Gleason products, including those from the Gleason technical support centers in Novi, MI, and Queretaro, Mexico. He has worked at Gleason in a number of technical, sales and manufacturing positions, most recently as head of the implementation team for lean processes at The Gleason Works in Rochester, NY.

As vice president of Asia-Pacific sales, Harbun will be responsible for the sales and marketing of Gleason products in Japan, China, Korea, India, Australia and Thailand. Most recently, he worked in Ludwigsburg, Germany, in association with Gleason-Pfauter and Gleason European sales.

## In Memoriam: Gear Manufacturer Joseph M. Garfien: 1909-2005

Joseph M. Garfien, co-founder of United States Gear Corp., died May 5 from an infection. He was 95 years old.

Mr. Garfien had more than 70 years of experience in the gear industry, starting as a machine operator in the late 1920s, when he was newly arrived in America, and including work for the U.S. and Israeli governments.

An Austrian immigrant, Mr. Garfien's journey to the United States started with several soccer games in the United Kingdom.

In 1928, he was a teenaged player with the Austrian national team and traveled with it to Great Britain. After the games, he continued westward, an uncle in Chicago sponsoring his immigration.

"There wasn't very much opportunity in Austria at the time," Mark Garfien explains about his father's decision.

But, arriving in Chicago, Mr. Garfien had no job, no money, no English. He dealt with his first two problems by joining Perfection Gear, beginning as a machine operator. He also drew a second income from playing soccer. As for English, the Polish-speaking Mr. Garfien learned that over time.

At Perfection, he became a practical, hands-on gear engineer with an intuitive grasp of gear geometry and manufacturing, a grasp that he made good use of and became known for. By 1941, Mr. Garfien was consulting with the U.S. Army to deal with the poor performance of some of its trucks. In '53, though, he left Perfection to become his own boss, co-founding International Gear. He left that business 10 years later to co-found a second



Joseph M. Garfien

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company, U.S. Gear, with his son and son-in-law, Don Garfield. Today, U.S. Gear employs 300 people in Chicago and is still owned and operated by the Garfien family.

In the late '60s, Mr. Garfien worked with the Israeli government on gear-related projects. In 1967, he helped it reverse engineer the gears of Soviet-made tanks and trucks captured during the Six Day War. Through reverse engineering, the government could judge the state of Soviet gear manufacturing and, by extension, estimate the state of Soviet heavy industry. Also, Mr. Garfien helped set up the Israeli gear manufacturer Ashot Ashkelon. A souvenir of his Israeli work hangs on a wall at U.S. Gear: a photo of himself shaking hands with Golda Meir.

Mark Guggenheim, a 17-year employee, describes Mr. Garfien as a likable fellow, a firm boss, but one who cared about his employees and was willing to listen to them.

"Joe had a lot of longtime employees," says Guggenheim, U.S. Gear's vice president of manufacturing and engineering. "He treated his people with respect. He was loyal to them."

Outside the Garfien family, several U.S. Gear employees are the children of past employees. Mark Garfien thinks this says something about his father as U.S. Gear's leader: "He could be trusted."

By the late '90s, Mr. Garfien had ceded day-to-day administration of U.S. Gear to his son, the company's president, and his son-in-law, its vice president of sales. Still, he came in every workday, except for his last four months, when he cut back to three days.

"He wanted to get here every day, bright and early, just to be here," Guggenheim says.

Mark Garfien recalls his father's love of his family and love of his country.

Mr. Garfien is survived by his son; two daughters, Barbara Garfien and Charlene Garfield; nine grandchildren; and three great-grandchildren.

Guggenheim, invited a number of times to Mr. Garfien's home, says the gear manufacturer loved to show off his gardens, would buy flats and flats of flowers at the beginning of the season. At his funeral, Mr. Garfien's family provided baskets of flower seeds for mourners, asking them to plant the seeds in memory to him.

After he died, a grandson discovered in a desk drawer in Mr. Garfien's home a tape player with a cassette recording of "God Bless America."

Michael Goldstein, a 40-year friend and associate, learned about the recording at Mr. Garfien's memorial service and thought: "God did bless America, He sent us Joe Garfien."