

The Seeds of Great Enterprises

“Opportunity is the start of great enterprises.” said the Greek statesman Demosthenes, and what was true 2300 years ago is no less true now. Plenty of opportunities which can grow into great - and successful - enterprises are waiting for us right now if we only have the foresight to take advantage of them.

IMTS 92 is in Chicago this month. Hundreds of companies from around the world will be there, and they are eager to do business with you. This could be the opportunity for you to upgrade equipment or make important contacts that will be the source of some great future enterprise for your business.

If IMTS is not in your future, plenty of other opportunities are coming up. They will require that you plan ahead to take the greatest advantage of them, but they too are out there waiting, ready to be turned into great enterprises.

In the fall of 1993, AGMA will again sponsor its GearExpo, a trade show devoted exclusively to our industry. Its smaller, more intimate setting may be the perfect opportunity for you to buy needed equipment, learn about advances in the industry, or show your products or services to the people most eager to buy.

Consider also the educational opportunities out there for the taking. AGMA, SME, and other organizations offer regular conferences and seminars on gearing subjects. So do a number of machine tool manufacturers. The AGMA Small Business Committee is also working in conjunction with INFAC in Chicago to set up a number of training courses, specifically with the small gear shop in mind.

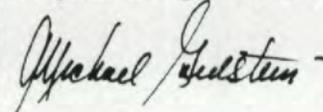
Education is the sort of opportunity that Demosthenes had in mind. In it are certainly the seeds of all great enterprises. Ask yourself whether everyone at your plant is so well trained that none of these courses would be useful to them.

In addition to the valuable information they offer, these kinds of conferences and seminars

provide you with the chance to share your expertise and build your company credibility. Every one of the technical organizations regularly issues “Calls for Papers.” They need knowledgeable gear people to present papers on a variety of gearing subjects. *Gear Technology* is also always looking for interesting, well written articles on gearing subjects. You could be the author or presenter we’re all wanting to hear.

Contacts made and opportunities opened up by becoming an “expert” on a particular gearing subject are less quantifiable than those gained from a trade show appearance, but they are just as real and also have the potential to grow into great enterprises.

Exhibiting at trade shows, taking or teaching courses, or writing papers are not easy. They all require a lot of effort on your part. But Demosthenes never said that turning opportunity into a great enterprise would be easy; he simply implies that not taking the opportunity guarantees that you won’t be part of the great enterprise at the other end.



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