

## Klingelberg

### OPENS BLADE GRINDING CENTER IN MEXICO

In August 2011, Klingelberg's Mexico site was moved to a new facility in Querétaro City. This investment is part of the company's long-term strategy for this important market. At the new facility, Klingelberg will soon inaugurate its new blade grinding center with a grand opening event. The new blade grinding center will be part of the company's response to meet the increasing demands for this service. In the new plant at the existing Querétaro location, Klingelberg will offer first-hand sales support, spare parts as well as professional customized service engineering and application engineering.

"We are now able to support our customers even better and more professionally, regarding both our machines and application engineering," emphasizes CEO Jan Klingelberg. In terms of grinding, the customers will benefit from Klingelberg's state-of-the-art automated blade grinding cell B 27, the cutter head setting and checking device CS 200 as well as the stick blade measuring device BC 10 at this new facility. With all the equipment in a closed-loop environment, the company will deliver optimal results in blade grinding service to ensure the quality of the spiral bevel gear production. For more information, visit [www.klingelberg.com](http://www.klingelberg.com).



## Klas Forsström

### NAMED GLOBAL PRESIDENT OF SANDVIK COROMANT



**Klas Forsström**

On September 1, 2011 Klas Forsström took over the position of global president of Sandvik Coromant, a supplier of cutting tools, tooling solutions, services and know-how to the metalworking industry. Forsström has been with the Sandvik Group for about 17 years, mostly at Sandvik Coromant. His work has included leading positions in R&D, product development, marketing, business development and sales. Most recently he held the position of president of Sandvik Hard Materials.

"It is really exciting and inspiring to be back with Sandvik Coromant. I am truly impressed by what the company has achieved in recent years. As the market leader we are perceptive and forward thinking," says Forsström. His first task as president is to manage and further develop the ambitious strategy that Sandvik Coromant has set. This includes an even stronger customer focus through local presence and global knowledge sharing. "R&D is part of the very fabric that is Sandvik Coromant. We are always focused on product innovation, premium application knowledge and speed to market. Our ambition and motivation for the future is strong. I believe we will be successful in the further development of customer oriented solutions," Forsström explains.

Forsström holds a master of science in material physics and an MBA from Uppsala University, Sweden. He is married and has four children. He enjoys family life, reading, fishing and carpentry.



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## NEWS

### ZF

## OPENS U.S. PLANT FOR WIND TURBINE GEARBOXES



ZF Friedrichshafen AG has opened a plant for the production of wind turbine gearboxes in Gainesville near Atlanta, Georgia. As of 2012, the company will supply gearboxes of the two-megawatt performance class for Vestas from the new location. "After a phase of economic decline, wind power is reviving," says ZF CEO Hans-Georg Härter. "With our new plant for wind turbine gearboxes in Gainesville, we are right in time." Within the last years, the Friedrichshafen Group collected sufficient experience in the service area for large volume gearboxes. Gainesville is the first ZF production location worldwide. After production ramp-up, the plant will offer a production capacity of 1,000 gearboxes per year and 250 jobs. In an expansion stage, production can be increased to 1,500 gearboxes per year.

"As a leading automotive supplier, we can rely on product and process know-how that was developed over decades. Therefore, we distinguish ourselves from our competitors," says Dr. Michael Paul, member of the board of management for the Industrial Technology Division that also includes the Wind Power Technology Business Unit. The new plant in Gainesville will cover the North American market, where Vestas has large production capacities. The aim is to establish ZF as worldwide leading manufacturer in this sector. With the intended acquisition of Hansen, the Belgian wind turbine gearbox manufacturer, the ZF Group wants to tap the important wind power markets in Asia and Europe.

The whole plant with a production area of about 24,000 square meters is focused on a sustainable and resource-saving production. Saving energy and the protection of the environment are at the center of attention. Also, the product itself, the Atlas 1 wind turbine gearbox developed by ZF in the two-megawatt performance class, is designed in accordance with energetic criteria. Special longevity and serviceability are part of the major product characteristics. For more information, visit [www.zf.com](http://www.zf.com).

## Manufacturing Survey

DESCRIBES STATE OF SKILLED WORKERS GAP



American manufacturing companies cannot fill as many as 600,000 skilled positions—even as unemployment numbers hover at historic levels—according to a new survey from Deloitte and The Manufacturing Institute. The survey, “Boiling Point? The Skills Gap in U.S. Manufacturing,” polled a nationally representative sample of 1,123 executives at manufacturing companies recently and revealed that five percent of current manufacturing jobs are unfilled due to a lack of qualified candidates. “The survey shows that 67 percent of manufacturers have a moderate to severe shortage of available, qualified workers,” said Craig Giffi, vice chairman and consumer and industrial products industry leader, Deloitte LLP. “Moreover, 56 percent anticipate the shortage

continued

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to increase in the next three to five years.”

“These unfilled jobs are mainly in the skilled production category—positions such as machinists, operators, craft workers, distributors and technicians,” said Emily DeRocco, president, The Manufacturing Institute. “Unfortunately, these jobs require the most training and are traditionally among the hardest manufacturing jobs to find existing talent to fill.”

Giffi points out that the inability to find workers is taking its toll on manufacturers’ competitive readiness. Case in point: 64 percent of respondents report that workforce shortages or skills deficiencies in production roles are having a significant impact on their ability to expand operations or improve productivity. “Ironically, even as unemployment numbers remain bleak, a talent shortage threatens the future effectiveness of the American manufacturing industry,” says Giffi. He points out that when respondents were asked to look ahead three to five years, they indicated that access to a highly skilled, flexible workforce is the single most important factor in their effectiveness—above factors such as new product innovation and increased market share by a margin of 20 percentage points.

According to DeRocco, companies need to partner with educational institutions to make developing workforce skills a top strategic priority. “Our education system must also do a better job aligning education and training to the needs of employers and job-seekers. To support this effort, The Manufacturing Institute is deploying the Manufacturing Skills Certification System endorsed by the National Association of Manufacturers (NAM)—a system designed to build educational pathways to in-demand manufacturing jobs.”

The survey findings may seem remarkable since the country is facing an unemployment rate above nine percent, but DeRocco says it can all be linked back to a trend that started before the 2008 economic slowdown. “Over the past five years, most manufacturers have redesigned and streamlined their production lines while implementing more process automation. In short, just as the industry is changing, the skills of the workers are changing as well.”

“Manufacturers obviously want to fill these roles by tapping the currently available workforce,” says DeRocco. “However, they report that the No. 1 skills deficiency among their current employees is in the area of problem solving, making it difficult for current employees to adapt to changing needs. Adding to the problem, respondents report that the education system is not producing workers with the basic skills they need.”

Further, she points out that the manufacturing industry’s aging workforce is only going to exacerbate the situation.

Respondents say the same old approaches are not enough to close the skills gap. Specifically, manufacturers should

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pursue more creative approaches to recruitment and talent management to make sure they have the necessary skilled personnel to win in the future. For example, they indicate that while workforce planning is important on its own, it is not enough to deliver what manufacturers need. They suggest that fresh approaches in areas such as employer branding can generate big results when pursued in tandem with more traditional approaches. "Many manufacturers are using the same approaches to talent development as they were a decade ago," says Tom Morrison, principal, Deloitte Consulting LLP and national service line leader for total rewards. "New performance tools and formal processes like industry certifications should be playing a larger role in any manufacturer's talent management plan."

"The results of this survey may appear dire," adds Morrison, "but in reality each of these challenges is surmountable. The United States has among the largest, strongest manufacturing industries in the world and has demonstrated its ability to innovate and adapt time and time again."

A copy of the full report is available at: [http://www.the-manufacturinginstitute.org/~media/A07730B2A798437D98501E798C2E13AA/2011\\_Skills\\_Gap\\_Report.pdf](http://www.the-manufacturinginstitute.org/~media/A07730B2A798437D98501E798C2E13AA/2011_Skills_Gap_Report.pdf).



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Getrag recently announced that it has completed the previously-publicized sale of its axle business to GKN plc, the U.K.-based global engineering company. At the same time, the co-shareholders Dana Holding Corporation and Volvo Car Corporation have closed the sale of their respective shares in the corresponding companies. This deal transfers the legal entities Getrag All Wheel Drive AB, Sweden and Getrag Corporation, USA to the new owner. With the completion of this transaction, Getrag will fully concentrate on its core transmission business.

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## NEWS

# GKI

## CELEBRATES 40TH ANNIVERSARY

GKI Incorporated, a Crystal Lake, Illinois manufacturing company, is celebrating its 40th anniversary. The company specializes in metal cutting products and services used in various industries throughout North America. It currently serves Fortune 500 manufacturing companies including Caterpillar, Boeing, Ford, Chrysler, Nissan, General Electric and others. GKI was recognized as one of the fastest growing companies in America by Inc. Magazine in 2007 and 2008. The company currently employs 50 people in its facility in Crystal Lake, and has sales offices in Philadelphia, Pennsylvania, and Nashville, Tennessee. The company was founded by Gerhard Klutke, who immigrated to the United States from Germany in 1964 and started GKI in the garage of his home in 1971. Today, GKI is run by his sons, Olaf Klutke, president, and Eric Klutke, vice president. For more information, visit [www.gkitool.com](http://www.gkitool.com).

## September Manufacturing Technology

### ORDERS INCREASE

September U.S. manufacturing technology orders totaled \$606.56 million according to the American Machine Tool Distributors' Association (AMTDA) and the Association for Manufacturing Technology (AMT). This total, as reported by companies participating in the United States Manufacturing Technology Orders (USMTO) program, was up 22.9 percent from August and up 51.9 percent when compared with the



total of \$399.32 million reported for September 2010. With a year-to-date total of \$4,074.00 million, 2011 is up 91.9 percent compared with 2010. These numbers and all data in this report are based on the totals of actual data reported by companies participating in the USMTO program. "September numbers were the second highest monthly dollar total in the last 15 years!" said Peter Borden, AMTDA president. "American manufacturers are still rushing to beat the end-of-year bonus depreciation deadline." The USMTO report, jointly compiled by the two trade associations representing the production and distribution of manufacturing technology, provides regional and national U.S. orders data of domestic and imported machine tools and related equipment. Analysis of manufacturing technology orders provides a reliable leading economic indicator as manufacturing industries invest in capital metalworking equipment to increase capacity and improve productivity. For the full report, visit [www.amtonline.org](http://www.amtonline.org).

## Metalforming Companies

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IN BUSINESS CONDITIONS

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According to the October 2011 Precision Metalforming Association (PMA) Business Conditions Report, metalforming companies predict a slight dip in business conditions during the next three months. Conducted monthly, the report is an economic indicator for manufacturing, sampling 127 metalforming companies in the United States and Canada.

The October report shows that 20 percent of participants expect economic activity to improve during the next three months (down from 24 percent in September), 56 percent predict that activity will remain unchanged (compared to 54 percent last month) and 24 percent report that activity will decline (up from 22 percent in September).

Metalforming companies also expect a decline in incoming orders during the next three months, with 29 percent predicting a decrease in orders, 45 percent anticipating no change and only 26 percent predicting an increase in orders. However, average daily shipping levels continued to trend upward in October. Thirty-eight percent of participants report that shipping levels are above levels of three months ago (up from 33 percent in September), 44 percent report that shipping levels are the same as three months ago, and 18 percent report a decrease in shipping levels. The percentage of metalforming companies with a portion of their workforce on short time or layoff dropped to eight percent in October, down from 12 percent in September. This number is at its lowest level since October 2007, when companies also reported eight percent of their workforce on short time or layoff.

"PMA's manufacturing member companies are less optimistic this month about business conditions for Q-4 than they were in September," observed William E. Gaskin, PMA president. "Economic uncertainty caused by the lack of leadership in Washington, D.C., ongoing concern about the strength of the European banking system and the failure of the private sector to create sufficient jobs to reduce unemployment levels below nine percent are largely responsible for the cautious outlook. For the first eight months of 2011, average industry shipments increased by 10 percent compared to the same period in 2010, demonstrating underlying strength in the metalforming sector."

For more information, visit [www.pma.org](http://www.pma.org).

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