

Motion Industries

NAMES NEW PRESIDENT

Motion Industries, Inc. has announced the promotion of **Randall (Randy) P. Breaux** to president on December 12, 2018.

"Randy has an impressive history, having served in numerous management roles during his career," said Paul Donahue, Genuine Parts Company president and CEO.

"His extensive experience in both industrial manufacturing and distribution, which includes his sales, marketing, and corporate background, make him an excellent choice to lead Motion Industries. We feel confident that we will continue to see great things from our talented and experienced Motion team under Randy's leadership."

Breaux was most recently executive vice president of marketing, distribution, and purchasing for Motion Industries, and has nearly four decades of experience in the industrial manufacturing and distribution markets. At Motion Industries, he has played a key role in setting corporate direction, strategic acquisitions, growing supplier relationships, advancing marketing activities and most recently overseeing corporate operations. He joined Motion Industries in May 2011 following 21 years with ABB/Baldor Electric Company, a leading manufacturer of industrial electric motors, drives, and mechanical power transmission components, based in Fort Smith, Arkansas.

Breaux joined Baldor in 1989, and held various sales and marketing positions in the company. Just prior to joining Motion, Baldor was acquired by ABB. At that time, he was promoted to vice president of integration by ABB, tasked with bringing the Baldor and ABB electric motor businesses together in North America. He served as Baldor's vice president of marketing from 2001–2011, played a key role in Baldor's acquisition of Dodge and Reliance Electric from Rockwell Automation in 2007, and served as an officer of the company for over 11 years. (www.motionindustries.com)



Heidenhain

OPENS NEW WEST COAST ETEL FACILITY

As the Silicon Valley in California and the West Coast continue to be the hub of the semiconductor manufacturing in the U.S., Heidenhain has expanded its motion systems support by establishing an Etel facility in Fremont, CA. This new 2018 office will provide product, service and support of its Etel motion systems designed specifically for that industry and others.

The Fremont office is an expansion of Heidenhain's San Jose, CA, office and provides warehouse space to keep multiple Etel motion systems on site. On display currently is an Etel Vulcano stacked platform motion system, the METIS planar platform, and a demo bench showing Etel single-axis solutions all operating using Etel's AccurET controls.

A cleanroom has been built at this Etel facility to simulate the expected working environment of its operation, and multiple Service Engineers are on hand to provide real-time support. A conference room space has also been established as a meeting area for visitors.



"The opening of this facility in 2018 has allowed Heidenhain to meet the needs of the high-tech and fast-paced nature of Silicon Valley that often demands immediate response and is yet another example of Heidenhain's Customer First initiative," said Daniel Wiseman, Heidenhain Motion System Sales Engineer. "And actually, area customers of all kinds can now walk-in and see motion systems in person. Plus, we can now provide on-site trouble-shooting more easily when required." (www.heidenhain.us)

Bell Helicopter and Moog

COLLABORATE ON FLIGHT CONTROL ACTUATION SYSTEM

Bell Helicopter, a Textron Inc. company, has announced a signed teaming agreement with Moog, for the development of the Flight Control Actuation System (FCAS) to support Bell's vertical take-off and landing (VTOL) aircraft and on-demand mobility (ODM) solutions.

"Bell continues to identify solutions and teammates that will achieve new possibilities together," said Bell's Scott Drennan, vice president of innovation. "Within this collaboration, Moog will ensure an advanced, fully integrated actuation system which will provide a safe, reliable and affordable solution for our aircraft."

As a global leader and visionary in the industry, Moog's innovative technologies will bring the design and integration of aircraft actuation systems for flight control to Bell's VTOL aircraft. Moog's experience allows for



systems that meet cost, performance, weight, and reliability requirements.

Ralph Elbert, group vice president and GM Moog Aircraft, stated, “We are absolutely delighted that Moog has been selected by Bell to partner on this exciting program to explore and develop the on-demand mobility market. Moog’s role will include providing the all-electric, fly-by-wire actuators and electronics used to direct and control the aircraft’s propulsion system and aero-surfaces.”

In this collaboration, Bell will lead the design, development and production of the VTOL systems. Moog will lead the design and development of the flight control actuation systems which includes architecture, hardware and software needed for air vehicle flight control actuation management.

As previously announced, Safran will provide the hybrid propulsion systems and Garmin will integrate the avionics and the vehicle management computer (VMC) systems; EPS will provide the energy storage systems, and Thales will lead the flight controls system. (www.moog.com)

Schaeffler

PARTNERS WITH PLUG AND PLAY TO EXPAND U.S. STARTUP NETWORK

Global industrial and automotive supplier Schaeffler has entered into a partnership with Plug and Play, a Silicon Valley-based innovation platform that connects startups with established corporations and venture capitalists. Of the 14 industry-specific programs offered by Plug and Play, Schaeffler will focus on technologies from the Mobility and Internet of Things (IoT) verticals, while also keeping an eye on innovations coming out of Energy, New Materials & Packaging, and Supply Chain & Logistics.

“We are excited to engage with our new partners at Plug and Play, who give us a compelling new avenue to uncover trends and opportunities for advancing our ‘Mobility for tomorrow’ corporate strategy,” said Prof. Dr.-Ing. Tim Hosenfeldt, Schaeffler’s senior vice president for technology strategy and innovation. “Just as our recently launched ‘in-house’ startup Bio-Hybrid GmbH has invigorated our efforts to transform personal mobility, Schaeffler looks forward to connecting with the creative minds within external startups who can provide us fresh perspectives to help us meet the present and future needs of our automotive and industrial customers.”

With over 20 locations worldwide, Plug and Play’s ecosystem will help Schaeffler build on its renowned capacity for in-house innovation — which produced more than 2,400 new patents in 2017 alone — by partnering with external business enterprises and startups to uncover new technologies, products and processes as well as untapped market segments and customers.

“The partnership with Schaeffler brings a new perspective to our mobility ecosystem. We look forward to working closely with our new partners and to introducing them to new technology that supports their mission,” says Sobhan Khani, vice president of Plug and Play’s IoT, mobility, and

real estate and construction programs.

Schaeffler’s partnership with Plug and Play is the latest step in the company’s mission to tap into Silicon Valley’s deep reservoir of creative talent and innovative thinkers. Earlier this year, Schaeffler opened a new office in San Jose, California, whose staff has been tasked with fostering new relationships with potential technology partners and local disruptors to advance Schaeffler’s corporate strategy that is dedicated to shaping “Mobility for tomorrow.”

(www.schaeffler.com)

GE Power Conversion

PARTNERS WITH SULZER FOR PARTS, SERVICES, AND EQUIPMENT

In a move to increase services, parts and new equipment availability, minimize repair times, and reduce downtime, GE Power Conversion has signed an agreement with Sulzer, making it an authorized parts, new equipment, and service provider. GE electrical equipment, such as motors and generators, can now be maintained and repaired through Sulzer’s extensive service center network.



Azeez Mohammed, CEO and president of GE Power Conversion, and Jim Mugford, president and global head of Sulzer’s electro mechanical services, sign the deal.

As one of the world’s largest independent maintenance specialists, Sulzer offers considerable expertise and experience in the repair of large rotating equipment. GE Power Conversion is taking advantage of the Sulzer repair facilities and extensive repair expertise, backed by the technical expertise and know-how from GE PC, to ensure that customers with GE equipment receive an unparalleled service.

The agreement between the two companies enables Sulzer to offer a wide range of services, including warranty work, that will ensure customers receive high quality repairs using original equipment manufacturer (OEM) parts. Sulzer will offer service center repairs as well as a range of field services, including installation, start-up assistance, troubleshooting, routine maintenance, testing and monitoring.

Jim Mugford, president and global head of Sulzer’s Electro Mechanical Services, explains: “We are dedicated to providing a superior service to a range of industries. Our track-record in providing dedicated teams of on-site engineers to

deliver best-in-class solutions is second to none. Sulzer's expertise has been recognized by one of the leading manufacturers of electrical equipment, allowing us to offer OEM parts and services direct to the owner/operators."

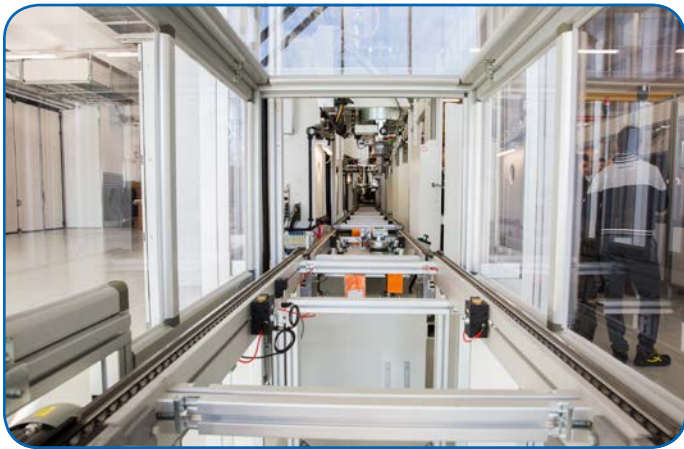
Sulzer service centers are ISO 9001 certified, with the capabilities to offer complete rewinds, upgrades and engineering enhancements to ensure optimum performance and reliability in addition to performing site disassembly and installation. (www.sulzer.com)

Bonfiglioli

LAUNCHES ELECTROMOBILITY PRODUCTION LINE

Bonfiglioli has launched its new electromobility production line in Forlì, Italy.

The new unit — covering an area of about 10,000 square meters — was built in 12 months, and is entirely dedicated to the production of electrical axles for powertrain and wheel drives of different sizes. In this case as well, Bonfiglioli has built this new facility with an environmentally-friendly approach, by implementing energy saving and generation measures, such as an A2 energy class building, full led lighting, a roof-top PV plant (self-consumption mode), as well as a compressors' heat recovery system, all together contributing to yearly savings of approx. 1 MWh, equivalent to over 300 TCO₂.



The additional building is completely integrated into the existing plant, which already produces approx. 300,000 products per year. With a total of 39,000 square meters dedicated to production, this facility already serves 200 customers in the construction, wind, agriculture, marine and logistics & intralogistics industries, with a wide product portfolio including yaw and pitch drives, wheel drives, track drives, slew drives and winch drives.

"This new and innovative unit looks to the future and consolidates one of our main strategic pillars — the development of electromobility solutions — by leveraging the existing decade-old competence center we have in Forlì, focused on mobile equipment," said Fausto Carboni, Bonfiglioli Group CEO.

"This expansion gives us the opportunity to better support our customers with innovative solutions for electrical and hybrid industrial and commercial vehicles. We decided

to put the best of Industry 4.0 technology at our service, in order to create flexible processes, enhancing quality and productivity standards," added Marco Cesari, mobility and wind industries business unit general manager.

The implementation of Industry 4.0 technologies developed through collaborative robots, AGV, sensors, machine vision systems, interactive working instruction systems, and full data connection systems, allows an extreme optimization of the entire production process. Innovative testing benches — such as the double vibration test — guarantee high quality product consistency.

Flexibility has also been one of the main criteria the assembly line was conceived with, resulting into the capability to manage 25,000 products per year, from 70 kg to 1,200 kg with reduced machine set-up times. (www.bonfiglioli.com)

Siemens Lightworks

COLLABORATES WITH HACKROD ON CUSTOM CAR DESIGN

Custom car pioneer Hackrod is using Lightworks' visualization technology Slipstream, part of the Siemens PLM Software Digital Innovation platform, to design their concept speedster 'La Bandita' in virtual reality (VR). Slipstream enables designers to automatically prepare CAD data for stunning high-quality VR, allowing design teams to spend less time on arduous data prep tasks and more time on making design decisions that matter the most.

Hackrod's mission is to enable consumers to design and manufacture their dream car using the latest developments in virtual reality, product engineering, artificial intelligence and industrial 3D printing. Siemens PLM Software, which recently acquired Lightworks, is supplying Hackrod with additional tools in support of their mission, including NX software for product engineering.



For the past four years Hackrod has been developing the use of VR, AI and industrial 3D printing as part of their mission to change transport design. Through the gamification of engineering, consumers will be able to design ready-to-order vehicles in stunning high-quality VR, powered by the Unreal Engine.

One of the significant challenges in realizing this vision is the ability to reduce data prep time for design teams. Slipstream enables designers to automatically prepare all of their CAD data for design reviews in less time. Instead of

spending one day every week manually preparing data for every design review, Slipstream does it automatically.

This allows Hackrod to spend more hours every day focusing on the important things like iterating faster, CAD modelling and the ability to be more responsive to customers.

"The Hackrod vision is based on the democratization of design and manufacturing, the idea that it will be as easy to configure the mobility solution of your dreams as easily as playing a video game. One of our greatest challenges is to manipulate heavy manufacturing data in a lightweight consumer facing environment. Slipstream helps us to do this beautifully and clears one of our final hurdles as we follow our mantra of 'game to garage'....on our quest to make the consumer creator in the automotive space," said Felix Holst, chief product officer at Hackrod. (www.siemens.com/plm)

Dana

ACQUIRES SME GROUP, SIGNS AGREEMENT WITH HYSTER-YALE MATERIALS HANDLING

Dana Incorporated has announced it has completed the acquisition of the SME Group, headquartered in Arzignano, Italy. The global SME Group designs, engineers, and manufactures low-voltage AC induction and synchronous reluctance motors, inverters, and controls for a wide range of off-highway electric vehicle applications, including material handling, agriculture, construction, and automated-guided vehicles.

The addition of SME's low-voltage motors and inverters, which are primarily designed to meet the evolution of electrification in off-highway equipment, significantly expands Dana's electrified product portfolio.

"Dana's acquisition of SME enhances our ability to address the electrification and hybridization needs of our customers, while also increasing the potential for incremental content per vehicle," said Jim Kamsickas, president and chief executive officer of Dana. "SME's exceptional electric motor and inverter products, which largely support off-highway applications, are highly complementary to the technologies we acquired with TM4, which are predominately focused on light- and commercial-vehicle applications."

"Dana is equipped to provide complete e-Propulsion systems that balance the demands for performance, power density, and weight," said Christophe Dominiak, chief technology officer for Dana. "The addition of SME's low-voltage induction motors rounds out our already robust offering of high-voltage permanent magnet motors and enables us to deliver a complete range of electrified solutions for our customers."

Dana's existing portfolio of Spicer Electrified with TM4 motors and inverters combined with SME's low-voltage motors will expand the company's capabilities to applications ranging up to 250 kW.

The privately held SME Group employs more than 100 people and operates in China, Germany, Canada, and Italy.

Dana's electrification capabilities will be further strengthened by the anticipated acquisition of the Drive Systems segment of the Oerlikon group, enabling Dana to provide products for a broad range of hybrid and electric-vehicle configurations. The transaction is expected to close in the first quarter of 2019.

Additionally, Dana Incorporated announced a strategic, multi-year supply agreement that positions the company as a preferred global supplier of drive and motion products for Hyster-Yale Group, Inc., the wholly owned operating subsidiary of Hyster-Yale Materials Handling, Inc.

Under the terms of the agreement, Dana will leverage its broad design and engineering capabilities, expansive line of field-proven drive and motion technologies, global manufacturing and aftermarket footprint, customer-centric perspective, and expertise as a trusted top-tier supplier to support Hyster-Yale's long-term strategic initiatives.

The agreement encompasses a wide range of lift-truck vehicles sold under the Hyster and Yale brand names, including Class 1 through Class 5 forklift trucks, reach stackers, and container handlers.

"We are thrilled with the opportunity that this long-term partnership brings to Hyster-Yale Group, Inc. and look forward to introducing Dana's products in our various development projects. There is a synergy between Hyster-Yale and Dana that we feel will result in a profitable relationship for both companies," said Steve Karas, vice president of global supply chain management, Hyster-Yale Group, Inc. "Dana has been a core supplier to Hyster-Yale for more than 30 years, which is why we have taken this step in securing Dana's expertise to help us achieve our goals."

Dana has earned numerous supplier awards as a trusted Tier-One supplier, including Hyster-Yale's "Certificate of Merit," "Preferred Supplier Recognition," and "Continuous Improvement Award," which recognizes suppliers who are



Alessandro Pace, president and CEO of the SME Group; Chiara Pace, chief financial officer and general manager of the SME Group; Jim Kamsickas, president and chief executive officer of Dana Incorporated, and; Adolpho Pace, founder and chairman of the SME Group (photo courtesy of Dana Incorporated).

actively engaged in quality improvement, have shown a significant or sustained improvement during the past year, and are committed to prevention of recurrence.

Dana is a leading supplier of Spicer drive and Brevini motion products for material-handling vehicles that are designed to work seamlessly and allow operators to engage, lift, and transport heavy loads with speed and precision.

“Dana is at the forefront in delivering technologies that improve the performance, fuel efficiency, safety, and durability of material-handling vehicles – including market-leading innovations that support electrification and hybridization,” said Aziz Aghili, president of Dana Off-Highway Drive and Motion Technologies. “By extending and deepening our long-term collaboration with Hyster-Yale through this agreement, we are proving how we deliver a competitive advantage for our customers.” (www.dana.com)

Bosch Rexroth

EXPANDS WEST COAST CAPABILITIES

Bosch Rexroth is excited to announce the next phase of its growing west coast presence through the re-opening of its Pleasanton, California facility. First established in the late '90s, what formerly served as a small sales office is now a much larger mixed-use facility that contains not just offices, but engineering, training rooms and conference areas. A stand-out feature is the new warehouse and prototype shop the will be used to develop, build and test proof-of-concept solutions with customers. This space will allow Rexroth to



expand its capabilities in key markets such as the growing aerospace, semiconductor, and electric vehicle markets. Additionally, Bosch Rexroth is also able to leverage its connection with its parent Robert Bosch Corp which allows access to utilize Bosch's state of the art, 104,000 sq. ft. research facility recently opened in Sunnyvale, CA. The new Bosch Rexroth Pleasanton facility combined with the \$40 million investment in the Bosch Research facility is just the start of a bright future for Rexroth and the West Coast. As a result of the expansion, Rexroth has opened up more jobs, expanded its project capabilities in key markets, and increased its capacity to support local service and engineering for its customers. (www.boschrexroth-us.com)

KMC Global

EXPANDS CONTROLS AND AUTOMATION DIVISION

KMC Global, a group of wholly owned, autonomous companies—including PRAB Inc.—that manufacture equipment designed to enhance how industries process material, is pleased to announce the expansion of its controls and automation division to serve outside markets. This technology-based company provides control panels for industrial equipment plus automation and integration with remote and on-site support capability.



KMC Global Controls & Automation provides a single point of contact for all controls and automation needs and offers a variety of services, including:

- Certified 508A-Listed Industrial Control Panels that are individually built to suit each customer's specifications and component requirements.
- Control Panel Design by a fully staffed team of experts who can create a control panel concept from the ground up or review an existing control panel design.
- Automation & Integration with smart programming that allows customers' equipment to continue doing the jobs that keep them in business.
- Remote & On-Site Automation to assist customers with commissioning equipment, program changes, troubleshooting electrical control components, schematic and project review, and control panel wiring clean-up. (kmcautomation.com)