

# Motion Industries

ACQUIRES AUTOMATION AND ROBOTICS COMPANY

Motion Industries, Inc., a distributor of maintenance, repair, and operation replacement parts and a wholly owned subsidiary of Genuine Parts Company (GPC), has announced that it has entered into a definitive agreement to acquire Axis New England and Axis New York ("Axis"), an automation and robotics company based in Danvers, MA.

Founded in 1994, Axis New England serves the Northeast U.S. from its locations in Danvers, MA, and Rochester, NY (Axis New York). With expertise in advanced machine automation, the company will continue its focus on motion control, robotics, and machine vision. Areas of specialty include precision components, electro-mechanical assemblies and fully engineered automation systems.

Todd Clark, Axis president, said, "Motion Industries is a great cultural fit for us. We are pleased to join the Motion team and excited about the growth opportunities this will afford the company and our employees. Our customers and



suppliers can expect the same partnership, support, and service as we continue our focus on delivering high-value solutions."

"We are very pleased with the addition of this well-established company, which will operate as part of Motion's Automation Solutions Group," stated Randy Breaux, president of Motion Industries. "Acquiring Axis is in keeping with our strategic intent and complements our growth in the area of industrial plant floor automation. We welcome the Axis employees to the Motion Industries family and we look forward to the contributions they will make to our Company in upcoming years." ([www.motionindustries.com](http://www.motionindustries.com))

# Lenze Americas

HOSTS STEM CAREER DAY FOR LOCAL STUDENTS

Lenze Americas, a manufacturer of electrical and mechanical drives, motion control and automation technologies, welcomed students from local middle schools on Thursday, February 7, 2019 to its North American headquarters in Uxbridge, Massachusetts. This event was co-sponsored by the Blackstone Valley Education Foundation (BVEF) and enabled students to explore possible STEM career paths in manufacturing.

"We enjoyed opening our doors to the young people in our community to provide a glimpse of what a career in manufacturing and engineering looks like today. It was a pleasure hosting the local students and educating them on the important role our industry plays in our economic future. Some members of this group will be our future engineers, so we were happy to have them join us to participate in

exciting learning activities, talk with current staff engineers, and tour our manufacturing facility," said Floyd Spencer, sales and technical training manager, Lenze Americas. "We received nothing but positive feedback from teachers and students, and look forward to working with BVEF to host similar educational events in the future."

Students toured Lenze Americas production floor and were introduced to Lenze Americas as a local manufacturer with global reach. Lenze Americas staff and management also talked about the various career opportunities for engineers within the organization's business functions. Seasoned and new engineering professionals provided insights into potential career paths while sharing what attracted them to engineering and the manufacturing field. ([www.lenze.com](http://www.lenze.com))



# John Malinowski

NAMED 2019 IEEE FELLOW

**John Malinowski**, senior manager of industry affairs (retired from Baldor Electric Company), of Fort Smith, Arkansas, has been named an IEEE Fellow. He is being recognized for contributions to motor efficiency manufacturing regulations and standards.

The IEEE Grade of Fellow is conferred by the IEEE board of directors upon a person with an outstanding record of accomplishments in any of the IEEE fields of interest. The total number selected in any one year cannot exceed one-tenth of one-percent of the total voting membership. IEEE Fellow is the highest grade of membership and is recognized by the technical community as a prestigious honor and an important career achievement.

Malinowski is immediate past chairman of NEMA MG1 Motor and Generator Section, and Baldor's representative energy advocate organizations. Malinowski is a senior member of IEEE, a member of the IEEE Industry Application Society and past Director-at-Large of IEEE IAS Executive Committee. He is a member of the IEEE Pulp and Paper Industry Committee and Past Chairman for the Forest Products and Drives & Control Systems Subcommittees. Malinowski is also active with IEEE Petroleum and Chemical Industry Committee and serves on several IEEE Standards Working Groups. He has published several articles in leading industry publications on motor and drive efficiency, maintenance and applications. He acts as company advocate with government agencies, professional associations and industry standards committees.

The IEEE is the world's leading professional association for advancing technology for humanity. Through its 400,000 plus members in 160 countries, the association is a leading authority on a wide variety of areas ranging from aerospace systems, computers and telecommunications to biomedical engineering, electric power and consumer electronics.

Dedicated to the advancement of technology, the IEEE publishes 30 percent of the world's literature in the electrical and electronics engineering and computer science fields and has developed more than 1,300 active industry standards. The association also sponsors or co-sponsors nearly 1700 international technical conferences each year. ([www.ieee.org](http://www.ieee.org))



# KTR Corporation

NAMES MARCOS NEW CEO

**Marcelo Marcos** has been named president and CEO of KTR Corporation. Marcos was the marketing manager from 1995 to 2002. "Around 2000, Jerry Elenz, KTR's founder, retired and my personal goal evolved into one day leading KTR Corporation, but due to my young age and limited general business experience at the time, I knew I needed an opportunity to grow," said Marcos.



In 2002, Marcos was tapped to start up KTR Brazil and he was ready for the challenge. "I accepted the opportunity to start up KTR Brazil, knowing I would gain invaluable experience and strengthen my skills selling the company in a new untapped market," he added.

Marcos has developed KTR Brazil into a solid and aggressive company whose biggest trademark is service — outperforming competitors in agility and quality.

"KTR Corporation is home professionally speaking! 23 years ago, I started with the goal to help the company grow into Latin America. I think we succeeded in this task," Marcos said.

The retirement of KTR Corporation's President William Ketcham at the end of 2018 brought Marcos the opportunity to come full circle. Marcos plans to capitalize on the accomplishments reached during Ketcham's tenure and add his own motivation and intense sales focus to lead KTR Corporation to great success. ([www.ktr.com/us](http://www.ktr.com/us))

# Alliance Sensors

PARTNERS WITH DIGI-KEY ELECTRONICS

H. G. Schaevitz LLC dba Alliance Sensors Group is pleased to announce a partnership with Digi-Key Electronics, Thief River Falls, MN, to distribute its line of LVIT linear position sensors. Digi-Key Electronics has been committed to offering the broadest selection of in-stock electronic components and is pleased to include ASG's line of LVIT sensors to their product offering.



Alliance Sensors Group, founded by the Schaevitz family, has continued to expand its line of linear position sensors using LVIT Technology reaching into the automation and fluid power market places as well as power generation and

civil engineering. The LR and LV series of LVIT products are inductive, contactless devices with excellent stroke-to-length ratio giving a clear advantage over resistive potentiometers.

"Alliance Sensors is excited to partner with a sales channel as prominent as Digi-Key. We feel they can help us target the Automation marketplace in ways we could not handle directly," says John Matlack VP of sales and marketing for ASG. ([www.alliancesensors.com](http://www.alliancesensors.com))

## Nidec and Bartholet

### SIGN TRADE AGREEMENT

Nidec ASI, head of the Nidec Industrial Solutions platform belonging to the Nidec Group, and Bartholet (Bartholet Maschinenbau AG), a leading company in the field of ropeway systems, have signed a new multi-year trade agreement, which will run until 2022, for the construction and sale of ropeways all over the world. More specifically, Nidec ASI will supply Bartholet with automation and control systems as well as the motors and inverters needed to build future installations worldwide.



After 10 years of fruitful collaboration on the market between the two companies, this partnership renewal will allow Bartholet to become even more competitive, especially outside Europe, thanks to the technical and commercial support provided by Nidec ASI, thus consolidating its position as a leading company in this market. The Group will in fact give Bartholet the opportunity to use its commercial offices and spare parts storage facilities in its Italian and international premises, benefiting from the Group's capillary set-up and efficient after-sales assistance for all the new systems installed.

The agreement includes the development of aerial cableway projects, for both mountain lift services and urban transport, as with the cable-car line inaugurated in Moscow for the 2018 FIFA World Cup, which today makes 3 stops and travels at a height of 50 meters over the Moskva river, transporting fans and tourists between the viewing point near the Moscow State University (MSU) and the Luzhniki Stadium.

In particular, this partnership was created with the aim of increasing the presence of Nidec ASI and Bartholet in markets where the ropeways sector for transporting people is growing the fastest, such as in China, South Korea and countries in the Middle East where over the next few years important projects will be realized involving the expertise of both companies.

"For us this agreement represents an important springboard for the development of ropeway projects around the world. It will give us the opportunity to show our capabilities and support the growth of Bartholet in Russia and Asia (China, Korea and the Philippines). We strongly believe in

this collaboration, because the union of our expertise can provide customers with the most advanced and tailor-made solutions. And the first results are proving us right," declared Dominique Llonch, CEO of Nidec ASI. "Thanks to this opportunity, we are aiming to double our business in this sector by 2022, increasing not only our stock of spare parts and our assembly capabilities but, above all, investing in people and strengthening our local teams of engineers who will offer in situ service activities."

An agreement which fully responds to Nidec ASI's strategy and which, thanks to the know-how gathered in over 150 years of technological innovation and an engineered-to-order approach, makes it possible to meet the needs of customers all over the world, providing unique solutions with very different technical specifications that can be adapted to every requirement. ([www.nidec.com](http://www.nidec.com))

## Bonfiglioli

### IMPLEMENT CERTIFICATION FOR ITS BEST DISTRIBUTORS

With over 550 partners in the world that supply ready-to-use products and aftersales services, industrial distribution has always been a key pillar of Bonfiglioli's business model and a vital corporate asset to better serve its customers.

Bonfiglioli's most qualified business partners, BEST distributors (Bonfiglioli Excellence Service Team)—thanks to a wide stock of products and components, and technical expertise—are able to assemble a wide range of products, thus adapting to their customers' requirements in a very short time. From startup support, to logistic and operational support, dedicated training, commercial insight and after-sales assistance, our BEST take care of their clients' success on a daily basis.



In 2019, Bonfiglioli decided to move a step forward alongside its BEST distributors, developing a unique certification in cooperation with TÜV Italia.

The certification is issued by TÜV Italia and guarantees the same high level of worldwide service to all Bonfiglioli customers, when visiting a BEST-certified distributor. The products and services supplied perfectly match Bonfiglioli's quality, environment, security and ethical requirements.

TÜV Italia is an independent certification, inspection, testing and training provider, which offers quality, energy, environment and safety certification services. The auditing carried out by them is based on measurable and repeatable indicators that allow an accurate evaluation of the competence and quality of each candidate. ([www.bonfiglioli.com](http://www.bonfiglioli.com))

# AD & IDI

MERGE TO BECOME AD CANADA INDUSTRIAL & SAFETY

AD recently announced the merger with IDI Independent Distributors Inc., effective April 1st, 2019. IDI brings 107 independent industrial Canadian distributors with over 364 locations into the AD family. AD also welcomes 21 new employees and a distribution center located in Mississauga, Ontario as part of the transaction. This is AD's ninth merger since the group's founding and its fourth merger within Canada. AD completed mergers with Canadian electrical groups in 1993 and 2012, and a Canadian plumbing & heating group in 2016. AD Canadian members represent 20% of AD consolidated sales.



Coming on the heels of AD's January 1st, 2019 acquisition of the IDC-USA group, the IDI merger further enhances the group's private label and redistribution capabilities, reaffirms AD's commitment to independent industrial distribution throughout North America and reinforces the value of single industry groups coming together under the AD multi-industry umbrella.

Steve Drummond, board chairman of IDI and president of Source Atlantic shares, "On behalf of the 100+ IDI members, we are proud to join this group of best-in-class independent distributors and supplier partners. The IDI members will now get the best of both worlds; programs and services we value from IDI, and the multi-divisional scale and infrastructure of AD."

Drummond continues, "We are also very fortunate that AD has the resources and the experience to seamlessly accomplish a merger of this size. Source Atlantic has benefited from two AD mergers. We first joined the group when AD merged with our former electrical group, and then our former plumbing & heating group joined AD, so I speak from experience when I say that AD knows how to do mergers right."

As a part of the merger, IDI President Rob Dewar will take on the role as president of AD Canada Industrial & Safety.

Rob Dewar says, "The programs that AD offers to help their members compete today and into the future, cannot be replicated without the scale, and program innovation that AD provides. A great example is the significant investment that AD continues to make in eCommerce, this investment is unparalleled and will be a true game changer for the new members of AD Canada Industrial & Safety," Dewar says.

Jack Templin, AD chief programs officer and industrial president, shares, "We are honored to welcome IDI members, suppliers and staff into the AD family. The members are Canadian owned and operated entrepreneurs, local market leaders focused on strong service with a desire to collaborate and share best practices. This merger expands AD

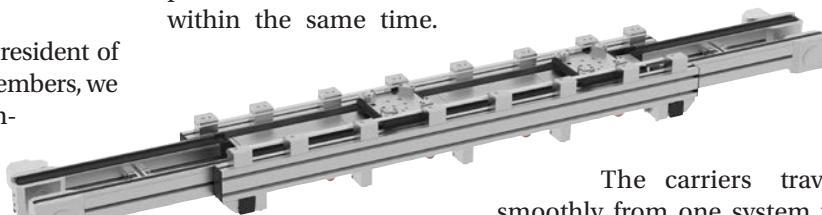
Industrial's footprint in North America, our range of services, and helps us to continue to create a winning environment for independent distribution." ([www.adhq.com](http://www.adhq.com))

## Siemens and Festo

COLLABORATE ON LINEAR MOTOR DRIVE AND CONTROL CONCEPT

Siemens and Festo are presenting an innovative linear motor drive and control concept, designed to offer flexible and efficient high-performance solutions for short-cycle applications. The Multi-Carrier-System (MCS) from Siemens and Festo has been integrated into the Rexroth TS 2plus transfer system, thus adding the modular MCS to Bosch Rexroth's versatile building-block system based on standardized units. The advantages of the existing systems have been merged, and users are free to combine them in almost any way they wish to achieve maximum flexibility in their processes. This opens up new possibilities in assembly technology or in battery production, for example.

The Multi-Carrier-System enables carriers to be accelerated, moved and precisely positioned independently of one another on the MCS track. This not only means that different product formats can be manufactured on a single production line, but also that much shorter cycle times and higher production volumes can be achieved within the same time.



The carriers travel smoothly from one system to the other, with seamless loading and unloading. They can also be integrated into existing intralogistics systems.

Linear motors from Festo form the technical basis for the Multi-Carrier-System, ensuring free and dynamic movement as well as precise positioning for the direct transport of products weighing up to 50 kilograms. Thanks to holistic engineering from Siemens and the integrated motion control functionality provided by *Simotion* and *Siematic*, movement can be controlled precisely and different machine modules can be coordinated within a single system. The Multi-Carrier-System can be seamlessly integrated as part of a digital transformation process – irrespective of the industry or the company size, since kinematic data is already available in a digital format. These data can be directly used to program the controller, for example, resulting in shorter commissioning times.

The Rexroth TS 2plus transfer system is designed for transporting carriers. It comprises standardized building blocks that can be flexibly combined to create a complete system. The modular design enables manufacturers to exploit potential for increased efficiency at a reasonable cost. All of the components feature a particularly rugged design and ensure increased operational stability. ([www.siemens.com/mcs](http://www.siemens.com/mcs))

## PTDA

### REPORTS GROWTH IN 4Q18, SLOWING TREND FOR 2019

The fourth quarter 2018 Sales History & Outlook Report (SHOR) released by the Power Transmission Distributors Association (PTDA) indicates the average PTDA distributors' index for total sales during 4Q18 was 5.4 percent higher compared to 2017. PTDA manufacturers' index annual average was also strong, up 7.3 percent year over year in December. Leading indicators suggest the Index annual average will decline mildly in 2019.



The 4Q2018 PTDA Business Index moved downward to a reading of 57.9 compared to the third quarter reading of 63.1 but still remains slightly above ISM's U.S. Purchasing Managers Index (PMI) of 56.6. The overall trend indicates slowing growth ahead for PTDA member sales.

PTDA members participating in SHOR receive the results and forecasts through 2020 at no charge after the close of the calendar quarter. For more specifics on the forecast for power transmission/motion control sales through distribution as well as forecasts for manufacturer sales, purchase the 4Q2018 SHOR at [ptda.org/SHOR](http://ptda.org/SHOR).

The PTDA Business Index is modeled after the widely respected PMI and tracks change in business activity, new orders, employment, supplier deliveries, inventories, prices and backlog in the PT/MC industry to arrive at an overall index. The entire 4Q2018 PTDA Business Index report is available through PTDA's website at [ptda.org/Index](http://ptda.org/Index). ([www.ptda.org](http://www.ptda.org))

## Eriez

### PROMOTES KLINGE TO DIRECTOR, STRATEGIC SALES-AFETRMARKET

Senior Sales Director of Eriez-USA Dave Heubel announces that **John Klinge** has been promoted to the newly created position of director, strategic sales-aftermarket. In this role, Klinge will head Eriez aftermarket business, which includes the company's service, repair and spare parts departments. Klinge will be responsible for developing key sales strategies, tactics and action plans to expand all facets of Eriez' aftermarket business.

Heubel says, "During his career with Eriez, John has



consistently demonstrated an unrelenting drive and commitment to continuous improvement. He has a proven ability to bring out the best in his team and exceed sales goals." He adds, "We are confident that Eriez' aftermarket business will grow and thrive under John's direction."

Klinge joined Eriez in 2008 as a technical sales representative and has excelled and earned consistent promotions. Most recently, he served as light industry market manager. His many achievements in his 11 years with Eriez include spearheading the development and release of the company's extremely successful latest generation Xtreme Metal Detectors.

Prior to his employment with Eriez, Klinge served as a captain in the U.S. Army. He earned bachelor's degrees in political science and business as well as military science from the University of Pittsburgh. He also holds a master's degree in business administration from Penn State Erie, The Behrend College. ([www.eriez.com](http://www.eriez.com))

## Whittemore

### ADDS PARTNERSHIPS WITH NSK AND LYNDEX-NIKKEN

As of January 14, 2019, The Whittemore Co. (Whittemore) announced that it has officially partnered with NSK America, to its portfolio of products and principals it represents in the states of Illinois and Wisconsin.

NSK America provides high-speed precision machine tool spindles and hand tools to meet the demands of today's critical requirements for many industries including medical, aerospace, automotive, mining and construction, agricultural, electrical, food service and others.



## NSK AMERICA

As of January 14, 2019, The Whittemore Co. also announced their partnership with Lyndex-Nikken. Whittemore would represent Lyndex-Nikken in the following states: Minnesota, North Dakota, South Dakota, Iowa, Nebraska, Missouri and Kansas. Lyndex-Nikken is an international company that provides machine tool accessories live and static tools, shrink fit tools, modular and right-angle heads, rotary tables, presetters, toolholders, collets and accessories. ([whittemore-inc.com](http://whittemore-inc.com))

