

POSTCARD FROM GEAR EXPO



Dear Gear Product Manufacturer:

Where were you? We were hoping to see you here at Gear Expo. We were surprised that you didn't make it. Anyway, we had a really good show, along with more than a hundred other leading companies in the gear industry who exhibited this year. It's really too bad you weren't here. You missed out on a great opportunity.

If you had any questions about gear manufacturing or were curious about how to increase your productivity, improve quality or lower cost, the answers could have been found at Gear Expo. If you were struggling with any aspect of your gear operation, coming to Columbus could have helped you. I guess everything must be running pretty smoothly, efficiently and profitably back at your place.

For four days, Gear Expo provided access to the greatest collection of knowledge and experience regarding the manufacture and processing of gears anywhere on the planet. In one building were gathered the people who design, build, sell, install and service the machines, along with manufacturers and suppliers of every other product and service used in gear manufacturing, not to mention manufacturers of gears, gear motors and gearboxes who exhibited—a real cornucopia. There were also gear seminars by SME. Boy, you really did miss a unique event!

One gear manufacturer who was there told us how learning more about different processes and incorporating new technologies might help him remain competitive,

especially in light of the pressure he's feeling from overseas competition.

I talked with another gear manufacturer who always comes to the show. He said he likes to reaffirm relationships with existing suppliers and form relationships with new suppliers. It's a quick and easy way to put faces with names of so many important suppliers.

Aside from the business of the show, there was even a little bit of fun. Segway was there with several of their "personal mobility devices," which you may have heard about. In fact, Axicon Technologies, Schafer Gear and SU America arranged to have one Segway donated for a charity raffle to support the AGMA Foundation. A lot of people had fun trying out the Segway, including yours truly, who almost took out the Balzers booth while looking for the hand brakes that weren't there. (Sorry, guys!)

We're sorry we didn't get to see you. But at least we saw some of your competitors—you know, the ones who are continually investing in new equipment and looking for solutions to make them more productive, efficient or profitable. I'm sure we'll see them again at Gear Expo 2005 in Detroit. I hope we'll see you too.

Michael



Mitch Jurek, managing director of HSW USA Inc., won Gear Technology's gear clock raffle.



Photo courtesy of Hans-Jürgen Geiger