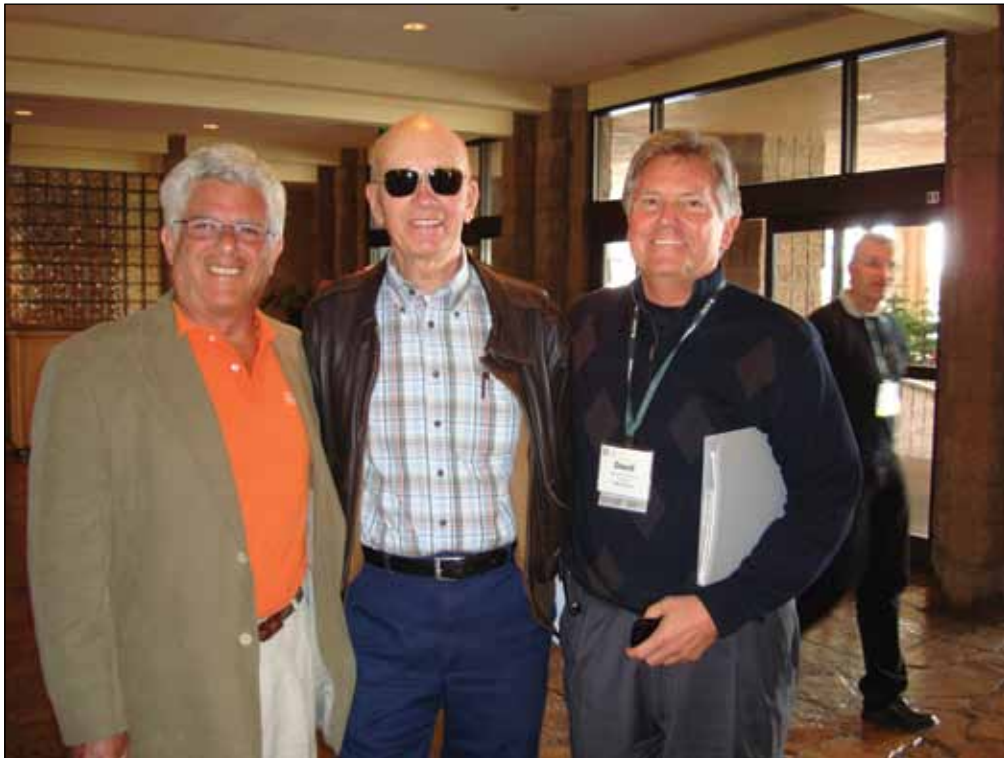


Old Friends and Gear Machine Memories

A REFLECTION BY MICHAEL GOLDSTEIN, PUBLISHER & EDITOR-IN-CHIEF



From left to right: Michael Goldstein, Herman Pfauter II and David Goodfellow.

I was leaving the AGMA Annual Conference at the Lowe's Ventana Canyon Resort in Tucson, my bags already loaded in the taxi, when I went back into the lobby for a second and was spotted by David Goodfellow, president of Star SU.

David waved me over, saying "Here's someone you want to say hello to."

Tall, black hat, and sunglasses, the man turned around, and we looked at each other, searching for recognition. Finally, David said, "Michael Goldstein, Herman Pfauter." We both knew each other very well, but probably haven't seen each other in over 15 years.

We chatted briefly, and I jumped into the taxi. But on the way to the airport, a flood of memories started going through my head, which caused me to think about the unique confluence of careers among myself, David and Herman Pfauter II, a confluence that embodies a significant part of the gear machinery industry's history.

Let me back up. I was working for my father at Cadillac Machinery as a third-generation used machine tool dealer. We had never represented any new machines, but in the summer of 1971, we decided that we were going to pursue the agency for a gear testing machine that would detect and eliminate nicks on the flanks of gears. The machine was manufactured by Daldi & Matteucci (DEMM), with offices in Milan and a factory in Porretta Terme, Italy. My father was scheduled to go to negotiate the contract and learn the technology, but a week before he was

to leave, he broke his foot and wound up in the hospital. When I visited him, he told me that he wanted me to go in his place, which I did. This was my first big business trip overseas. I hired an Italian lawyer and negotiated the best I could.

After we agreed to terms, I moved to Bologna to learn the technical aspects of the machine in order to both sell it and service it. It was during this trip that I was introduced to some of the things that I've enjoyed the rest of my life—gnocchi, espresso, balsamic vinegar, prosciutto, parmesan cheese, grappa and an appreciation to learn to slow down and appreciate life as we go through it.

Shortly after I returned, I received an inquiry for this machine and its technology from New Process Gear in Syracuse, NY, and I went to visit the young engineer who was in charge of the machine tool purchases. His name was David Goodfellow. I invited him for dinner, which—uncharacteristically—he accepted. He told me that in his position, he was constantly invited out to dinner and declined most invitations. That was the beginning of a lifelong friendship that continues today.

At the time, the Herman Pfauter Machine Tool Company was represented by the Fellows Corporation. Herman Pfauter II (HP II) was living in California, driving a psychedelic school bus. But in 1971, the Pfauter family urged him to return to the family business to set up an exclusive agency for Pfauter machines in the United States.

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injection molding company headquartered in Lancaster, PA, in the position of general manager. Leaman has over 35 years of injection molding experience, and in the 1990's, he was responsible for high levels of growth and customer satisfaction during his prior tenure with True Precision Plastics. The company supplies injection molded components in more than 50 materials, and offers 33 to 725 ton capability while providing secondary operations such as over molding, hot stamping, chrome plating, machining, sonic welding and pad printing.

Broadwind Energy

PLANS EXPANSION OF GEARBOX CAPABILITIES

Broadwind Energy, Inc. recently announced the expansion of its Precision Repair and Engineering services with enhanced megawatt (MW) gearbox refurbishment capabilities. For MW-scale wind turbines in North America, gearbox repair and refurbishment have traditionally been performed outside the U.S. by non-domestic sources. Broadwind believes it will be the first independent supplier of wind energy products and services to offer enhanced MW gearbox repair and refurbishment capabilities in North America.

"With a large portion of the approximately 35,000 MW installed base of wind turbines in the U.S. now coming out of warranty, we see a growing need for a comprehensive solution for MW gearbox refurbishment services that Broadwind can provide," says Broadwind Energy CEO J. Cameron Drecoll. "By adding gearbox refurbishment up to 3 MW to our existing suite of kilowatt gearbox offerings, we will continue to grow our 'one-source strategy' to help leverage existing customer relationships by adding additional services for our customers and cross-selling opportunities for Broadwind."

Broadwind anticipates that its enhanced wind turbine gearbox refurbishment capabilities will be fully operational in the second half of 2010, and will enable approximately 500 MW of annual wind turbine gearbox refurbishment, testing and field replacement. Site selection discussions for Broadwind's gearbox complex are underway and focused on the Abilene, Texas, area, which is in close proximity to the world's largest fleet of MW turbines.

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HPII came to Chicago, met with my father and myself, and we made available our offices to him, which started our relationship. Eventually, we helped him locate office and warehouse space. One day, Herman called me and said, "I have someone who would like to say hello to you."

"Who is this?" I asked, and it was David Goodfellow. "What are you doing here?" I asked.

David replied, "Herman just hired me to be the president of American Pfauter, and I am going to be moving from Syracuse to Chicago."

Their offices were only a half-mile from ours, and since we had a big warehouse with heavy-duty cranes, that was the beginning of a multi-year collaboration. In the beginning, American Pfauter had only a handful of employees besides Herman: David Goodfellow, Geoff Ashcroft (now with Gear Consulting Group), Brian Cluff (now with Star-SU), Dennis Gimpert (now with Koepfer America), Hans Grass (now with Bourn & Koch), Olanda Gabaldi (now with Star-SU), and shortly after, Dennis Richmond (now with Reishauer America).

American Pfauter continued to grow, and later included many other familiar names of the gear industry: Martin Kapp (Kapp Coburg), Bill Miller (Kapp Tech USA), Fred Shomaker (Star-SU), Steve Peterson (Star-SU), Ken Flowers (Machine Tool Builders), Antonis Theodoro (Machine Tool Builders), Jack Carlson (Reishauer America), Rick Piller (Schiess) and Dan Fleming (Koepfer America). That company became the basis and influenced most every gear machine tool manufacturer or distributor, even today.

In 1987, David bought Barber Colman Cutting Tools, which became Pfauter Maag Cutting Tools. In 1992, they bought ITW Cutting Tools, which was folded into Pfauter Maag. With more than 420 employees, eventually David arranged the sale, in 1997, of the Pfauter factories in Germany, American Pfauter, Pfauter Maag Cutting Tools, and the Pfauter factories in Brazil, to The Gleason Works, who are the owners of these companies today.

David subsequently formed an agency that combined representation for the Star Cutter Company and Samputensili of Italy, known as Star SU, where he is today still president.

When David was to marry his present wife, Iolanda, he asked me to be his best man, and, at the church, the minister commented that David, a Lutheran, was marrying Iolanda, a Catholic, in a Presbyterian church with a Jewish best man, and David, like he's done most of his career, was covering most all of his bases.

All of the above history flashed through my mind about how intertwined the lives and careers of David Goodfellow, Herman Pfauter II and myself became. As I said earlier, in many respects, this represents a big part of the history of the gear machine tool industry.