# An Intimate Tradeshow with **Endless Opportunities**



## Steve Janke, President, Brelie Gear, AGMATradeshow Committee Chairperson

As the chairperson for the American Gear Manufacturers Association (AGMA) Tradeshow Committee, I can tell you that we have not stopped working to make Motion + Power Technology Expo (MPT Expo) the type of show that delivers quality leads and a platform for showcasing your latest innovations in mechanical, electric and fluid power.

It was decided three shows ago to rename Gear Expo to MPT Expo to represent the full supply chain of motion power. Gears make the world move, but because we are such a niche and hidden solution, it was time to incorporate all the facets of the industry together under one roof.

These last few shows have faced an economic downturn, a pandemic, acquisitions, major international trade changes and a lot of barriers that influence the success rate for an event this size. Fortunately, AGMA and the industry have shown up biennially to meet customers and subject matter experts in person to do business in real time. This has allowed the committee and leadership to develop robust programming for all exhibitors and attendees.

As a seasoned exhibitor myself, I experience the immediate ROI of MPT Expo. The booth investment is minimal compared to other shows, and my employees have the chance to showcase products and learn even more as a way of professional development. I get to check in with existing customers to save time on travel and meet new leads to help further my bottom line-and this is just being seen on the show floor. Let's talk about all of upcoming offerings for 2023.

- 1. Groundbreaking Town Hall for Standardization in EV Led by Amir Aboutaleb, AGMA's Vice President of the Technical Division, members, industry professionals and experts will gather to talk about where the EV sector is with regard to the process of application standards. This town hall is open and free to all. If you are currently or hoping to be joining the giant EV game, make sure to sign up today with your registration.
- 2. First-Ever Global Gear Association Conference AGMA is honored to host the first International Power Transmission Summit that will gather gear manufacturing associations from around the world with high-level executives from manufacturers in the gear industry. The purpose of the summit is to gather the leaders in power transmission to discuss, on a global scale, important issues businesses are facing, such as supply chain, workforce and leadership in an ever-changing environment.

### 3. One-On-One Personal Introductions to Exhibitors & **Decision Makers**

One of the largest benefits to being part of AGMA is the fact that they connect you directly to the person you need to talk with. MPT Expo will be offering curated tours to groups who don't want to "find" their solutions but instead, would like a personalized road map taking them directly to vendors that specialize in emerging technologies such as robotics and automation, automotive, aerospace, defense, agriculture and more.

#### 4. Come for the Show, Stay for the Education

World-class education will be offered on topics ranging from basics of gearing all the way to reverse engineering that will help your employees learn on site. Many of these classes will include a guided tour that will demonstrate immediate examples of what students learned in the course. And for the true Gear Geeks, the tried and true Fall Technical Meeting will be happening on site. This is the perfect forum to stay up to date on the latest R&D in gearing and materials.

#### 5. We Are Live!

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ers in Detroit, MI,

October 17-19.

we have always

For each of the three days of the show, there will be a new manufacturing podcast covering all parts of the event live from the show floor. Interviews will be conducted on site and exhibitors and attendees will be able to share their thoughts about the challenges and successes of the industry. Hosts will share the latest information on disruptions and technology while telling the radio community all about how incredible the show is.

Gone are the days where people meet their customers through just word of mouth. Handshakes are important, bringing your products directly to the buyers to touch and feel make the difference when getting leads.



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