

Boost the Value of Your AGMA Membership

One part of being AGMA Chairman is that I have opportunities to meet and talk with a large number of members who I would not ordinarily see. I am always impressed with the value our association delivers to members every day.

AGMA has a large number of programs, activities, and meetings. No one can do everything, but I am convinced that all of us would be better manufacturers and better managers if we used more. I encourage you to look at these examples, then go to the AGMA website (www.agma.org) for details of programs you don't currently use.

Paige Cullen (Bonfiglioli USA) said this about the AGMA Online Education program: "Bonfiglioli is a 50-plus old, very successful Italian gear box manufacturer but new to the U.S. When I joined the company, the challenge was to build a manufacturing facility in a location that never had manufacturing. The employees came from agriculture or services so I needed a fast and reliable way to teach them gearing. The AGMA online program did exactly what we needed. As a bonus, every employee received a certificate recognizing their accomplishment."

Dan Tweed (Carnes-Miller Gear): "We have been a successful custom gear supplier for over 30 years. Recently we expanded and started a new company to help customers with gear box design issues. AGMA just announced the publication of four new standards for measuring the accuracy of gears, AGMA 915-1&2 and 2015-1&2. Even though this is new to many of us, it is based on the ISO system so some customers are already familiar with it and are using the new standard.

"I called AGMA to find out how I could get up-to-speed quickly. In less than a week, they called back to say they would have a seminar on the new standards in early October. I have always heard that AGMA listens to the members, but this is listening then doing something that will most certainly help us be responsive to our customers."

Roland Ramberg (The Gear Works, Seattle): "I have been impressed with how AGMA helps members better understand their markets and other companies in the industry. I have been on a number of plant visits and have opened The Gear Works to other members. In 2004, I know a del-

egation of members spent time visiting gear manufacturers in China, and I am looking forward to being part of a similar delegation in Germany this spring following the 2007 Hannover Fair.



AGMA Chairman Stan Blenke

"In a small industry like ours, networking and sharing best practices is a real value we get from the association."

Roger Layland (Precision Gage Company, Inc.): "My father believed and taught me that 'if you have an opportunity to express your views and don't, you lose your right to comment on that decision.' Through AGMA's technical committees, I have the opportunity to express my views, to learn from the views of other committee members, and to express my agreement or disagreement. This interchange and consensus of view forms the industry standards and technical reports that affect my business and the gear industry in general. I value this opportunity and consider it an obligation to the industry.

"In addition to the committee work, Precision Gage benefits from the GEAR EXPO trade show. We are relatively small and can't flood the market with people and ads. So being face-to-face is really valuable. We would be lost in the mega shows like IMTS, but the focus of GEAR EXPO lets us see and be seen by so many gear companies."

Bennie R. Boxx (B&R Machine & Gear Corp.): "Our industry is small and very specialized so getting meaningful financial and wage data is tough. Choosing to use AGMA's Operating Ratio Report (ORR) and the Wage & Benefit Survey has proven to be extremely helpful.

"These two reports are available only to companies that submit data, and they give us very good benchmarks for the gear industry. We use the ORR to analyze our cost structure and see how companies similar to us are doing. Our banker knows we are really on top of our finances and operations, and this additional confidence makes us an overall better customer.

“The wage and benefit data is very specific and helps us with crucial human resource decisions. We know our compensation is highly competitive.”

Arlin Perry (Comer Industries, Inc.): “I don’t know how anyone in our business can sleep at night if they are not actively involved with the AGMA technical program. Regardless of your product, application, or customer industry segment, there are technical committees to cover you.

“Through our involvement with AGMA’s committees, educational seminars, and technical conferences, we know we are up-to-date on the latest standards and processes. Our customers have greater confidence because they know we have access to the best and brightest thinking in the industry. Like everyone, we see the items on the agenda for the meeting, but we know the most valuable part of most meetings is never on the agenda. Networking with others in our business is simply invaluable.”

Ed Kaske (Circle Gear and Machine): “The Detailed Gear Design—Beyond Simple Service Factors seminar in Clearwater has given my professional development a big boost. I’m mostly self taught—there are always foggy areas that permeate the body of knowledge I’ve acquired. The seminar has burned away much of that fog and will be of great benefit to me and Circle Gear.

“I’ve always wished that I could have learned the profession I love under the watchful eye of a seasoned expert. The seminar gave me just that. To just say thank you cannot come close to expressing my appreciation for your efforts, but thank you very much.”

A Wise Investment

From my own perspective, if you are a company leader in this industry, you owe it to yourself to attend the AGMA Annual Meeting. There is no other venue to accomplish the following in three fast-paced days:

- Cutting-edge programs and events,
- Inspiring general session speakers,
- Reuniting with old friends and meeting new acquaintances,
- Share ideas and goals for our industry, and
- Meet members of the American Bearings Manufacturers Association.

Your participation remains pivotal to the continued success of the AGMA. I look forward to seeing you at our next meeting in Marco Island, Fla., on March 15-17, 2007.



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