



Spring, 2018

**From the President—Chris Clark**

Our next Chapter meeting is September 27-29 in Tucson, AZ. Please mark your calendars. Fliers will be coming out early July!

Happy Spring everyone! Debbie and I recently came back from our Spring Chapter Meeting in Austin. Austin is beautiful in the spring time (it is not the hazy brown color of Lubbock this time of year). It is always a treat to visit Central Texas during Bluebonnet season. If you were unable to join us, we had a fantastic meeting! The hotel was a real treat with a perfect combination of indoors and outdoors (and the weather cooperated perfectly).



wait till the last minute to register.



On Thursday morning our dedicated golfers enjoyed great weather out on the course. The

happy winners were recognized and well rewarded.



Our golf widows and other early arrivals car pooled out to a very unique place called the Cathedral of Junk! This is a unique creative, artistic collection of castoffs and throw-aways collected over decades in a residential back yard. *It was better than expected* If you are ever in Austin with an hour or two to spare, head on over. *You will be amazed.*



We had higher than expected attendance which caused some minor hiccups for a few not getting into the group hotel and overbooking our dinner cruise. It is a good problem to have and I will take that over too few people in attendance. The point of my rambling is that it is important to get your reservations in, for both the meeting and the hotel, as early as possible to ensure your spot, and this includes our Affiliate Members getting your table top reservations in early. If we oversell our capacity we can usually make accommodations if we know early enough, so please don't



Our meeting got off to a great start with our Vendor Table Tops event on Thursday night. We oversold our room

for the table tops, but thankfully the weather cooperated and we were able to move our buffet out to the



# From the President

porch to make room.



Thank you to all of our loyal Affiliate members who support this chapter and make our meetings possible.

Our technical committee put together some great tours and technical sessions for us. On Friday, we had three great tours lined up. We started with a tour of the TECO Westinghouse facility in Round Rock. *What an impressive facility!* They have massive amounts of new motor inventory available to support our customers, and their manufacturing capabilities rival any large motor plant in the world. For many years TECO Westinghouse has been a great partner to many EASA members and we owe a big "Thank you" to Mike Prater and everyone at TECO Westinghouse for welcoming us into their "home".

The bus then took us to Hamilton Electric to tour their facility. The Hamiltons provided a great Chicken



Fried Steak lunch for us. You can't have a meeting in Texas without chicken fried steak, but this



was one of the best that I have had in years!

After eating we enjoyed seeing the sights in their shop. They have a thriving motor and pump repair business. and it was good to see their shop so busy.



Our final shop tour was at Austin Armature where the Kramers showed us their shop and their new warehouse, sales and training facility. Their shop was filled with nice large NEMA and above NEMA motor work.

**Their new collapsible paint booth got our attention right away so they had to show it off for us.**



After a good tour of their repair shop they took us down the street to their warehouse and sales office. They have set up a very nice inside sales office and training room where they can bring in customers as well as their own field technicians for things like VFD programming and troubleshooting.

We certainly had a full day of shop tours and we thank the Hamiltons and the Kramers for being such great hosts!

The spouses and other guests were not disappointed. They bused over to the LBJ Presidential Library for a visit. It was very moving to look back in history and



connect with the headlines, fashions, political battles that many of us can recall.



Next, they went downtown to the Hyatt Hotel and enjoyed a delicious lunch at their



Southwestern Bistro. It's always fun when our EASA spouses can renew old friendships and make new ones. They then made a quick browsing stop at a weird little shop called Uncommon Objects and moved on to South Congress Avenue where some shopped, some browsed a book store and some had some awesome Italian coffee.

That evening we boarded the bus to head down to the Congress Street bridge for a bat watching dinner

*cruise. I probably would not have done this had it not been part of the meeting, and I would have missed something special! We enjoyed a good meal and great fellowship*



*on the boat waiting for the bats to fly. We were blessed to have a great crew on the boat including our tour*

# Around the Chapter

guide who was not only extremely knowledgeable about bats, but also very entertaining. Sorry but due to it being dusk, the bat photos were too dark to publish.

Meanwhile, our 8 “overflow” volunteers who didn’t mind missing the bat cruise, enjoyed a delicious dinner at the downtown Truluck’s location. The service was the best. Of course, we ended the evening with more great fellowship and hospitality back at the hotel.

We had a great offering of technical presentations on Saturday, starting with Vijay Anand of ABB presenting The Internet of Things as it relates to the control, monitoring, and maintenance of electric motors. The internet of things is upon us and the wave of the future, as it relates to our business, is getting into the business of providing modern preventive and predictive maintenance tools to help our customers maximize the value of their maintenance dollars.



Our second technical session was an overview of business management software tools presented by Troy Locke of Spring Point Solutions and Calvin Earp of Shermco Industries. They gave us a good comparison of general business ERP systems and Motor Repair Industry specific software tools. There are some truly powerful solutions available to improve our inventory and labor management as well as billing and accounting practices. If you are interested in these solutions please reach out to Calvin or Troy for more information.

Our spouses, guests and Ken Johnson (brave Ken) headed off to an upscale cooking school where they



broke into small groups and prepared a three course “Taste of Tuscany” meal. Of course they also got to eat their accomplishment and it was delicious.

We were excited at this meeting to have several first time attendees and several who had not joined us in a while. It was very nice to meet or see everyone and we hope to see you all again in Tucson in the Fall.

*I said this in my last newsletter article, but after Austin I am more convinced than ever that it is true so I will repeat... If you have not been to a Chapter meeting, or maybe not to one lately, I challenge you to come find out for yourself what makes the Southwestern Chapter the greatest chapter in all of EASA. Our Technical Committee is already working hard on planning great sessions for both Tucson in September and Hot Springs next April. I strongly encourage you to get your reservations in as soon as you get the meeting notices. I suspect that we will sell out our room block in Tucson and especially in Hot Springs. Please join Debbie and me in Tucson and let's bust Diane's hotel room block AGAIN!!! I look forward to seeing you in September, if I don't get to see you at a District meeting before.*

God bless!

## EASA International

### Ken Martin

The convention in Milwaukee is one that you do not want to miss. The convention will take place June 24th to 26<sup>th</sup>. We have some excellent seminars lined up and these International conventions are a great way to learn new technologies to help your business and our industry. Also the Milwaukee Summer Fest music festival will start after the conclusion of the convention if you want to have yourself a mini vacation. The summers up there are mild and beautiful right by Lake Michigan.

EASA Accreditation is a great way to update your shop and show your customers that your company is top notch in the industry. You can get more information of the Accreditation process on the EASA website.

We have some excellent webinars coming up. This is an extremely cost –effective way for training with no travel. A schedule is on page 9 of the EASA currents (and online at [www.easa.com](http://www.easa.com)).

# Around the Chapter

## District 1—Tom White (tomwhite@naemotors.com)

It's been quite a challenge planning a district get together because everyone is extremely busy and short handed. I have been able to talk to a couple of shops:

Industrial Electric Carlsbad: Daryl and Johnny are busy. It's great to see the new generation up and coming in the business. They are very enthusiastic about the future..

Automated Controls in Lamesa. Emial is doing great He and the crew have a great deal of work going on.

BJ Electric in Midland are very busy since oil has picked up in the region.

We are going to attempt a meeting in Lubbock by August this year. Hopefully we can have a breather from work to meet.....please send me your news!!

## District 2—Tanner Gray (tanner@tgrayelectric.com)

Howdy y'all from Dallas, TX. I am pleased to report that the shops and vendors in district 2 are doing well. I had the chance to visit with some of the shop owners and vendors at our most recent district 2 meeting this past March. I want to thank Joey Moor and all the staff at Robco for hosting the meeting. Since my wife and I do not have children, I didn't think about it being Spring Break the day of the meeting. So, some of our members that usually enjoy coming to the meetings did not attend. We still had a good turnout and a great meeting. I want to thank Chad Farris with Koyo for putting on a great presentation



about counterfeit and gray market bearings. We had great feedback on this technical program from our shops

attending. If you weren't able to join us, Chad would be happy to visit with you and get you up to speed on this important topic. (chad.farris@jtekt.com)

With gas prices rising, shops who service the oil fields are seeing a rise in business. New product sales in

our area are seeing lower margins, due to the rising cost of new motors from the manufacturer to EASA shops. As the EASA international study has shown, the OEMs and PT companies are becoming the preferred channel for motor manufactures to go to market. In the residential HVAC market, we are seeing the same trend of slow sales as we did all of last year. Some people are speculating that this is partially due to phasing out R-22 refrigerant. The cost of R-22 refrigerant has gone up so high, that homeowners are now replacing their entire HVAC system, instead of repairing it. (The new systems do not use R-22 f refrigerant) This shifts the sales to the manufacturers of new equipment and away from the EASA supply houses.

Repair business is holding steady across most of district 2, which remains the bulk of sales for most EASA shops. We are excited for 100+ degree temperatures to arrive soon, and hope that it fuels even more business!

## District 3—Wanda Nesloney (wanda@communitymotorsinc.net)

Spring has finally arrived. Even for Southeast Texas we have had cooler than normal temperatures, and it's been a while in coming. But with the cooler temps the Houston area has still been busy.

In February, we held our annual District 3 meeting. There was a great turnout and with much networking between our members and vendors. Thank you to those of you who attended for the first time. Our host, ESR Motors, and Greg Olson outdid themselves, Greg and Stephen Olson held the meeting/dinner at their office/warehouse.

The tech session we scheduled was about new Stiff Shaft Design motors but there was a small glitch with our speaker Brian Pyron, he was unable to attend our meeting. for a very good excuse. *His wife had just given birth a little earlier than expected. Congratulations to Brian and his wife.*

So, at the last minute, our great vendors were ready to help out and we had some impromptu mini sessions put on by several of our vendors. The attendees loved it and we got a very positive response.

Thank you to all our vendors that were able to step up and support District 3.

# Around the Chapter

I would also like to welcome a returning member to District 3. Frank's Electric Motors and Pumps, LLC. Located in Bryan TX. Welcome back to our EASA family!

Please note that our next meeting will be sometime in January 2019. I would love to see an even bigger turnout to show that our Houston area shops can be cooperative and professional competitors in the interest of making improvements in our industry. **And if they can do it in Dallas, we can do it in Houston.**

## District 5—Clay Parks (cparks@laron.com)

Hi everyone. I am looking forward to serving as your district 5 director and hopefully speaking to each of you soon. In the meantime, if you have any news or any questions, please feel free contact me. I recently took this position, so there isn't much to report at this time. However, I did meet up with Scott and Dawn Henderson from Bestway Electric in Tucson. They attended our recent convention in Austin and said that their shop is doing well.

Business is busy in the District with the Copper Mines gearing up for full production. This is welcome news for everyone. We are still in a drought in Arizona and wild fires are on our minds, since the winter was dryer than normal. Laron just celebrated it's 35th year in business. Glenn Thoroughman bought a small 2 man machine shop in Kingman, AZ and it grew on from there.

I would like to hold a district meeting or two in the near future; so if anyone would like to host, please let me know. You just need to provide the space and we can take it from there to arrange for table and chair rentals, the dinner and technical presentation.

## District 6—Syndy Thrash (syndy@goevans.com)

I visited with James Ozburn at Industrial Motor Service. His saying is feast or famine...that's the motor industry. He has been involved in the motor business since 1989. His dad started the business in 1984 and since his dad passed away in 2014, he has been the owner.

After talking to Sergio Andre Jr., Pump and Motor Works, in Okmulgee, Ok. is busy and just finished delivering the largest motor they have manufactured

from scratch. A 2500 HP 396 RPM 13,200 Volt Circ-Water Pump Motor for one of the largest nuclear utilities in the United States. The motor is designed, manufactured and tested completely in house. They have also obtained ISO9001:2015 certification in January of 2018.

PMW is currently developing a 10,000 horsepower regenerative closed loop system allowing for IEEE 112 performance and temperature testing while only consuming the system losses from outside its facilities.

The company is also finalizing the purchase of 17 acres on which it intends to create additional warehousing for its inventory and begin construction on its new design, manufacturing and test facility. Large projects in the works: 1250 HP at 195 RPM Circulator Motor, designed and manufactured in house and a 3000 HP at 3575 RPM, 13.2 KV Condensate Booster Pump Motor, manufactured in house. Sounds like Pump and Motor Works is on a roll. Congratulations to Sergio and his crew.



Interstate Electric in Sand Springs is busy, I visited with Rose, the receptionist, who has been employed with Interstate for 60 years. Now that's dedication (and company stability). Polly Nobles is the owner and her son, John Davis runs the shop. JB, Polly's husband came from Interstate in Fort Smith, AR and opened locations in Sand Springs and Tulsa. Interstate in Fort Smith has been instrumental in starting up several motor shops in this area.

We also want to send our heartfelt sympathy for the loss of Doug Roberson, owner of Ewing Electric in Stillwater, Oklahoma. Doug went to work for Ewing Electric in 1964. He took over the management of Ewing Electric in 1972 and purchased the business in 1977 and worked constantly right up until the morning he died. He made Oscar Montelongo, his long-time employee and friend, his business partner in 2008. Doug passed away on March 24, 2018. He was an active member of EASA

# Around the Chapter

and will be missed.

Here are some pictures from Layco's celebration of moving into a larger 100,000 sq.ft. facility last summer. I reported on this in the last newsletter and now we can show you photos as well. Congratulations to Layco (formerly Curley Electric) on their achievement.



All the shops in my district seem to be picking up steam and starting to get busier.

So sorry I missed seeing you all at the Austin adventure. I was looking forward to it, but had to cancel at the last minute.

## District 7—Chuck Burgess ([chuck@midpointbearing.com](mailto:chuck@midpointbearing.com)) and Rick Messer ([rmesser@midpointbearing.com](mailto:rmesser@midpointbearing.com))

Hello to district 7 shops! I'm Chuck Burgess with Midpoint Bearing and my partner's name is Rick Messer, also with Midpoint Bearing. Together we are your newly appointed Co-Directors of the Southwestern Chapter District 7 and recently installed at the spring 2018 convention in Austin. We look forward to meeting with our members as your new directors. Our shops are divided geographically.

Rick has already reached out to most of his shops. So far so good regarding reception! He will be visiting them soon, and yes they seem to be positive about setting up a meeting in the central area of our district. Maybe Baton Rouge. We both have many years of experience in our industry and look forward to serving our shop members in western Louisiana.



# In Memorium

*A special message from a very loyal and supportive EASA Affiliate member—Midpoint Bearing*

## Farewell to our Friend

Life has a way of reminding us how important it is to always be kind, generous and loving. Never leave good things unsaid, never let bad things pass through your lips.

Recently, we lost a dear friend, co-worker and all around wonderful guy. We are very sad to say that Steve Schuyler was lost to us forever when he was involved in a motorcycle accident. Details are unknown beyond the fact that Steve lost his life and his riding companion survived with minor injuries. As a self-proclaimed Harley lover, Steve was on his way to the Laughlin River Run, a yearly event when the accident occurred. Steve died doing what he loved most, riding his Harley.

Midpoint Bearing could not find a better employee. Steve tirelessly promoted the virtues of our company 365 days a year, 24 hours per day. He had no fear of his goal to rope the toughest of customers and convince them of his loyalty and commitment to their business. Old school selling technique, prove the worth of yourself and your company and you will gain a customer for life.

Steve was retired from the US Navy. A Patriot of the first order, he served our country well. He spent much of his career as a Chief on the USS Nimitz. There is a documentary of the Nimitz and Steve was so proud to be a member of the Nimitz crew!



***Chapter members...we would love to feature and share your shops, your achievements, your news and your photos.***

***We will even help with outlining and editing the article if you just email your news to Diane at [info@easasouthwest.com](mailto:info@easasouthwest.com)***

***We know that many of you have completed some very interesting projects so please don't keep them a secret.***

## Around the Chapter

Those members attending our Austin Convention might remember meeting a delightful young student, Turan Vural, an Electrical and Computer Engineering major at UT Austin. He was invited by Ken and Patricia Johnson. Here is an excerpt from his thank message to Ken.



*"I always love shop environments – I had the opportunity to see facilities in an industry that I wouldn't have been exposed to otherwise through my University even as an Electrical Engineering major. The entrepreneurial spirit and the friendly competition between everyone I met is something that I will look forward to having and emulate in my career. I appreciate the exposure, and I'd like to thank everyone I met for being so open and friendly. I learned a lot from the facilities and conversations I had, and I'm very grateful to you and your colleagues for being so inclusive. I'm looking forward to staying in touch".*

## Affiliate Relations

Greetings from the Affiliate Relations Committee! We had our first meeting Friday April 13<sup>th</sup> at the Lone Star Court in Austin. Let me say that I really enjoyed that Hotel and was a refreshing change of pace from the Holiday Inn Express' I stay in weekly.



We had about 14 people in attendance for the meeting to discuss the scope of this committee. My goal is to boost attendance and activity from the Affiliate Members. Part of my job with Koyo is the liaison between Koyo and EASA. The Southwestern Chapter meetings are the most highly attended meetings of any other EASA Chapter and that's something we all should be proud of! We can always make it better! I will be reaching out to the Affiliate Members soon to get feedback on our chapter meetings and what we can do to increase Affiliate Participation. I'd like to know from the Affiliates who attend what makes you keep coming. I also want to know what keeps affiliates away so I can fix that. We will have another Affiliate meeting in Tucson this fall and would like to see all of you there! Until then, feel free to call me at 903-491-3618 or email at [chad.farris@jtek.com](mailto:chad.farris@jtek.com). Hope to see y'all in Milwaukee this Summer!

## FUTURE EASA MEETINGS

### Fall, 2018—Tucson, AZ

September 27-29, 2018.

Embassy Suites by Hilton, Paloma Village

*You can reserve rooms now.*

*Call 520-352-4000 only and use booking code EAS.*

### EASA International Convention—2018

June 24-26, 2018—Milwaukee, WI

### Spring, 2019—Hot Springs, AR

April 4-6, 2019

The Arlington Hotel, Hot Springs.

### EASA International Convention—2019

June 30-July 2, 2019—Las Vegas, NV

### Fall, 2019—Oklahoma City, OK

Dates & location TBA

## New Chapter Members

Please join me in welcoming the following new (and returning) motor shop and Affiliate members to our chapter since our last newsletter:

**District 3: Frank's Electric Motors and Pumps, Bryan, TX**

**District 4: Ramsa Electromechanic, Laredo, TX**

**District 5: Flanders, Inc., Tucson, AZ**

**District 8:**

**Industrializadora de Servicios Multiples—Mexico**

**Productos Y Servicios Del Centra—Mexico**

**TPM Services—Mexico**

**Electromecanica Sasso—Argentina**

**H.R. Bobinados SAS—Colombia**

**Ingelectricos SAS—Colombia**

**Inter Servicios Electric—Colombia**

**JyB Electro Mecanica—Costa Rica**

**Taller Electrico Induni—Costa Rica**

**Affiliates:**

**3 Nations Marketing Group—El Paso, TX**

**Coil Partners—Granbury, TX/Istanbul, Turkey**

**Heco Inc—Kalamazoo, MI**

**ICC International—Maryville, TN**

**Koyo North America—Arlington, TN**

**Schaeffler Group USA—McKinney, TX**



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