



Part of the BMT Group

Millions of people and companies depend on trains, trams and metros every single day. Reliability is crucial. IGW provides customized, robust and efficient gear systems for this unique market for more than 25 years. So far, we have **delivered over 100,000 gearboxes and couplings** for the most prestigious rail projects all over the world.



The power of transmission.

www.igwpower.com

 Directory
 < Rolling Stock

IGW

The Sky Is the Limit for IGW US



More than 15 years ago, IGW US started working on what would be the first rail gearbox for a US customer.

From those humble beginnings, we have been on an upward trajectory by maintaining an ambitious mindset and displaying our expertise every step of the way.

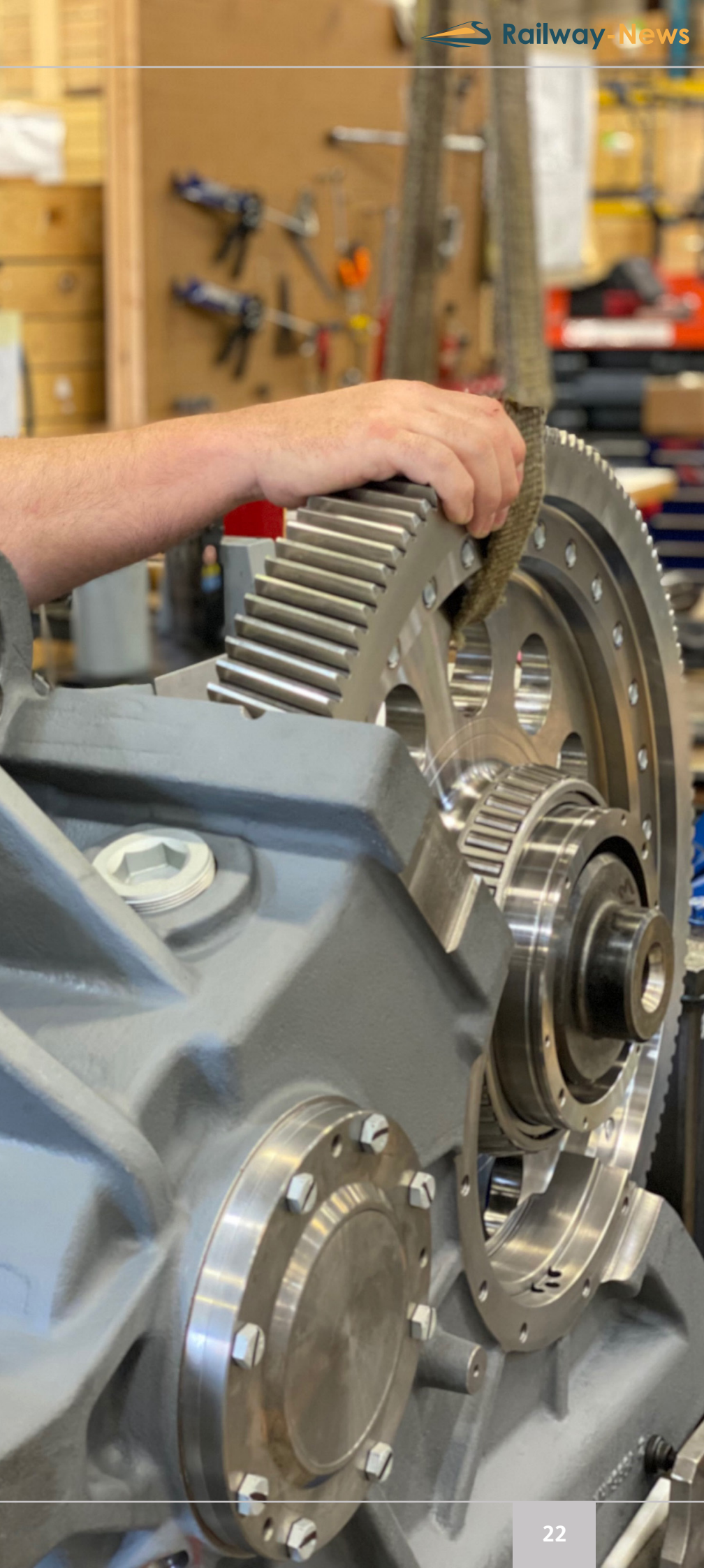
A New Plant Is Born

Officially, the Zanesville plant in Ohio became IGW's US branch

in 2014, having worked under Omco (another part of the BMT Group) previously. However, work on the first project for IGW US began two years earlier. Indeed, the first project for the US rail market was an order of 288 units for EMU's operating in the public transportation network of Denver, Colorado. To this day, over 9 years since the project began, there have never been any failures reported for our gearboxes.

In those early days, our team at the Zanesville plant consisted of four people. Today that number has grown to 21 as more and

bigger projects have been taken on. Thanks to that ever-growing number, we have already been able to expand our working hours. Initially, we were able to work one 8-hour shift per day whereas right now, we have been able to plan in a second shift. Aside from expanding the working hours, hiring more people has also allowed us to grow more organically. Indeed, we can now assign people specifically to project and sales management while also expanding our planning and purchasing team. A natural consequence of that is more focus for our people as plant manager Eric Stottsberry explains:



“As our people have fewer side responsibilities, they can focus more on their core tasks. Our quality department, for instance, has been strengthened meaning that we can now deal with obstacles more easily.”

As our workforce continues to grow, so does our name in the US market. Currently IGW US is doing some good work for NYCDT (New York City Department of Transportation) which might lead to further commercial possibilities with other partners. For that particular project, we will be delivering a total of 755 units with the first deliveries taking place this year.

A Pandemic to Contend with

In March 2020 a pandemic forced many companies worldwide to shut down as health organisations were coming to grips with the new and unknown Covid-19 virus. Luckily, the pandemic's influence on the business of IGW US was fairly limited. Although several projects were postponed, none were cancelled, meaning that we could keep working as usual, taking into account sanitising and social distancing measures.

That being said, we did feel the consequences of the pandemic in our supply chain, which has been disturbed – as has happened to many companies worldwide. That disturbance has caused delays in some of our projects, but we're pleased to report that they are now back on track. While it's fair to say that Covid-19 has slowed down our progress, we are optimistic about the near future with the prospect of adding more people to our team as well as further adapting our assembly area.

Becoming a One-Stop Service Provider

part from manufacturing gearboxes, IGW plants worldwide also offer aftermarket services such as overhauls. The plant in Ohio is no exception as we're currently undertaking steps to extend our service capability. After all, the first gearboxes we built in Zanesville will have to be overhauled soon and as Eric Stottsberry says:

"As the OEM of those gearboxes, we are in a perfect position to overhaul them. Also, with IGW performing the overhaul, there's more peace of mind for the customer as they only have to rely on one partner. In other words, it's a time and cost-saving measure for them."

Aside from performing overhauls, we will also start up the production of grease-filled couplings at IGW US. The couplings can either be made in combination with gearboxes or separately. We are convinced that offering these services to potential customers will strengthen our reputation in the US even further. Indeed, we have already carried out overhauls of gearboxes used in the public transportation systems of Seattle and Phoenix. For those projects, we initially provided 156 and 217 units respectively.

In conclusion, the story of IGW US is far from over. Indeed, over the years the plant in Zanesville, Ohio has experienced a stable growth as more and bigger projects have come in. Last year,

the Covid-19 pandemic halted the plant's progress somewhat, but plant manager Eric Stottsberry is optimistic about the future:

"We see that the toughest restrictions are being lifted meaning that things will open up again more and more. With the investments that we're planning, we're in good shape for the future."

IGW is part of the BMT Group. For more information, please visit www.igwpower.com.

