

Technical Member Profile: Gosiger Import



Gosiger Import, a division of Gosiger Inc., markets precision machining equipment to manufacturers throughout the United States. The company's three principal lines are Euroturn multi-spindle automatic screw machines, Nomura CNC Swiss turning centers and BTB flexible, rotary transfer machines.

Clarence H. Gosiger founded the business in 1922 as The C. H. Gosiger Machinery Company. From the beginning, Mr. Gosiger established close relationships with high-quality machine tool manufacturers. Today's Gosiger is not simply a distributor, but a problem-solving company that helps manufacturers improve their processes so they can be more competitive and more profitable.

Now known as Gosiger, Inc., the Dayton, Ohio-based company has grown to more than \$250 million in annual sales. The second and third generations of the Gosiger family continue to lead the operations of 18 different divisions located throughout the United States.

One of those divisions, Gosiger Import, was established in 1993 as Maxim International. The company

recently changed the name to take better advantage of the parent corporation's strong reputation in the industry.

"Our division was established to address the needs of the high-volume screw machine market," says Kevin Hayes, president of Gosiger Import since 2005. "Originally, the division sold only Euroturn multi-spindle automatics, but over the last couple of years, we've added other lines to offer our customers a full range of state-of-the-art equipment."

The import division accounts for about ten percent of Gosiger Inc.'s annual sales, according to Mr. Hayes, who has been with the company for seven years. "I was brought onboard to help grow the business," he says. "Typically, our customers are high-precision, high-volume manufacturers; mainly Tier Two and Tier Three job shops."

Gosiger Import has been an active PMPA member for more than 10 years. "From a technical member standpoint, PMPA's biggest benefit for us is the exposure to our end users and the interaction with those customers," Mr. Hayes says. "We participate in the conferences and

the PMTS show, as well as the local chapter meetings."

Mr. Hayes also counts himself as a frequent user of the PMPA Listserves. "From my company's operations manager to our regional salespeople, we are all very pleased with the information on the Listserve," he says.

"I wasn't here when a lot of our customer relationships were established," Mr. Hayes states. "But I would say that many of our customers have been the result of our membership in PMPA. A lion's share of our growth was due to the exposure we obtained through the association, because the majority of our customers are PMPA members.

"PMPA is one of the few organizations I know of where competitors sit down at the same table to trade ideas and information," Mr. Hayes points out. "With the increased foreign competition, there seems to be more unity among U.S. manufacturers. They are looking for solutions to compete. PMPA gives them the opportunities to compete more effectively."

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