

Best Bits

COVID-19 Edition

Your industry magazine by
BearingNet



Rotamec enhances their electromechanical repair service during the pandemic
Rotamec Ltd



Expand on the old: R&M Bearings versatility
R&M Bearings

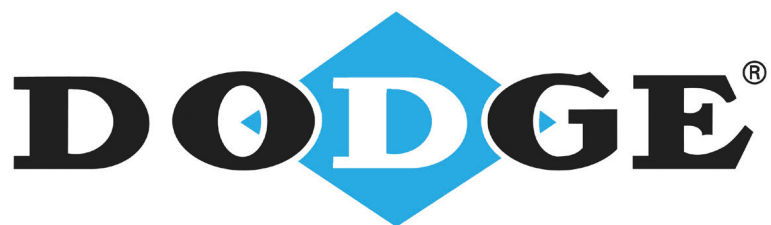
Mineral Circles Bearings champions a culture of resilience & inclusivity amidst COVID-19 adversity
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Celebrating 25 years of BearingNet!
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How NKE is coping with
the Coronavirus pandemic



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A letter from Chris Howard

Well, where do we start....

It's safe to say the last 12 months have been "a new challenge" for everyone. I know that when we were working on the previous edition of Best Bits, we did not predict what was just around the corner!

The BearingNet platform saw a decline in activity early in the pandemic as companies grappled with new practices. Once the initial uncertainty subsided, the activity quickly returned to normal levels, showing the resilience, strength and importance of the bearing and power transmission industry.

The last year has been extremely testing in our business and personal lives but there is now some light at the end of the tunnel. This "COVID-19 Edition" of Best Bits comes with the intention of sharing some of the more positive stories to come from the pandemic as every business adapted in different ways.

A big thank you to all the companies who contributed to this edition and we hope it brings a little light relief for you all.

It's been difficult to celebrate much recently but we're adopting a positive attitude this year, which sees BearingNet celebrate its 25th anniversary. Who would have thought when Peter and Gary set up in Peter's basement all those years ago that BearingNet would help the industry as much as it has! You can read more about this on page 12.

We thank you again for your continued support. 25 years would not have been possible without every single one of you. We are truly grateful and look forward to celebrating 50 years with you all too!

Chris Howard
Commercial Manager



BearingNet

BearingNet is the world's largest inquiry system for bearing and power transmission distributors, giving you access to the inventories of the most important distributors around the world.

We also have our own news site news.bearingnet.net which features a range of articles from distributors, manufacturers and the industry.

If you would like your company to be featured, please send your stories to marketing@bearingnet.net.



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BEST BITS

06 Rotamec enhances their electromechanical repair service during the pandemic



12
Celebrating 25 years of BearingNet!
BearingNet



14
Adjusting internal activity focus due to
the effects of COVID-19
RKB Europe SA



16
Mineral Circles Bearings champions
a culture of resilience & inclusivity
amidst COVID-19 adversity
Mineral Circles Bearings



24
BMG provides critical engineering
support during the COVID-19 pandemic
Bearing Man Group



26
Being independent, reactive and
adaptive meant that each business
could implement all changes quickly
and effectively IADA



32 How NKE is coping with the Coronavirus pandemic

NKE

CONTENTS

07

How PTI have not let the pandemic affect their growth PTI Europa A/S



08

Expand on the old: R&M Bearings versatility R&M Bearings



10

Top tips for maintaining a secure supply of quality bearings SMB Bearings



20 "Throughout the pandemic, our company made all the necessary actions and provisions that needed to be taken"



ÖZTEKNIK RULMAN

28 Friedrich PICARD GmbH & Co. KG: A top notch linear motion technology centre



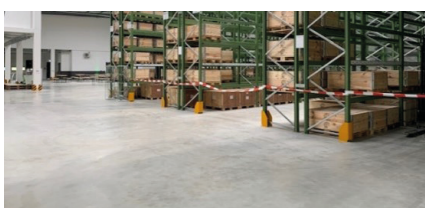
30

KIS Antriebstechnik GmbH & Co. KG, like many others, have had no choice but to adapt since the outbreak of the virus KIS Antriebstechnik GmbH & Co. KG



38

Race Transmissions renews ABB agreement to supply Dodge products Race Transmissions



40

A change of plans - online seminars, new test rigs and more bearing inspections Elgeti Engineering GmbH



42

"After such an unfortunate year, we can say we have learned a lot about ourselves." Grupo GAES



Rotamec enhances their electromechanical repair service during the pandemic

Rotamec are a 24/7 provider of electromechanical maintenance services for rotating equipment. During the lockdown, the company stayed fully operational to support its critical customers in the food & beverage, healthcare and utilities sectors.

Having celebrated their 20th anniversary in May, the business has overcome the challenges of the new normal, growing its service and reinvesting in its capabilities during the pandemic.

The new addition of a 10-tonne capacity crane at its Cheddar branch workshop has allowed Rotamec to expand its maintenance service for motors, generators, pumps, gearboxes and power transmission equipment. This reinvestment means the business can now repair larger units such as equipment in the water, recycling and power generation sectors.

New associations, partnerships and acquisitions were another source of optimism for Rotamec throughout 2020. Firstly, Summer & Panes joined Rotamec in May, a specialist in the repair of motors, pumps, fans and

blowers. Secondly, Rotamec partnered with bespoke fabrication provider Response Engineering, which now delivers a new combined service within the company. Thirdly, a new association was created with JPS Reliability, which has enhanced condition monitoring services and allows more customers to be offered extended options to secure long-term equipment reliability.

Simon Brooks, Managing Director at Rotamec, commented: "This has been a challenging period for everyone. We have had to adapt our approach to ensure that our critical customers could still receive the highly responsive, round the clock maintenance service they expect.

We were delighted to celebrate our 20th anniversary this year, a milestone we reached due to the hard work of our team and the loyalty of our customers.

Navigating the pandemic has been no different, with this dependable foundation we have been able to work effectively while enhancing our repair capabilities, despite the current challenges."



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How moving facilities made it easier for everyone at **PTI** to maintain social distancing

PTI Europa A/S tell the industry about their experience during the pandemic and how they've managed to move into new facilities, hire more staff and improve their webshop.

We have been lucky during the pandemic as we only experienced a minimal financial loss and we were not forced to let go of any of our staff.

Last year we moved our whole stock, stock personnel and some other departments to the new location in Tønder, Denmark. This has made it easier for us to maintain social distancing as the new facility, boasting 12,000m² offers more than enough space for all of us.

Our warehouse and workshop are our most vulnerable places, and it is hard to not be nervous about how the pandemic can change everything from one minute to the next. To prevent getting close to each other, we are having our lunch breaks in shifts and are very focused on washing and sanitising our hands. During the lockdown period our sales personnel worked from home but are now mostly

back in the office. They still work from home if needed, for example if they feel a bit under the weather, yet are well enough to work.

Similarly to the rest of the world, the travel restrictions of course have affected PTI in that our key account managers have not been able to meet with customers face-to-face.

What we have done to keep in touch with both old and new customers is to have more focus on online meetings and to be easily reachable online.

Additionally, we have improved our web shop, now making it possible to use filter functions on the products that are changing with each category. This should make it easier and faster for our customers to find the right products. We therefore encourage all our customers to try it out and if you don't already have an account, you can easily request one on our homepage, where you are able to see prices, availability and much more around the

clock. You can of course go directly from the BearingNet search to our products via the webshop link too.

In 2020 we hired 3 new staff members and our focus was to not let the pandemic affect us too much in a negative way. Instead we focused on improving sales, building new offices and in general trying to maintain a positive mindset. If you want to follow the building process you can check out our homepage, Facebook and LinkedIn where we will upload the pictures regularly.

We were of course, like everyone else looking forward to the BearingNet User Meeting in Berlin first in March and then in August, and were gutted when it had to be postponed again. We surely hope the situation around COVID-19 is better in 2021 making it possible for us to attend BearingNet networking events and meet both customers, suppliers and friends as they now have become. Until then stay safe and healthy.



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Expand on the old, invest in the new: R&M Bearings versatility

R&M Bearings have been in the industry since 1983, which has seen them supply premium bearings and a comprehensive range of transmission products across the UK and beyond. We had a chat with Managing Director Steve Martin about how the last year has gone for R&M Bearings and their exciting new venture: Bearings Sounds Radio.



We all know the pandemic has been very difficult in 2020. How has COVID-19 affected R&M Bearings over the last year and how have you had to adapt in the current climate?

Although the pandemic was very unexpected, here at R&M Bearings International Ltd in Scotland, we had a really busy 12 months. We feel really lucky and appreciative that we have not been too badly affected in comparison to other industries.

It was great to see how our industry reacted to the situation and many companies including ours added PPE products to their stocks. We even donated lots of PPE masks to our clients in the early stages of the pandemic.

Before the pandemic started, R&M Bearings moved into a larger warehouse. Has this been beneficial for you as a business and how have your customers' needs changed over recent times?

Late 2019, we invested in our largest warehouse to date in our 37 years of existence, and only moved in 4 weeks before COVID-19 struck. Thankfully, our forward planning of stock delivery was already in place.

This was hugely beneficial as we were able to fulfil a lot of orders to our fellow distributors throughout the UK,

Europe and beyond. Whereas, in other companies they had maybe run out or gone short on stock. This had been our long-term strategy before COVID-19, in our preparations for the disaster we call Brexit.

How have you continued to meet your customer needs?

Throughout 2020 R&M Bearings have remained fully stocked for future sales and invite our trade friends in BearingNet to check us out for excellent prices on all the top brands that you would expect. Even after the pandemic we have continued to invest in products to remain fully stocked which enables our customers to experience shorter lead times. We have built up a comprehensive list of the top 1,500 "best sellers" in our stock turnover, and regularly replenish these stocks.

How have you adapted to Brexit and what preparations did you make?

With our vast experience in dealing not only in Europe but worldwide, we had a fair idea of what changes needed to be made, but not the finite details of course. We not only increased our stock holding, but formed R&M Bearings International in both Ireland and Estonia. This gives us a continued EU presence, but our business to and from the EU remains buoyant and

successful. We ask all of our fellow BearingNet members to give us a try, if you don't already know us, you will be surprised at our pricing on top brands.

On a slightly different note, what is 'Bearing Sounds' and what are the reasons behind setting it up?

Bearing Sounds is the world first radio and advertising station dedicated solely to the bearing and power transmission business. The idea behind the station was to allow bearing trade professionals to not only have a great sounding 24/7 radio station but also to provide a cost-efficient advertising tool for the industry.

How can people listen to Bearing Sounds?

Anyone can listen here at www.bearingsounds.com or just ask ALEXA to "Play Bearing Sounds radio". You will be very surprised at the content, the quality and I think you might just want to hear your company on the station. If so, please contact studio@bearingsounds.com for full details of advertising rates, and special requests available.

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Top tips for maintaining a secure supply of quality bearings

Here, Chris Johnson, Managing Director at specialist bearings supplier SMB Bearings, explains how best to ensure your supply chain delivers the bearings you need. SMB Bearings is the official UK distributor of EZO miniature, stainless steel and thin section bearings.

It has become a cliché to say that the coronavirus pandemic imposed an unprecedented challenge to global supply chains. However, bearings are vital to the effective functioning of so many applications that supply chain management cannot be neglected for those who rely on them.

Invest in tech

The potential of digital technology to improve supply chain management has been given added emphasis by the recent pandemic. Research by PWC Global found that those companies that had invested most in digital technologies benefitted from a 6.8 percent reduction in supply chain costs last year.

In particular, one technology that has received a lot of media attention is the idea of a digital twin. Put simply, this means having a virtual replica of your supply chain – including products, facilities, vehicles and routes. Using the latest Internet of Things (IoT) technology, companies can feed data into the model in real-time, spotting problems at the earliest possible stage as well as accessing accurate scenario testing. According to research by Gartner, of those companies using IoT, nearly two-thirds plan to use digital twins within the next year.

Work with suppliers

From the US to Australia, many countries are lamenting an over-reliance on suppliers based in China and calling for a process of 'on-shoring', favouring local suppliers where possible.

A more pragmatic approach would be to focus on diversifying supply. As the saying goes, do not put all your eggs (or bearings) in one basket. Having suppliers based in different locations means that a shock or crisis in one location is not going to immediately paralyse your supply.

Collaborative relationships between customers and their suppliers can also improve visibility across the supply chain. If your supplier shares information about their supply chain, you are better able to plan ahead and anticipate potential challenges. Most customers will accept some delays and disruption where this is unavoidable, but uncertainty is far more problematic.

Don't forget quality

There is little value in having a reliable supply of low-quality parts. Bearings are so critical to the smooth functioning of so many applications, that compromising on quality will inevitably backfire in the form of unplanned downtime. At times when supply chains are more vulnerable, knowing that your existing stock is reliable and high quality is one way that you limit your exposure to the risk of supply chain disruption.

Manage stock efficiently

Effective inventory management is easier for those suppliers that have secured the right authorisations from regulators. Bonded warehouses

give suppliers a big advantage here. A bonded warehouse or customs warehouse means a supplier can store goods without payment of import duty.

At SMB Bearings, we have both Customs Warehousing (bonded) approval and Inward Process Relief (IPR) approval, meaning we can store the bearings we import from places like China and Japan while deferring payment of import duty.

The duty is only paid when the bearings are sold within the UK or EU but if the bearings are re-exported to non-EU customers, no import duty is paid. Those involved in supply chain management and logistics use agreements like these to allow suppliers to hold larger amounts of stock without undue costs, allowing for much more efficient supply and savings for customers.

Whether it is the uncertainties caused by Brexit or the disruption caused by global pandemics, by following the basic ideas outlined above you can help maintain a secure and reliable supply of quality bearings whatever your application or location.



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The Bearing & Power Transmission Distributor Network

BUY

Never turn a customer away - you can always find what your customer needs. BearingNet has over **13,000,000 lines of inventory** listed on the site which includes bearings, sprockets, chains, seals, belts, pulleys and more. The perfect place to find emergency, rare or obsolete parts!

SELL

Whether you want to sell your inventory to local markets or you want to expand and sell internationally, BearingNet can help. Over **100,000 part searches** are performed every day on the site... they could be searches for parts you have in your warehouse!

NETWORK

Connect with **distributors from over 80 countries!** BearingNet has been hosting face-to-face meetings in Europe and the USA for over 15 years. They cater for all distributors, whether you are authorised, independent or a wholesaler.

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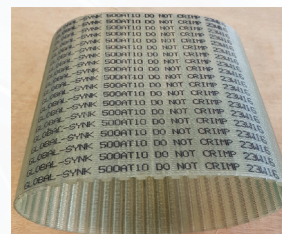


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Celebrating 25 years of BearingNet!

You've all heard the story about how BearingNet started in Peter's basement, but we thought we'd take a trip down memory lane and speak to some of the earliest adopters and supporters of BearingNet who believed in our vision 25 years ago and continue to support us today!

We are extremely grateful to each and every one of our 1,900+ members from around the world.

This would not have been possible without the belief of the companies who trusted us in those initial stages, uploaded their inventory (after all, it's the inventory that makes this work!) and have helped us develop the platform into what it has become today.

Here's what some of them had to say:

Firstly we spoke to Nick Stamatiadis, founder of Bearings 2000 (Pty) Ltd in South Africa. He reflects on the very early days when he met John Bass (BearingNet's founder) who many of you will remember.

"I first met John, must have been back in the mid-eighties, at a bearing conference or maybe at the Hannover Messe. At the time I was the MD and part owner (with my Dad) of Dorr Trading company (Pty) Ltd which did a great job nationally as sole distributorship for Steyr Walzlager. My father had been a Steyr distributor since 1949! First in Alexandria, Egypt and then in South Africa from 1969. We held the Steyr distributorship, nearly



continuously, from 1949 until 1995 when Steyr was taken over by SKF.

At the time John was promoting his "Bearing Exchange" magazine which I immediately subscribed to. I was impressed by John's presence and larger-than-life personality. He was jovial and had a great way of relating to people and a great sense of humour! John had an excellent knowledge of the international bearing market and was known by most players everywhere.

At a subsequent business trip in the UK, I called on John and invited him to have dinner with me and discuss a bit of the international bearing industry between beers and a good meal.

In 1992, soon after selling Dorr Trading Company to a mining house, I launched our current company Bearings 2000 which again was a Steyr distributor until 1996. When Steyr was acquired by SKF we converted to being Authorised SKF distributors which remains the

case today (with a dozen or so years interruption when we were FAG-INA distributors). My sons Alex and Mike took the ownership and management of the company over from me in 2017 when I went into retirement. Together, Alex and Mike, along with Ross Trevelyan who recently joined the company in the role of Managing Director, have taken the company to the next level many times over. Ross is an engineer with 25 years' experience in the bearing industry. He is an invaluable addition to the company.

When BearingNet launched online in 1996 we were approached by John and became members immediately. We are proud to say we count among the very first members!

Our membership to BearingNet has become indispensable over the years and we currently consult and place orders using the site daily.

As South Africa is geographically distant from the main bearing centres, the need for locating readily unavailable, urgently required bearings occurs daily. BearingNet is the only place where such requirements can be located quickly and reliably.





Last but not least, aside from the excellent BearingNet platform and continuous enhancements and improvements, the friendliness and professionalism of all the BearingNet team whether it is when we meet in person at the BearingNet User Meetings or Hannover Messe or communicate via mail or on the phone, confirms to us that we are fortunate to have a business partner like BearingNet.”

Next we caught up with Paul Cuthill, Director of Godiva Bearings, UK.



It was in the middle of “Lockdown V3” in the UK when Chris and Paul caught up over video meeting. As has become normal, the first thing discussed was COVID-19 for 10 minutes. Both are West Ham fans but somehow being 3rd in the league did not even get a mention!)

Paul spoke about his earliest memory of the “BearingNet Conference” (now better known as BearingNet User Meetings).

“I remember the hotel we went to in Barcelona for the conference in 1997, it was our first experience of a BearingNet event (and the first public demonstration of BearingNet). We’d met up with some contacts on the first evening for dinner and had one or two glasses of wine. Things were off to a great start. I entered the conference room on the first day of



the event ready to do business. I was instantly hit by a wall of heat – I think it must have been the only hotel in Barcelona without air conditioning but the fantastic conversations we had and new companies we met was worth the heat stroke for sure!”

Paul continued “The BearingNet meetings have grown over the years and are a fantastic opportunity to catch up with old friends, meet people face to face, who you usually exchange emails with and an excellent stage to promote Godiva to the industry. We always see a big boost in sales after BearingNet events so that is always nice too.

Things change a lot in the industry, so it is really important to meet lots of people, learn what other companies are doing, how they are changing or adapting and share ideas and knowledge.

BearingNet has opened the world up for the bearing and power transmission industry and we are extremely proud to

have been part of it since the beginning. Some of our friends from BearingNet attended the 40th anniversary of Godiva in 2017 and we look forward to joining them to celebrate their special milestone soon.”

BearingNet officially celebrates its 25th anniversary on 1st July 2021 but such a milestone occasion would not be the same party without our members there to join us. We planned to celebrate at the User Meeting in Berlin, but COVID-19 put a stop to that so we will celebrate the 26th anniversary at the meeting in Dublin in 2022 instead.

We look forward to seeing you all there and a big thank again, to all our members for making BearingNet what it is today...We couldn’t have done it without you!

 www.bearingnet.net

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 +44 1279 844044



Adjusting internal activity focus due to the effects of COVID-19

RKB Bearing Industries Group is a Swiss manufacturing organisation that has been operating in the bearing industry since 1936. We spoke to Sales Director, Alessandro Russi.

We are proud to have over 80 years of active presence in the bearings industry and we are committed to developing this valuable legacy further."

The COVID-19 pandemic for RKB resulted in many additional challenges they had to overcome. Like many other manufacturers in the bearing industry, these challenges were both from the direct and indirect effects of the pandemic.

As far as the direct effect is concerned, RKB had to find and implement appropriate solutions for a severe decrease in the demand of all regions and industrial sectors. Equally important, RKB had to properly adjust its internal activity to the indirect effects of COVID-19 in terms of work safety and working procedures.

On the other hand, RKB headquarters being based in Switzerland was hugely beneficial due to the fast and helpful decisions that were put together by the Swiss government. This allowed their staff to continue to work.

However, throughout these challenging times, essential industries were operating as normal and therefore the need for bearings continued.

"We are focused on the development, innovation and diversity of our product

portfolio. This portfolio covers most industries and ranges from small-scale size bearings to bearings weighing over 4 tons. The fact that bearings are crucial components for a huge number of industrial applications represents a major opportunity, but also a challenge for RKB. Providing necessary products proved to be a solid basis for the continuity of our business operations even in these adverse circumstances. With this optimistic but also realistic view, we pro-actively tried to successfully face this year's negative market environment, mainly characterised by decreased demand and multiple uncertainties.

In answering the current challenges, RKB management believes it was important that we never stopped identifying and implementing solid solutions regarding the full range of our activity, from design and production to clients' training and service."

In an industry where all clients are focused on cost optimisation, RKB saw the importance that they continued to provide tangible competitive advantages for their customers. In this respect, their products and all the related activities in their operation deliver an attractive return on investment (ROI) and value for money to their customers.

To overcome all the difficulties generated by the new coronavirus pandemic, RKB adapted to the times and chose smart working for their staff. Their colleagues continued to be performance-focused and effective throughout this difficult period.

"They were amazing and showed a great team spirit. We used video calls all the time to keep in touch with everyone. Additionally, we revised documents, increased our knowledge through continuous reading, further

learning and partaking in organised online seminars."

For RKB, the lessons of the past crises were valuable in dealing with the current one. For instance, in the time of the steel industry crisis, they further diversified their product range to reach other businesses within the market. On the other hand, when the Euro crisis arrived, RKB expanded their presence worldwide through their partners and branches.

As a result, they now have a worldwide distribution network and export to more than 50 countries. Their sales force grew based on long-term partnerships and trust, mutual respect and interest in achieving each party's business objectives.

RKB's business model considers warehouse availability and just in time service as a critical central resource for the ongoing organic growth of their company. The evaluation of RKB's business performance during this year confirms the validity of this strategic option.

RKB has one of the three largest stocks of standard and technological rolling bearings in Europe, carefully supervised by an advanced software system - RKB Active Strategic Stock Management.

"Our large and locally based warehouses solved many critical situations that our clients across the world were facing."

This allowed RKB to react promptly to many clients' urgent requests and confirmed our just-in-time delivery commitment.



www.rkbbearings.com
info@rkbeurope.com
+41 91 260 0930





Mineral Circles Bearings champions a culture of resilience & inclusivity amidst COVID-19 adversity

The onset of the COVID-19 pandemic has significantly impacted major business value chains across different sectors, creating unemployment for professionals.

The year 2020 had drastically changed the working system for the majority of organisations worldwide.

The International Labour Organisation revealed that the unprecedented business closures resulted in an inflation of unemployment rate, with the latest statistics showing that the

global labour income has declined by 10.7% during the first three quarters of 2020 amounting to a whopping \$3.5 trillion loss.

Almost a year into the COVID-19 scare, it has alarmingly taken its toll on people's mental health as it created a historic wave of depression, anxiety and trauma among those

who are emotionally and mentally vulnerable. With strong restrictions in place alongside fragmented and inaccessible mental health support, certain companies have taken matters into their own hands to minimise the mental health threat that looms in their organisation.

Happy hours but keep it six feet apart

With thanks to the effective contingency plans imposed by the UAE government, restrictions have relatively eased down in the country and people are slowly getting used to the “new normal”.

With an official government directive that allows companies to work at 100% full capacity, employees are slowly opting to physically report in offices.

This opportunity was deemed fit for MCB’s management team to extend its unwavering support to its employees who vied to cope with the angst brought by the pandemic. Upon the lifting of the restrictions, MCB kickstarted a team-building initiative to improve employee engagement and to further build positive work relationships in the workforce.

“With our new colleagues who had recently and virtually joined our workforce while in the middle of a lockdown, we thought this was an opportune moment to get them acquainted with our existing team members,” Heba Alzeer, HR Manager of MCB mentioned when asked what’s the main reason behind the initiative given the potential risk it poses.

Studies show that 95% of employees

can attest that team building creates a better influence in establishing good relationships with colleagues. It can also herald excellent overall, result-driven organisational performances as it reduces friction amongst team members. It’s undeniably a perfect formula to keep the team’s motivation ablaze for them to perform their duties much more effectively.

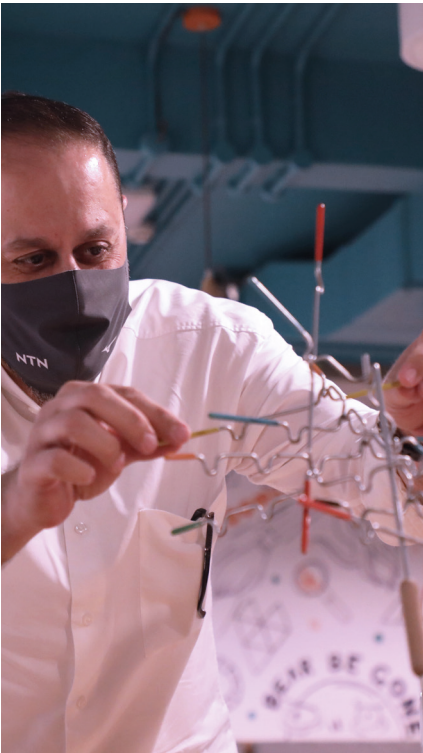
“Every last Thursday of each month, we gather a quarter of our team members from different departments in a single venue where everyone can have an open dialogue with each other. The activities and food are just secondary. The main highlight for us is the natural exchange of conversations that you don’t usually see within the premises of the company,” Alwan positively shared when asked what’s the high spot of each team-building event.

“There’s no better time to establish a rapport within the organisation than now. People are troubled with the uncertainties of what the pandemic could bring today and tomorrow. The least that we can do is to make the most out of it by investing in the people whose collective efforts keep the organisation’s boat afloat in the middle of a global crisis” He added as he reiterates the important role of organisational leaders in terms

of valuing employees’ welfare in the middle of a global health crisis.

Undeniably, Mineral Circles Bearings has proved that there is no better place to find solace than the organisation you are working for. The institutionalisation of camaraderie and inclusivity in the middle of economic turmoil, creates a safe space for employees who are wary of what the future holds. Spearheading simple recreational activities that avert the attention of the workforce from the negative impact of the pandemic proves that any organisation could extend their support in simple ways.

The brunt of COVID-19 ushered in unprecedented, big-time economic repercussions that immensely upended the majority’s way of living. We are brought face-to-face with the fact that we are much more connected than previously thought. It dawned upon everyone that humanity is designed to flourish through interdependence where people grow through communitarian efforts rather than a pursuit of personal interests. This trial has just created an overriding groundwork for growth that transcends beyond the four walls of an organisation and molded a new era of society with unbreakable resilience and a stronger sense of community.



>> Feature Mineral Circles Bearings

Apart but still connected

In times where physical contact is strictly prohibited, technology has proved itself to be a great tool for companies when simplifying business processes on a larger scale. The pandemic has made it necessary for companies to transition and to leverage the technology available to streamline business operations, without the whole workforce being physically present in the same location.

“Our team members are just as connected in a virtual setting as they are in-person. Our digital innovation initiatives that were put in place years ago have allowed us to streamline our transition from office to a virtual setting” Hassanein Alwan, Managing Director mentioned when asked how the company easily adapted to the drastic changes in the traditional work setting in the organisation.

During the first quarter of the pandemic, Mineral Circles Bearings had doubled its effort to resonate a

strong message of solidarity through its digital platforms. “During our work-from-home sessions, we had made it a simple tradition to block at least 15-30 minutes of our team’s time to have a virtual coffee break to check on each other. These simple efforts created a support system that promotes belongingness and inclusivity, especially in times where everyone was isolated” Alwan added.

On top of these initiatives, the company joined some of the leading global brands to spread awareness through simple efforts. During the pandemic, MCB founded a tag line “Apart But Still Connected” along with its adjusted corporate logo by adjusting and adapting it to the infamous “Keep The Distance” global campaign. Famous for its tapered roller bearing logo, MCB devised a new version of this depicting its famous logo elements as though they were keeping their distance from each other to show the organisation’s effort to support the campaign.



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"Throughout the pandemic, our company made all the necessary actions and provisions that needed to be taken"

BearingNet spoke to Özteknik Rulman's Ahmet Azman, Mechanical Engineer and International Business Development Director, about how the COVID-19 pandemic affected the company, staff and customers.

Özteknik Rulman are a family run business which have been serving the bearing and power transmission industry since 1986. Their aim is to provide the best possible service to their valued customers through their 50 employees at their locations across Turkey.

Through a strong focus on a wide range of quality products and services, their growth has accelerated and allowed Özteknik Rulman to be a well-recognised name in the market.

Additionally, through their well-educated partners they have encountered rapid growth of the company which has seen them gain a competitive advantage internationally.

"We wish to establish a union of strength for the brightness of our world and industry, with our valuable customers who believe and trust us." - Özteknik Rulman

BearingNet spoke to Özteknik Rulman's Ahmet Azman, Mechanical Engineer and International Business Development Director about how the COVID-19 pandemic affected the company, staff and customers.

How has Özteknik Rulman helped the local community through the COVID-19 pandemic?

Throughout the pandemic, making sure everyone was keeping safe and secure was the main priority. Our chairman of the board Mr. İbrahim Azman, is also chairman of the Büsan Organised Industrial Zone. The Büsan Industrial Zone management came to the decision that disinfecting all the companies in the zone was a great way to prevent the disease from spreading among us. Therefore, throughout the pandemic we underwent a process in which all companies and cars within the zone were disinfected periodically without any charge. Our company

Özteknik Rulman fully supported and implemented this process with both the staff and management team assisting. Özteknik Rulman also supported students at a local high school. Our technical team helped them manufacture disposable face masks. We also distributed face masks to all our staff and their families throughout the pandemic.

How has COVID-19 affected your staff?

Throughout the pandemic, our company made all the necessary actions and provisions that needed to be taken. For instance, disinfectant and masks were given to all office and warehouse staff to use and body temperature checks were carried out on all our staff and customers. Of course, COVID-19 affected all our staff in some way, however, we took the necessary precautions to protect ourselves the best we can. Due to everything that was put in place by



the company, luckily, we had no cases. However, some employees had to isolate for 14 days as a result of being in contact with others who tested positive. Although, I am sure that was the case for many other companies around the world.

Was Özteknik Rulman affected during the COVID-19 period?

In the first outbreak of coronavirus in March and April a lot of our customers who are mainly manufacturers and exporters were affected by it which had a big impact on our business.

At the start, a lot of customer and supplier visits were postponed due to the flight cancellations in and out of the country, which had a big impact on the company. Furthermore, due to events in the bearing industry being postponed or cancelled, much like the BearingNet User Meeting, we had no chance to network and get to know other businesses in the market.

Most people were very pessimistic due to COVID-19 and the business activities decreased. However, our management team decided to not slow down the material supply and invest back into the business to strengthen our stock and support our customers and the industry.

On the other hand, when the big cities in Turkey such as Konya, went into a much stricter lockdown, we were forbidden to go outside at the weekends. Whilst the situation was difficult, Özteknik

Rulman continued to supply all our products to our customers when they needed them.

What were the rules for lockdown in Turkey and did the government give any assistance?

The Turkish government like many others put in place some rules to prevent the spread of COVID-19

Here are some of the rules that we faced:

- Face masks were mandatory to wear in crowded places.
- School and universities cancelled all classes.
- People aged above 63 or below 18 were forbidden to go outside.
- During the weekends it was forbidden to go out.
- Shopping centres, restaurants and other social places were closed.

On a positive note, the government financially assisted us and many other companies in Turkey with stimulus packages which were greatly appreciated by many of the businesses affected.

Firstly, companies could claim payments from the government if their staff had time off. Although, there was a limit to how much was claimed. Secondly, the government also helped



companies by paying a percentage of their staff wages as it was forbidden to end their employment during this unfortunate period. This was a massive help to companies whose staff worked fewer hours due to the financial effect of the pandemic.

Despite all these unexpected problems and rules we faced, Özteknik Rulman did our very best to support our customers, our staff and the industry.

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BMG provides critical engineering support during the COVID-19 pandemic

BMG works closely with the food and beverage sectors to raise hygiene standards throughout the food and logistics chain, to ensure safe and efficient food and beverage production and handling during the COVID-19 pandemic.

BMG – one of South Africa's leading engineering solutions specialists – has been authorised to provide engineering components and support services to essential service providers, during the country's COVID-19 pandemic.

Apart from the supply of necessary engineering consumables and components, the industry requires ongoing maintenance and refurbishment services, to ensure efficient productivity and minimal downtime. During the initial COVID-19 outbreak BMG stated that 'According to authorities, this virus is going to be with us for a very long time, so we all need to be prepared for new, stricter operating conditions. We are currently working closely with our customers in all sectors, including the food and beverage industry, to ensure that each plant maintains full production, despite difficulties during the pandemic'. BMG's distribution centre in Droste Park, Johannesburg, is always operational and fully stocked, to help support customers around the country and into Africa.

In the food and beverage production industry, "The BMG team is committed to making sure the industry is able to continue operating as safely and efficiently as possible during this challenging time. It is absolutely critical that extra care is taken by companies

to maintain pristine hygiene standards during food and beverage manufacture, storage, packaging and transportation" says Mark Barbour, Group Product and Sales Manager, BMG. Even small faults in design, operation and maintenance can have huge negative impacts on the quality and safety of food products.

"BMG's solutions for the food and beverage sector extend from processing, where raw ingredients are transformed, to packaging, where products are enclosed and protected for safe distribution. Our engineering solution services help our customers deliver on food safety and environmental and energy-efficient initiatives, through the supply and support of a variety of components. For instance, components for light materials handling, belting products, gearboxes, motors and variable speed drives (VSDs), bearings, seals and gaskets, power transmission components, valves, tools and equipment, as well as fasteners, food-grade lubricants and maintenance chemicals.

Added to this, BMG – through its Smart Farming initiative – offers local farmers sustainability solutions that focus on effective food production. This ensures there are adequate supplies of fresh foods for an anxious and vulnerable population, during the COVID-19 pandemic.



This agricultural programme – which involves assisting farmers with the correct use of quality-branded equipment and the importance of investing in advanced technologies – has never been more important. Our people rely on the dependable supply of fresh food, which our farmers are under enormous pressure to keep producing."

 www.bmgworld.net
 markb@bmgworld.net
 +27 1162 01611



So what does BMG recommend for its customers in the food and beverage industry?

Bearings

Specialist bearings are recommended for use in food and bottling machinery, where pristine hygiene standards are required and where good chemical resistance over a wide temperature range is critical. Recommended bearing types include corrosion-resistant units due to their greater durability and lower maintenance requirements than conventional resin bearings.

Seals and gaskets

The demands of modern engineering make the choice of the correct sealing product an important consideration, both in the design of new equipment and selecting products to replace those that are no longer suitable for modern food and beverage plants. BMG specialists recommend the selection of FDA compliant seals and gaskets, which are manufactured in advanced materials, including PTFE, for resistance to aggressive chemicals and corrosion and which can withstand a wide temperature range for extended periods.

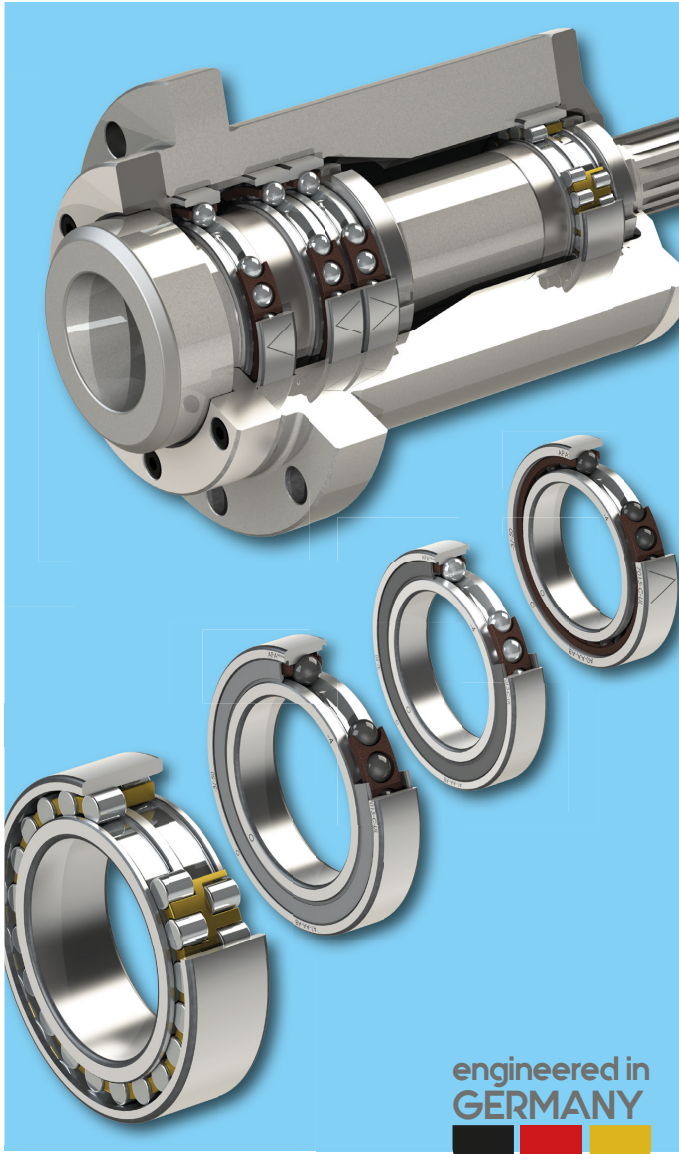
Power transmission components

In this sector, clean environments are essential, product contamination cannot be tolerated which is why BMG specialists recommend the use of the anti-corrosion and lubrication-free roller chain series. Their high-performance chains undergo an immaculate manufacturing process to ensure dimensional accuracy, constant geometry, high surface quality and extended service life. BMG's technologically advanced lubrication-free chain is supplied with a specially developed food grade lubricant.

This significantly increases chain wear life, with no compromise on chain strength. Because there is no need for external lubrication, the chain is kept cleaner, making it easier to specify and install, especially in areas with strict hygiene regulations.



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Being independent, reactive and adaptive meant that each business could implement all changes quickly and effectively

BearingNet caught up with Jamie March, Managing Director of IADA to see how they have reacted to the pandemic and to find out the biggest challenges faced.

IADA (Independent Authorised Distributor Alliance) was formed in 1998, by a small group of authorised independent distributors of bearings and power transmission products throughout the UK. The organisation has been growing from strength to strength over the past 20 years and has now seen the IADA group increase to 26 specifically chosen independent companies, with 53 Service Centres offering full nationwide coverage.



How have IADA members reacted to the pandemic and have lockdowns restricted day-to-day business?

IADA members responded brilliantly to the situation they faced during the pandemic. Being independent, reactive and adaptive meant that each business could implement all changes quickly and effectively.

It goes without saying that all IADA members implemented the recommended government guidelines to their operation and added some additional precautions to ensure a COVID-19 safe environment was created. This meant that from day one IADA members were still fully operational, with no branch closures, no delivery times affected, and we were there to support local critical services from the beginning of the national lockdown.

How has COVID-19 affected your staff?

Many of our staff are long serving and understand the importance of trying to carry on with what we are there to do. It's been testing at times. For those working in branch, challenges like social distancing and changing how they must operate was difficult, but they have been brilliant in adapting to this different way of working.

Those operating from home have had to adapt to the 'new norm' by reverting to meeting on online platforms, so that in itself threw up new challenges – including myself! I am a people person; I enjoy meeting people and doing business the old fashioned way with a face-to-face meeting and a handshake, but I have adapted and seen the benefits to technology. Zoom and Teams are my new best friends!

Have you continued to meet your customer needs throughout this period?

The answer to that is, yes. The requirements of MRO products did not change as we had our stocks and the support of our Approved Suppliers to rely on.

Where IADA members excelled was on the supply of PPE based products. We have excellent direct access to all products in this sector, so turned our hand to making sure those at work, as well as those returning to work were protected and as safe as can be.

Additionally, throughout these unprecedented times, members were still providing their customers with the PPE essentials that were required.

What were IADA's initial steps when the outbreak started?

As mentioned, all members supply critical services in one form or another,

so our doors needed to open. We had to immediately implement a safe working environment, safety of our staff and our working environment was paramount. As soon as the measures were put in place, we could assure customers we were COVID-19 safe. It was then important to make sure parcels being delivered were as hygienic and safe as possible to the best of our knowledge.



What is the biggest challenge in managing distribution during the pandemic?

Keeping the workplace safe for staff.

Bringing COVID-19 into the working environment and potentially taking it back to our loved ones is a challenge faced every day. In many cases, a case of COVID-19 could potentially close a branch down and therefore create other complications especially for the single branch operations. There were many other challenges that would vary from member to member if you ask them, however, keeping COVID-19 away has to be the biggest challenge by far for all of us.

How has being part of IADA benefited your distributor members during the pandemic?

Our ability to provide and share information with each other has been remarkable – at times essential. IADA directors and sales teams have always communicated internally sharing information, but now even more than ever. We communicate on where to find quality assured Nitrile Gloves, FFP3 masks, Coveralls and who has the best pricing for these products, which are constantly in demand due to the pandemic.

The power of a buying group has also allowed IADA to coordinate bulk procurement of these products and our inter-trading function has allowed us to share such products amongst each other. Being part of this network of companies at a time like this has had such a positive impact on each and every member.

Despite the pandemic, have you managed to grow the number of IADA members?

Yes, is the answer to this, IADA has seen one member join in June 2020 and we have more new members set to join us in the future – watch this space!

Are there any aspects of the way IADA adapted to the pandemic that will continue even when COVID-19 has passed?

The integration of IADA has shone through to me and highlighted the importance of being part of an organisation. IADA has proven to be much more than a group of individual companies and it is one big team. Having this network of outstanding knowledge with the infrastructure to support each other, is something that all members have used during the pandemic. This was always there but now more than ever. It's not so much an adaptation but more of a realisation of just what we have at our disposal as a collective.

Now there is an end to the pandemic in sight, what does IADA have planned over the next couple of years?

I hope there is an end! I do not see things being the same as they were for a little while yet but IADA have big plans for the future. These plans

will not change the ethos of IADA but evolve us and take our organisation to new places.

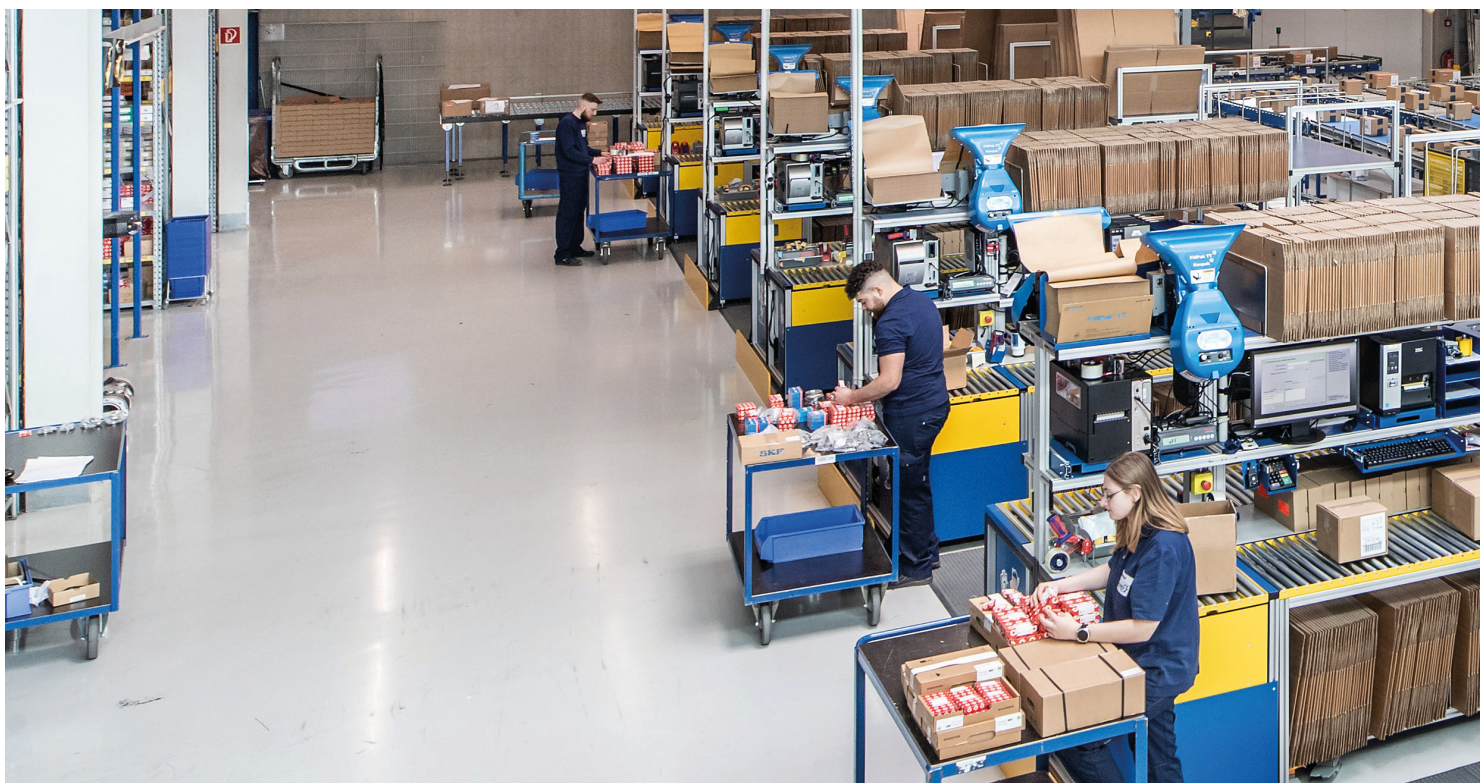
I'd love to elaborate on that, but I can't at this stage – sorry. As a head figure of UK Procurement from one major national IADA Customer quoted recently "IADA model meets all their expectations".

How has BearingNet helped IADA members over the last 12 months?

BearingNet are a key partner to IADA and have always been there to support us. The BearingNet facility provides our members with an essential platform and without it, our job would be a lot harder! Pandemic or no pandemic.



www.iadaltld.co.uk
info@iadaltld.co.uk
 +44 1142 436143



Friedrich PICARD GmbH & Co. KG: A top notch linear motion technology centre

Friedrich PICARD GmbH & Co. KG in Bochum, Germany, is renowned for its bespoke linear motion technology solutions and for offering its customers service of the highest quality. One of the reasons for this is its in-house PICARD linear motion technology centre, which covers an area of roughly 600 sqm (6,500 sq ft).

Equipped with two fully automated cutting machines and expertly qualified personnel, the centre provides first-class customer service. Located in Germany's Ruhr region, it boasts many key strengths, including a comprehensive stock of linear rails and shafts from six premium manufacturers along with corresponding guiding carriages, traceability of all rails by data matrix codes (DMCs), a linear rail configurator, and exceptionally quick delivery.

An outstanding product range

The centre's extensive assortment includes ball bearing slides and roller guides, miniature guides, flat and telescopic slide rails, as well as shaft guides, from premium manufacturers BOSCH Rexroth, INA, THK, NSK,

SCHNEEBERGER and EWELLIX, along with the corresponding guiding carriages and ball bushings. PICARD stocks all standard sizes, from 7 to 65 millimetres. Guideways and shafts can be supplied up to a length of 7,000 millimetres.

With the linear configurator provided in the PICARD online shop, customers can fulfil their particular requirements quickly and easily by entering the rails they require, along with quantities, precise lengths, as well as the offset space ahead of the first borehole. Prices and availability are then instantly displayed. The ordered rails are cut precisely to size and securely packed.

All ball bearing rails and roller slides that are cut to length in the PICARD linear motion technology centre also feature a chamfer, which makes it

easier to insert the guiding carriages that durably protect the tight-fitting seals. At PICARD, precision cutting and professional packing are included in the price of every order.

Truly exceptional customer service: linear configurator also available as a plugin

To enable PICARD customers to offer the same service to their own customers when ordering a linear rail or shaft, PICARD provides them with the option of integrating its Lineato linear configurator as an iFrame in the customers' own online shop. This means that each dealer's end-customers can configure the rails they need in the desired quantity and with the required dimensions.

Part availability is also queried via API interfaces with the PICARD system and



displayed in real time, along with price information when required. The linear configurator is available in 14 languages and its colours can also be adapted to the customer's corporate design. After all, PICARD always delivers the very best service.

Perfectly planned logistics

The logistics provided by Friedrich PICARD GmbH & Co. KG are also highly sophisticated and exceptionally quick. The following applies to all

linear motion technology orders up to a length of 2,600 millimetres: If the customer orders by 7 p.m. from Monday to Friday, PICARD ships the order the same day - with guaranteed delivery the following day by UPS Express. When a rail is required on the same day, PICARD can provide courier delivery up to a length of 4,000 millimetres; if necessary, even to the end-customer directly. Anything quicker is practically impossible.

Precise DMC labelling of all PICARD linear rails

Since December 2020, all linear rails supplied by PICARD are lasered with a data matrix code label. The code corresponds to the article identification of the WBA manufacturers. All DMCs can be read with the WBA's authentication app, as well as with PICARD's own ProScan system, which was specially developed for verifying and serialising products.

This DMC scanning procedure ensures precise traceability of all PICARD rails. It also enables a product's technical information such as dimensions, boreholes, product illustrations, and manufacturer to be called up. This type of labelling is an exceptional step forward, as not even the manufacturers themselves mark their rails with such specific identification.

With its linear motion technology centre, PICARD has once again demonstrated its spirit of forward-looking innovation and thereby strengthened its position as a preferred partner of the specialised trade.



 www.picard.de
 sven.bruecher@picard.de
 +49 2345 3993412



KIS Antriebstechnik GmbH & Co. KG like many others, have had no choice but to adapt since the outbreak of the virus

The COVID-19 pandemic has caused businesses across the world in a range of industries to grind to a halt. We caught up with KIS who took it upon themselves to develop their company throughout the year.

Like many others, KIS have had no choice but to adapt since the outbreak of the virus which led to all staff having portable devices allowing them to work from home. This also meant a lot of communication was done over Microsoft Teams as the day-to-day operations at the business had to carry on.

KIS are continuously improving and reinforcing their sales network to enable them to provide the best customer care and service they can. This is then reinforced by KIS adding Spain to their permanent base of operation as it has allowed them to expand further. Additionally, throughout 2020, KIS also improved their trainee program which has increased their staff capabilities.

At KIS they have a highly capable measuring laboratory which can undergo certain tasks such as 3-Dimensional inspection, spectrometry, hardness of materials, lubricant chemistry, functionality test, surface condition, noise and vibrations and designated personal quality control. They also manufacture slewing bearings up to 8 metres in diameter, produce special bearings according to specific requirements and customise bearing components.

And although 2020 was a tough year, the demand they received was still high. They therefore invested a considerable amount of money to extend their storage facilities. This expansion has led to an increased availability with their products and subsequently caused shorter lead times.

However, to reduce the effects they have as a business they built a self-



sustaining building with a cistern for internal water supply and a rooftop solar farm which provides them with a renewable energy source. Their surplus energy is then sold back to the local energy grid, so it is not unnecessarily wasted.

In the same way, to allow for this high demand and maintain the efficient process they already had, KIS have updated their packaging line with new features such as the installation of cranes for heavy loads, a new mechanical area and prototype workshop. This enables the company's

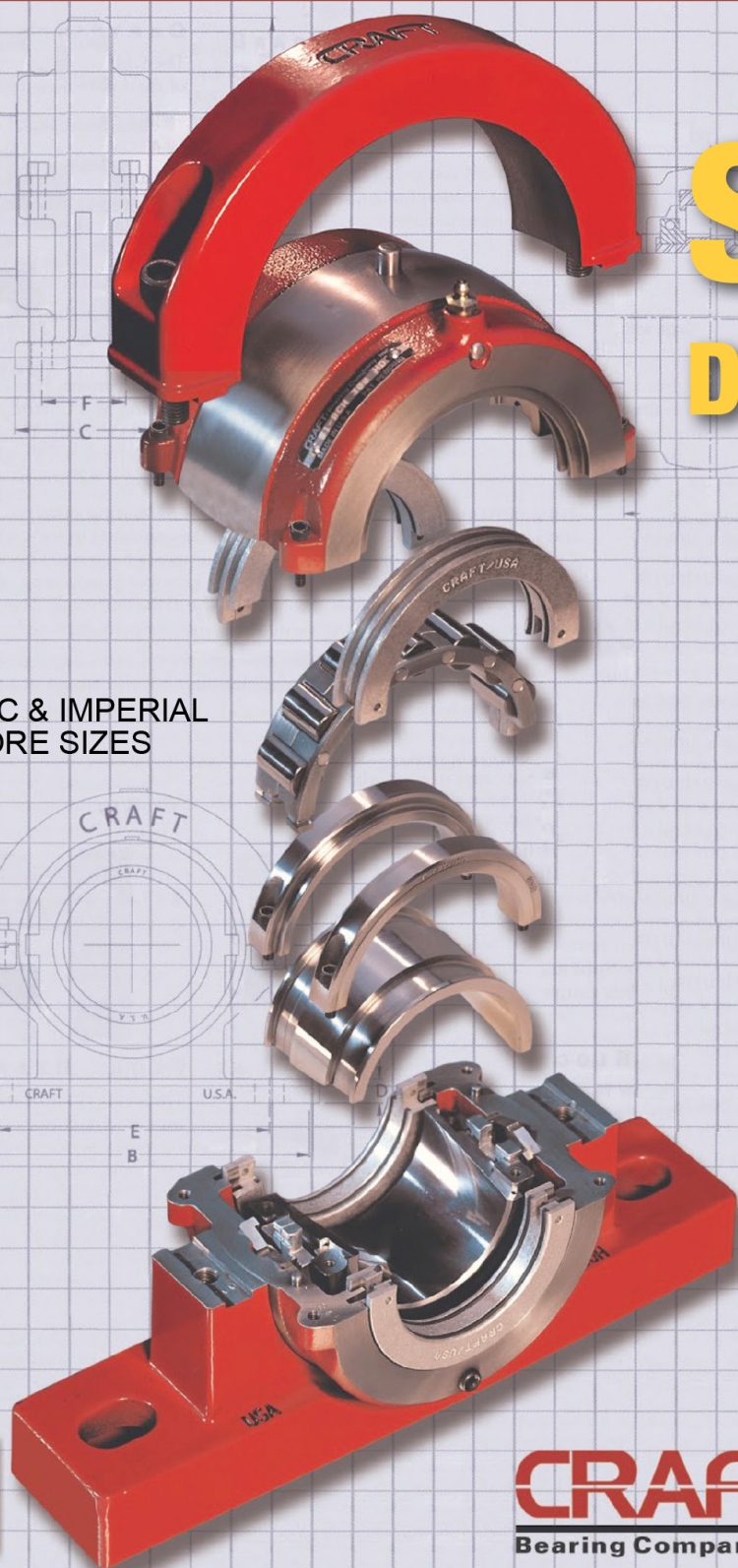
workshops to create individual customisation/special items, produce customer specific laser-marking as well as improving their assembly line for components and modules.

There were a lot of uncertainties throughout the COVID-19 pandemic but KIS turned this into an opportunity to improve, develop and expand which will continue to help them when both the industry and world return to 'normal'.

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How **NKE** is coping with the coronavirus pandemic

We spoke to Matthias Ortner, Deputy General Manager at NKE Austria GmbH about staying flexible in the crisis while ensuring staff safety and fulfilling customer needs.

Please tell us how the pandemic has affected your company, your staff and how you have adapted.

As for other companies, the pandemic has also disrupted the regular business operations of NKE. On a company level, we saw two major effects: Uncertainty in the market increased significantly, and the global supply chain was under immense pressure.

Our core differentiator, which is flexibility, helped us to overcome these challenging times by allowing us to react quickly to changing customer demands. We were thus able to produce tailor-made customer solutions, assuring our customers that we would deliver their products on time. For example, with very urgent orders colleagues helped with logistics to ensure just-in-time-delivery.

Unquestionably, we also faced difficulties with the global supply chain, being fully dependent on the availability of transportation capacity

on the market. However, due to the high overall stock level we keep for our customers, we were able to continue delivering the requested articles on time. At the same time, we succeeded in keeping our customer fill rate at an already high level.

With respect to our employees, we saw that the pandemic triggered fears about their physical health and about the future of our business. Given the novelty of this virus, we realised that our employees were extremely worried in the beginning, especially since little was known about COVID-19.

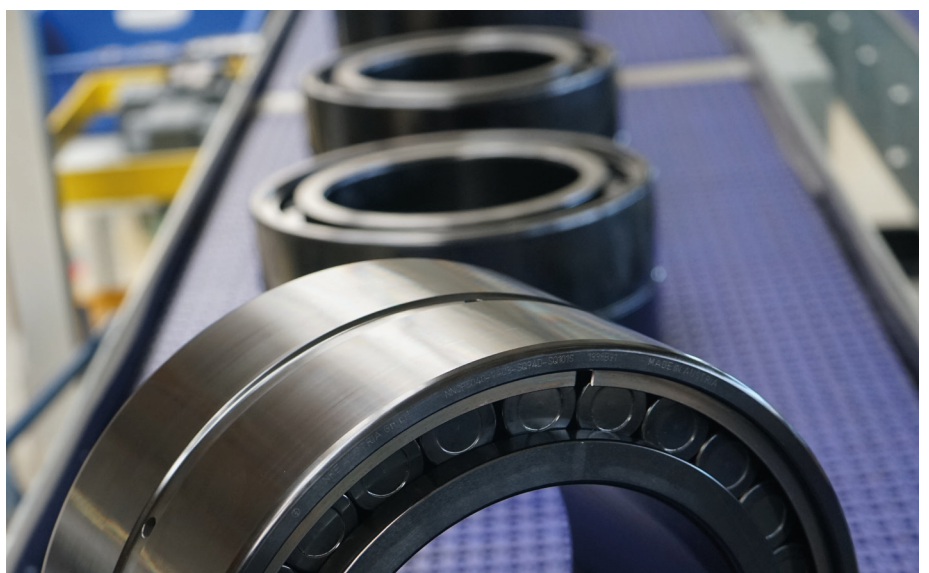
The first thing we implemented before the crisis evolved into the full-blown pandemic was a Corona Task Force. This group, consisting of members of the management and supplemented by subject experts when needed, met daily to review the latest developments of the pandemic. We defined two priorities, to which we referred throughout the crisis and which guided us in our decisions (in this order): first, the health of our employees; second,

the viability of the organisation.

During a crisis, communication is key. That is why we frequently informed our employees about all the developments relating to the pandemic and its impact on our business. We quickly introduced safety regulations (e.g. safety distance, thorough disinfection facilities, safety masks, etc.). To reduce the risk of infections further, we immediately sent all our office employees' home to work remotely. Given our investment and preparation in IT technology, we could ensure a swift transition to this kind of setting and we were able to keep our operations running effectively, while at the same time protecting our employees from COVID-19 infections.

We also introduced weekly antigen tests for our employees, which were conducted by our company doctor. This helped us to enhance the health protection of our employees by scanning for potential infections that were not yet detected.

Having been founded as a family



enterprise, NKE cares deeply about its employees, and still lives by this value every day. For us, it was important to ensure that our employees could balance both their private and working life in these challenging times. We trust our employees, and accordingly we wanted to give them a high degree of autonomy to adjust to their specific needs.

In conclusion, we can proudly reflect that we survived the crisis pretty well, ensuring continued fulfilment of our customers' needs based on our flexibility, while keeping our employees safe by every means possible. By trusting our employees and giving them greater autonomy, we benefited from high flexibility, even in these

challenging times. We have seen that we can count on our employees, and that our focus on flexible, tailor-made customer solutions allows us to fulfil our customer needs at all times.

Do you have an inspiring story about how your company helped the local community or supported related charities?

As the coronavirus started to emerge from China at the end of 2019, we regularly coordinated with our colleagues in our Chinese locations. They had already faced the impact of the unfolding crisis 2-3 months earlier than we did in Europe, so we could discuss the harmful effects the virus might have on daily business operations with them and review their

best practices.

One of the first actions we derived from these talks was to arrange safety measures for our employees. One of these was the purchase of an ample stock of safety masks. As an early stock keeper of these masks, we were then able to support the local Red Cross with these safety masks, which they could use in their daily business. We are proud to be able to leverage our early investment in employee safety to contribute to the local health community as well.

 www.nke.at
 office@nke.at
 +43 7252 86667



How does the Manufacturers' Advertising Platform benefit distributors and manufacturers?



Ania Walton, part of the sales team at BearingNet, talks about the growth of the BearingNet platform and how the Manufacturers' Advertising Platform (MAP) helps manufacturers advertise and find new customers but also how it benefits distributors.

As many of you know, BearingNet started its operations in 1996 (where has the time gone!) and was designed to make it easier for bearing and power transmission distributors to share inventory and trade with each other. Distance was no longer a problem.

Now, in 2021, having operated for a quarter of a century we work with 1,900 distributor companies worldwide. But BearingNet is not just a website, not just a platform with a part search engine. Over time, not only have we built the largest network of bearing and power transmission companies but also a fantastic community of like-minded people where we can proudly say reputation and mutual respect play a vital role.

We are constantly trying to improve the service and expand our offering to make the platform better, more functional and more useful for our members. One of those improvements was the introduction of our Manufacturers' Advertising Platform (MAP).



We invite selected manufacturers to join our community to provide our distributor members with access to a wider variety of brands and products. In the 5 years since MAP was launched, we are very proud to be working with 30 manufacturers. Collectively, they provide a wide variety of products from bearings, belts, chains, pulleys, sprockets, tools and even failure analysis.

This makes it possible for our distributor members to offer an array of quality products for every customer's budget and requirements.

Of course, our manufacturers are benefiting from being part of such a great community too. The MAP gives them the opportunity to grow their business, promote their brand and

products, find new distributors and also support their current partners.

BearingNet gives manufacturers access to a very specific target audience of 1,900+ distributor companies they can approach through a variety of tools, including online and print advertising, in addition to fantastic face-to-face networking opportunities (we all love our User Meetings!)

Distributors can gain a better insight into the manufacturers through our Manufacturers Directory and their individual Promo Pages which are all tailored to the distribution market. They can have a look at product catalogues and contact our manufacturers directly for any inquiries, small or large. But it's not just the one-off sales, the platform has contributed to many long-term distribution partnerships being formed.

 www.manufacturersplatform.net
 aniaw@bearingnet.net
 +44 1279 844044



We joined MAP when BearingNet first launched their manufacturing platform. The service they provide has been brilliant for Bowman and our sister division JHB with regards to our JHB Split Bearing.

The Manufacturers' Advertising Platform has enabled rapid market exposure to the global bearing trade, greatly increasing our marketing to thousands of distributors.



Bowman International Ltd



The Manufacturers' Directory

Here is a list of all the manufacturers on the Manufacturers' Advertising Platform (MAP)

 A.Nairsons Industries India Sleeves www.ktkingtiger.com	 Baart Industrial Group Bearings, Chains & Sprockets www.baartgroup.com	 Bega Special Tools Tools www.begaspecialtools.com
 BGL Bertoloto & Grotta Sleeves & Accessories www.bgl.com.br	 Bowman International Ltd Bearings www.bowman.co.uk	 Bri-Mac Engineering Ltd Housings www.bri-mac.com
 Dunlop BTL Ltd Bearings www.dunlopbt.com	 CeramicSpeed Bearings Ceramic Bearings www.ceramicspeed.com	 Codex d.o.o. Bearings, Belts, Rings & Sprockets www.codex.si
 Colmant Cuvelier RPS Belts, Couplings & Mechanical Parts www.colmant-cuvelier-rps.com	 Criptic Arvis Ltd Bearings www.arvis.co.uk	 Elgeti Engineering GmbH Testing & Analysis www.elgeti-engineering.de
 Evolmec s.r.l. Bearings www.evolmec.com	 HSP Schwalten GmbH Tools, Housings & Sleeves www.hsp.biz	 Kettentechnik Roeder GmbH Chains & Sprockets www.kettentechnik-roeder.de
 KUKKO-Werkzeugfabrik Tools www.kukko.com	 MBL USA Belts, Chains, Sprockets & Couplings www.mblusa.com	 Nachi Europe GmbH Bearings & Automotive Bearings www.nachi.de
 National Engineering Industries Ltd Bearings & Automotive Bearings www.nbcbearings.com	 NKE Austria GmbH Bearings www.nke.at	 PFI Group, Inc. Automotive Bearings www.pfibearings.com
 PIX Transmissions (Europe) Ltd Belts & Pulleys www.pixtranseu.com	 PTI Europa A/S Bearings www.pti.eu	 ROMBO chains Chains www.rombochain.com
 RKB Europe SA Bearings www.rkbbearings.com	 SIA "BBC-R" Bearings www.bbcr.eu	 Specline Inc. Bearings www.specline.com
 SWR Europe - van Dinther Antriebstechnik GmbH Belts www.swr-europe.de	 T&T Eco Industrial Cleaning Supplies www.tandteco.com	 URB Group Bearings, Sleeves & Rollers www.urbgroup.com



VIRTUAL USER MEETING 2021

24 - 28 MAY

We know it won't be the same but we still want to give our members the opportunity to meet and talk business

The great thing about the BearingNet User Meetings is that you have the freedom to do what you want with your time and schedule.

With this year's Virtual Meeting we are trying to keep this format, by offering time for planned meetings as well unstructured networking sessions!



The meeting will run over 5 days, allowing you to have video meetings and talk to as many other distributors as you want.

The networking sessions will also run at different times of the day to ensure all our guests get the opportunity to take part.

Company registration fee €250*

5 Delegates included in the price (if you want to register more please email nicolab@bearingnet.net)

*A converted price will be calculated for GBP and USD invoices.

The same excellent networking and business opportunities, just closer to home!



www.bearingnet.net

@ sales@bearingnet.net

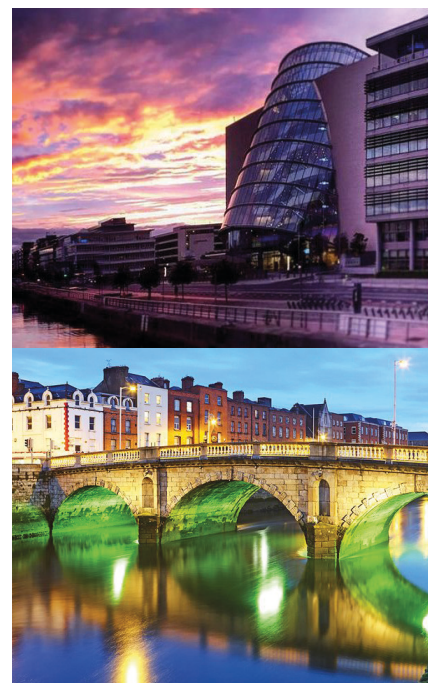
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Don't worry... We'll see you next year in Dublin!

We have A LOT of catching up to do!
Booking systems open this September.

We look forward to seeing you there.



Do you stock hydraulic, pneumatic or automation parts?

FluidPowerNet is the perfect tool for sourcing 'emergency, hard to find and obsolete parts' quickly and easily. The FPN community has distributors from all over the world, buying and selling hydraulic, pneumatic and automation parts.

Register for a free 14 day trial today! - www.fluidpowernet.net

View the full list of members:

*As of April 2021

AAH Fluid Power INC - USA
ABF Motors B.V. - Netherlands
Acevedo Peñaloza & Moreno S.A.S - Colombia
Acorn Industrial Services Ltd - UK
Air Hydro Power Inc. - USA
Anda Hydraulics Asia Pte Ltd - Singapore
Apo Fluid Force SRL - Italy
Aramine - France
Arthis GmbH - Germany
Aserto Sp. z o.o. - Poland
Atafawok Trading Est. - Jordan
AVT Hydrauliek BV - Netherlands
Aztec Hydraulics Inc. - Canada
BBH Hydraulics Ltd - UK
BDI - USA
Bearing Man Group (Pty) Ltd - South Africa
Beaumanor Fluid Power Products - UK
Becker-Jostes GmbH & Co.Kg - Germany
Blue Hydraulics - UK
Bomas Kft. - Hungary
Brevpol - Poland
BRO Investments Sp. Z O.O. - Poland
Burley Hydraulics (Cambridgeshire) Ltd - UK
Camo s.r.l. oleodinamica - Italy
Cia. Importadora Derteano & Stucker SAC - Peru
Cisa Hidráulica, s.a. - Spain
Coastal Hydraulics - USA
Controils srl - Italy
CST Centro Servizi Tecnici srl - Italy
Cymax AG - Switzerland
D.R.A. - SRL - Italy
Damen Technical Agencies B.V. - Netherlands
Delta p Hydraulics - Ireland
Delta Phi Services Sprl - Belgium
Demirer Teknolojik Sistemler - Turkey
Dhps - France
Direct Hydro - Belgium
Dsar Dravashakthi Automation Technology Pvt.Ltd - India
Duncan Rogers (Engineering) Ltd - UK
Eastern Industrial Automation - USA
Egil Eng & Co AS - Norway
Equibertma S.L. - Spain
Eriks NL - Netherlands
Estudio de Fluidos, S.L. - Spain
Eurofluid Hydraulik SR S.R.O. - Slovakia
F.H. Kolmet - Poland
FilterFinder - UK
Fimo SPA - Italy
Firnrohr Automation - Germany
FIRST IMEX - Morocco
FIZ S.r.l. - Italy
Flint Hydraulics, Inc. - USA
Flowfit - UK
Flowlution Company Limited - Thailand
Fluid-Control s.a. - Spain
Fluido Impianti S.R.L. - Italy
GM Service - Italy
Go Hydraulics - Canada
Godiva Bearings - UK
Hdi sac - Peru
Hobo Hydrauliek B.V. - Netherlands
Houston Hydraulic - USA

HS Srl - Italy
Hydra-Power Systems - USA
Hydradyne LLC - USA
Hydrapac - Italy
Hydratech - USA
Hydratech Engineering Ltd - UK
Hydraulic Component Services - Australia
Hydraulic Equipment Supermarkets - UK
Hydraulic Line - Ukraine
Hydraulic Pumps (UK) Ltd - UK
Hydrauliek Service Dunnewind - Netherlands
Hydraulik Vertrieb Hinners GmbH & Co KG, Vechta - Germany
Hydrauliktjänst AB - Sweden
Hydrauision Systems BV - Netherlands
Hydro Service Concept - France
Hydro Znpsh Sp. z o.o. - Poland
Hydropower Hydraulics BV - Netherlands
HYDROSERV - Belgium
Hynesur Suministros De Hidráulica y Neumática De - Spain
HyPneu GmbH - Germany
Infinity Remanufacturing DK ApS - Denmark
Intercom Celje d.o.o. - Slovenia
Interfluid Srl - Italy
Iso S.r.l - Italy
JSC "Hidrodetla" - Lithuania
Kanflu Hydraulics - UK
Knoll Hydraulik GmbH & Co. KG - Germany
Knorring Oy Ab - Finland
Kolben s.r.l. - Italy
Koneosapalvelu Oy - Finland
La Ricambi Udinese SRL - Italy
Lakeuden Hydro Oy - Finland
Landvélar ehf - Iceland
Lind-Tec Hydro Oy - Finland
Lippold GmbH - Germany
Lohjan Laakeri Ja Tarvike Oy - Finland
Lubteam Hydraulic S.r.l. - Italy
Ludwig Meister GmbH & Co. KG - Germany
Lutz-Hydraulik - Germany
Lynch Fluid Controls, Inc. - Canada
Main Filter - USA
Marat Sp. z o.o. - Poland
Maxodeals - Netherlands
MH Hydraulics - Netherlands
Momentum Industrial AB - Sweden
Movicontrol, SA - Portugal
Neilson Hydraulics & Engineering Ltd. - UK
Nord Fluid S.p.A - Italy
Norton Hydraulics (Midlands) Ltd - UK
Nölle + Nordhorn GmbH - Germany
Oddi Hydraulics Ltd. - UK
Oha Oleohidraulica Aplicada Lda - Portugal
Oilgear - UK
Oilsafe - Italy
Oleo Meccanica Industriale Componenti srl - Italy
Oleobi s.r.l. - Italy
Oleodinamica Martinalli - Italy
Orion Sp. z o.o. - Poland
Pactor Chile SPA - Chile
Parmafluid S.r.l. - Italy

Paul Wiegand GmbH - Germany
Peimarin Hydraulikka - Finland
PI Pneumatics Limited - Ireland
PREMA S.A. - Poland
Pressoil S.r.l. - Italy
Pressure Design Hydraulics Ltd - UK
Proem Mariusz Kozłowski - Poland
Pumps & Pressure Inc. - Canada
Quay BHU Sp. z o.o. - Poland
Radwell International UK, Ltd. - UK
Raiha Hydraulics OY - Finland
Rauman Akku Oy - Finland
Recambios Fraín S.L. - Spain
Rem-B Hydraulics - Belgium
RJ International - France
RODAMIENTOS VIGO S.A - Spain
Rothpol - Poland
Rubix Czech s.r.o. - Czech Republic
Röco GmbH - Germany
Sace srl - Italy
Sc Mhp Store srl - Romania
Schibuola Lauro - Italy
Schuhmacher Technologies & Hydraulics GmbH - Germany
Schwark Hydraulik & Pneumatik - Germany
Seal Concept GmbH - Germany
SEDIAP Hydraulics SRL - Belgium
Serman & Tipsmark A/S - Denmark
Shamrock Hose & Fittings, Inc. - USA
SLM Hydraulics - Italy
Sotek Srl - Italy
Sp industries ltd - Ireland
Sped Malaga Edward, Malaga Renata Sp.J. - Poland
Sturdy Fluid Power Ltd - UK
SWR Europe - van Dinther Antriebstechnik GmbH - Germany
T&T Eco - UK
Technotrade spol. s ro - Czech Republic
Technofluid s.p.a. - Italy
Tehimpex d.o.o. - Slovenia
TEKNIK-GROUP OY - Finland
TFS srl Tecno Fluid Service - Italy
Tinex d.o.o. - Slovenia
Uab Domingos prekyba - Lithuania
Uniservice S.R.L. - Italy
VHS Hydraulic Components Ltd - UK
Voortmann GmbH & Co. KG Steuerungstechnik - Germany
Wainbee Limited - Canada
Wardynamic Ltd - UK
Weidemann GmbH - Germany
Weimer Bearing - USA
Werthenbach Konstruktionsteile GmbH & Co. KG - Germany
White House Products Ltd - UK
Wil-Tech Industries - Canada
WK Hydraulik Walter & Kieler GmbH - Germany
WROPOL Engineering Sp. Z O.O. - Poland
Yasser Fahmy Hydraulic Eng. - Egypt
ZELI S.R.L. - Italy

Race Transmissions renews ABB agreement to supply Dodge products

West Midlands-based Race Transmissions has extended its agreement with ABB to remain as an ABB Value Provider for a further two years.

Race Transmissions has renewed its contract to remain as the sole accredited UK ABB Value Provider for ABB's Dodge mechanical power transmission products. First awarded Value Provider status in 2016, the company, with the new agreement, has been recognised for its distinguished track record in providing outstanding service and support for customers.

Confirmation of the agreement comes following a difficult year in which parts of the market have struggled against the backdrop of the COVID-19 pandemic. The extension to the agreement reflects the strength of the partnership between the two companies, and their ongoing resilience in adapting and thriving within a challenging market.

The ABB Value Provider program is a network of approved third parties that are afforded special accreditation to offer sales, service and engineering support for ABB products. Value Providers can access extensive stock offering and call upon dedicated support from ABB engineers.

For customers, the Value Provider network provides a guaranteed badge of quality and integrity. It offers peace of mind that accredited companies such as Race Transmissions can be trusted to deliver authentic ABB products along with extensive engineering and application knowledge. The close collaboration between the

two companies has allowed Race Transmissions, which serves the UK and Europe as well as further afield, to amass the largest stockholding of Dodge bearings and transmission products outside of the USA and valued at £1,200,000.

Qualifying to be an ABB Value Provider is no easy task, as ABB's Tristin Hurst explains: "The vetting process is rigorous, as is the product and application knowledge required to meet ABB's high integrity standards. Customers can rest assured that wherever they see the ABB Value Provider logo, they are buying into safety, security and guaranteed genuine spare parts."

Race Transmissions supplies and supports the full range of Dodge bearings – including mounted E Type taper roller bearings, Grip Tight, E-Z Kleen and the S2000 series spherical bearings. According to Race Transmissions' Chris Fell, the company is well poised to continue delivering for its customers: "We have a ready-stocked UK warehouse and our fleet of vehicles is supported by overnight carriers to ensure speedy, efficient delivery worldwide. We offer just-in-time delivery, so no one needs to wait for anything. We're very pleased to have been given the opportunity to deepen our relationship with ABB and are optimistic about developing our partnership in the future."

"We pride ourselves on our user-friendly approach", adds Race Transmissions' Tony Harris. "Our team's vast knowledge of the many applications using Dodge products ensures that we can offer an incredibly rapid turnaround for product purchases and technical support.

Although it has been operating in the UK bearings market for 36 years, Race Transmissions was formed in





2016, following a restructuring, which saw it divest its lubrication business. Since then, Race Transmissions has grown the business in excess of 200 percent, which led to ABB offering the company the opportunity to renew its Value Provider status and refresh the commitment from both companies to each other from 2021 and into the future.

Race Transmissions

Race Transmissions is based at Brierley Hill in the West Midlands, UK and can be contacted at www.racetransmissions.co.uk, or at sales@racetransmissions.co.uk, or on 01384 262 615.

ABB

ABB (ABBN: SIX Swiss Ex) is a leading global technology company that energizes the transformation of society and industry to achieve a more productive, sustainable future. By connecting software to its electrification, robotics, automation and motion portfolio, ABB pushes the boundaries of technology to drive performance to new levels. With a history of excellence stretching back more than 130 years, ABB's success is driven by about 110,000 talented employees in over 100 countries.

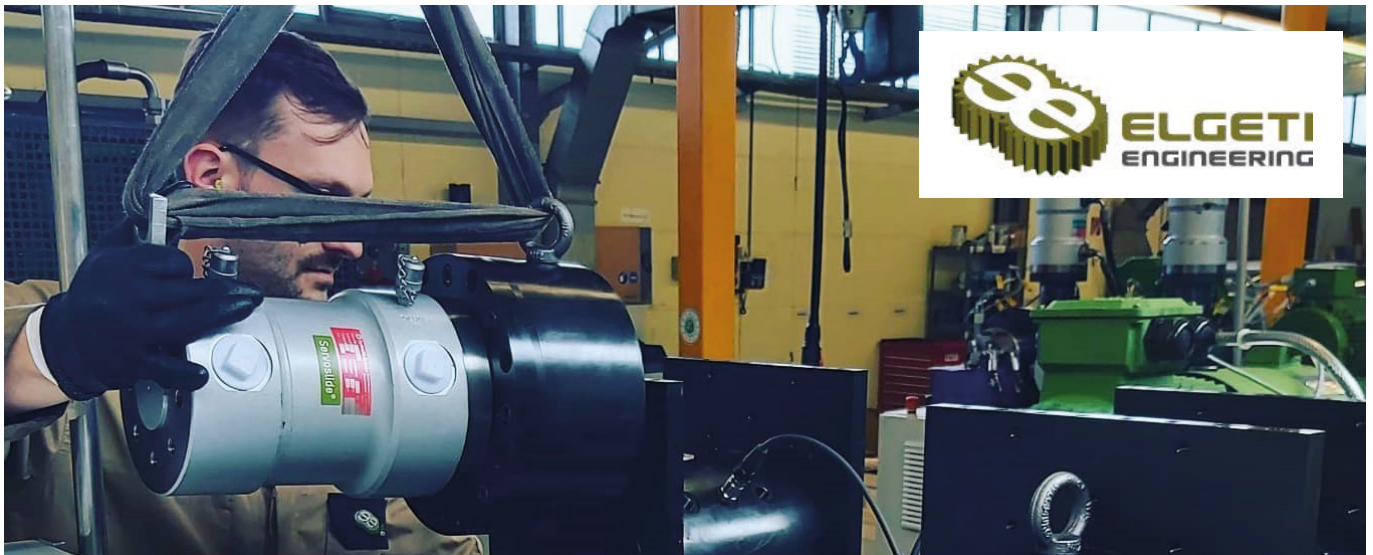
RACE
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T. +44 (0) 1384 262615
E. sales@racetransmissions.co.uk
W. www.racetranmissions.co.uk



www.abb.com
[@ layla.hewitt@gb.abb.com](mailto:layla.hewitt@gb.abb.com)
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A change of plans - online seminars, new test rigs and more bearing inspections

How Elgeti Engineering GmbH turned COVID-related challenges into a story of success while safeguarding employee health.

Elgeti Engineering is an independent engineering company headquartered in Aachen, Germany with a branch office in Valparaiso, IN, USA. They are bearing and gearbox experts who support customers worldwide in supplier development, condition monitoring and failure analysis.

A normal year sees Elgeti Engineering engineers travelling the globe for factory audits (predominantly in China) and for industrial gearbox inspections. Of course, 2020 was not a normal year. The COVID-19 pandemic shut down nations and closed borders.

We spoke to Hagen Elgeti, Managing Director of Elgeti Engineering.

"With our international services on indefinite hold, we had to maintain our in-house operations and look for other opportunities for growth - while keeping our employees safe.

Concerning our in-house operations, we continued to accept individual items for inspection and failure analysis in our laboratories. In fact, our caseload for bearing quality inspections with respect to geometry and materials increased due to other facilities, particularly

customers' own laboratories, being closed or understaffed. Our testing facility also continued operation largely uninterrupted and we were able to devote extra time to the development and construction of several new bearing test rigs."

As consultants and experts in the field, Elgeti Engineering have complemented their engineering services by sharing knowledge through online seminars.

"Naturally, an in-person format is not tenable during a pandemic. Instead, we turned with great success to the now widely available web meeting. Despite less engagement between the participants and lecturer, we foresee our seminars remaining online in the future. Not only did an online platform allow us to continue offering our seminars, but we were able to offer them more frequently throughout the year and dramatically expand our reach. A single online session has the potential to reach customers from China to the United States simultaneously."

Of course, their business model was not the only thing that needed adjusting. The health of their team is of paramount importance to the company

and they took additional steps to keep them safe.

"Having always been flexible about working options, it was an easy and natural step to encourage employees to work remotely whenever possible. When local coronavirus cases were high, we provided company vehicles to employees free of charge so that they could avoid public transportation. We also separated our engineering and administrative staff from one another to reduce internal points of contact; even internal meetings were held online.

We are proud to have been able to responsibly stay open and continue serving our customers through the crisis. Few individuals or businesses have been left unscathed by the pandemic and we are no exception. Yet we are fortunate that our losses have been predominantly temporary and we have been able to pursue new opportunities while keeping our employees safe."

🌐 www.elgeti-engineering.de/en
✉ he@elgeti-engineering.de
☎ +49 24116 919321

BearingNet

2020 by numbers

We reached...

13,000,000+

bearing & power transmission parts
listed on BearingNet.



Bearings - 10,894,297



Sprockets - 149,446



Chains - 97,457



Seals - 748,469



Belts - 535,111



Pulleys - 111,992



Misc - 553,281

2,291,323

SEARCHES

4,382,762

USER LOGINS

1,995,737

INQUIRIES

1,866 Members



Europe & Africa

1,363 Distributors

North America

258 Distributors

Australasia

193 Distributors

South America

52 Distributors



A division of NBC Group Ltd

The largest stock range on BearingNet.

All leading brands - SKF, FAG, Timken,
INA, Cooper, NTN, NSK & many more.
Including many hard to find sizes &
brands no longer in production.



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“After such an unfortunate year, we can say we have learned a lot about ourselves”

We caught up with Grupo GAES to see how they were affected and subsequently reacted to the pandemic.

Throughout 2020, unexpected consequences of the pandemic made companies all over the world, big and small, take a hard look at themselves and question what they really stand for. At Grupo GAES, we are no different. After such an unfortunate year, we can say we have learned a lot about ourselves.

We did not close the company at any time – all group delegations were kept open and attended by management (although there was minimal required staff) to meet the needs of the essential working businesses in sectors such as the food and pharmaceutical industries.

However, we took preventive measures dictated by official Spanish institutions and implemented some measures of our own. For instance, we did not divide our workforce, nor was telework promoted since face-to-face and team activity is one of the solid foundations of our company.

Additionally, we did not file for any ERTE's (Record of Temporary Employment Regulation) and did not have any staff leave. From a labour point of view, we didn't change anything. On the other hand, regarding the hours not worked, caused by the two long months of confinement, staff were given freedom to consider them vacations or improvements within the company.

Throughout 2020 we also established department-led improvement projects. Just like many other companies we also increased the use of video conferencing as a communication tool both with suppliers, clients and internally within the different companies of the Group.

However, we immediately permitted access to the workplace, as soon as strict lockdowns were lifted, which saw all staff return.

When staff needed to work remotely, they could, but only when tasks did



not require teamwork or the need for a conducive work environment. At Grupo Gaes, these circumstances were extremely limited and justified when taken.

At Grupo GAES, we hope that 2021 can be a more successful year and hope we regain some much-missed normality back.

www.gaessa.com
@ sales@gaessa.com
+34 9434 45353





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- o Safe, clean, bio based - biodegradable & non-toxic
- o Specialist & uniquely designed
- o Sources: UK, Czech Republic & Australia
- o Distinctive, value added - our brands are not yet present or represented in this market
- o Kits – bespoke, value added, brand to differentiate
- o Pricing & margin - to be established locally
- o Competitive & profitable pricing structure
- o **Key Competences:** Bearing **DEGREASING**, Water **DESCALING**, (H₂S) **ODOUR REMOVAL** & **ABSORBENTS**



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