

Best Bits



Your industry magazine by BearingNet

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Harmony in Diversity



Acorn's partnership with Nadella goes from strength to strength



What do high precision bearings have in common with the German Triathlete Sebastian Mahr?



W+A Wälzlager und Antriebstechnik GmbH celebrated its 20th anniversary

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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 news from distributors, manufacturers and the industry. BearingNet's Best Bits is a collection of articles from our news site.

If you would like to feature on BearingNet News, please send your stories to news@bearingnet.net. You can find the source of the articles included in our Best Bits magazine on news.bearingnet.net



What's new on BearingNet

Search Priority

Put your preferred supplier or country at the top of your search results

Our latest feature gives you the ability to move a company to the top or bottom of your search results by setting their priority as HIGH or LOW.

Setting any companies to "High" will disable use of the region feature in the search results. Please note, you must be an administrator and these settings will apply to every user in your company.

The screenshot shows the 'Search priority control' window. It includes an information box explaining that settings will apply to every user and that setting companies to 'High' will disable the region feature. Below this is a 'User Guide' link. The 'Add rule' section has fields for 'Criteria' (Country), 'Value' (Albania), and 'Priority' (Low), with an 'Add' button. A table below shows 'Rules will be applied with the following priority':

Rule	Criteria	Value	Priority	Actions
1.	If Company is:	Midland Bearings Ltd	High	Up/Down arrows, Delete
2.	If Country is:	UK	High	Up/Down arrows, Delete
3.	If Country is:	Chile	Low	Up/Down arrows, Delete

The screenshot shows the 'Webhook Settings' window. It includes an information box about the webhook feature. Fields include 'Endpoint URL', 'Mode' (On/Off), 'Method' (Form), 'Failover Mode' (Retry), and 'APIKey' (4388931C-CD04-4DA8-88A7-AAAA0CEF30ED). There are 'Cancel' and 'Save' buttons. Below is a 'Webhook Test Parameters' section with an information box about testing the interface.

Webhook Facility

Easily receive and import RFQs into your sales management system

This Webhook facility makes an easy data exchange without the reliability issues of email systems.

If activated, every time someone makes an RFQ for you, it will be transmitted to an endpoint you define. This endpoint receives the data about the RFQ (part, brand, qty, and who is asking etc.), and then your endpoint can process this accordingly.

Sort Criteria

Set the criteria for your searching on BearingNet

Save time refining your search criteria every time you do a search. With sort criteria, you can set country, filter and distance.

This will enable you to search the way you want with your customised settings, which can be changed as many times as you like!

The screenshot shows the 'Search page settings' window. It includes a toggle for 'Show your region first when searching' (On). A note states: 'When your company uses Search Priority you cannot use this function.' Other settings include 'Hide description line on search results screen' (Off), 'Show distance in Miles or Km' (km), 'Default Country' (Any), 'Default Sort' (Date), and 'Save your search settings (for this session only)' (Off).

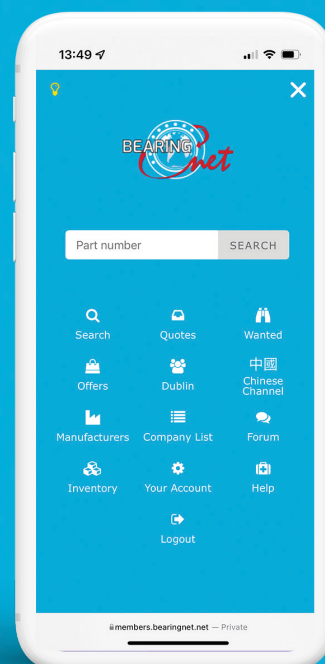
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2021 in numbers

We reached...

13,643,661

bearing & power transmission
parts listed on BearingNet



BEARINGS - 11,265,132



SPROCKETS - 161,231



CHAINS - 100,801



SEALS - 767,174



BELTS - 557,377



PULLEYS - 127,377



MISC - 664,569

38,220,294

searches performed

2,854,869

user logins

4,613,600

inquiries sent by distributors



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USER MEETING
29 - 31 MAY



SCAN ME



From a small 2nd floor apartment to a million-dollar business

Who would have thought that the small bearings in a roller skate could change the way we look at efficiency on an industrial scale?

The story about CeramicSpeed starts 23 years back, when the founder and CEO, Jacob Csizmadia, proved the potential of ceramic hybrid bearings for the first time in a pair of in-line roller skates that brought Jacob the record title for 24h inline skating. Back then Jacob produced the bearings himself by hand from his 2nd floor apartment, but a lot has happened since then.

From successfully proving the low friction properties of hybrid bearings in skating, Jacob quickly saw an opportunity in professional cycling. He got in contact with pro teams and had the first bearing fitted in the Tour de France peloton during the early noughties and finally formed CeramicSpeed as a company in 2004, with a focus on cycling. A couple of years later, in 2009, CeramicSpeed Bearings was established, specialising in hybrid bearings for the industry.

During the last couple of years CeramicSpeed has been through an extensive period of growth. In 2006 there were only 6 employees but in 2021 this had increased to over 100 employees,

generating a turnover of more than 100 M.DKK. This growth has created a 'minor space problem' so the company plans to expand their production facilities by 3000m² this year.

As mentioned earlier, the industrial leg of CeramicSpeed saw it's beginning in 2009. Since the early years with only a handful of dedicated employees focusing on local industrial customers in Denmark, CeramicSpeed Bearings has now successfully developed into an international supplier with a well-established dealer network worldwide. Recent expansion has seen the addition of local sales representation in the important German market. The company is gaining more foothold within the industry as many companies have now seen the potential of incorporating hybrid bearings as a part of optimisation, saving energy, reducing downtime, and ultimately reducing operation costs.

Unmatched performance and bearing life

After years of scrupulous development and testing, CeramicSpeed Bearings

are now second to none. Hand-built in Denmark with superior craftsmanship, their hybrid bearings provide customers with unmatched performance and bearing life resulting in lower operating costs, improved production uptime and increased competitiveness.

The unique quality of CeramicSpeed Balls plays a crucial role in ensuring the bearing lifespan. In fact, every part used in CeramicSpeed Bearings has been specially selected or developed over the years to create a product of the highest possible quality and lifetime.

Research based on the analysis of 1,000 bearings shows that 99.6% of CeramicSpeed Bearings last at least 4 times longer than standard ones. In 50% of the cases, the service life of the bearing was between 8 and 20 times longer than the bearings they replaced - even under the influence of severe particle contamination. In 30% of these cases, it is expected that the ball bearings will never need to be replaced for the entire service life of the machine.

Ceramic balls can be found in a variety of materials. The best material available - and the one used for CeramicSpeed's bearings - is silicon nitride (Si₃N₄). Silicon nitride balls are less dense and much lighter (58%) than steel balls. This means that the energy requirements for running the machinery drops - but the main advantage of the low weight is found in a longer bearing life. The low weight reduces the centrifugal load on the raceway as the bearing spins, and wear and tear are significantly reduced, keeping the bearing in top condition for longer. As an added benefit, the bearing can operate at much higher RPMs up to 50% - giving the possibility of using long-life bearings in demanding high-speed applications, such as machine tool spindles and turbo machinery. One of the main advantages of ceramic balls over steel ones is their extremely low friction coefficient - this reduces the need for lubrication quite significantly.

Increasing efficiency and innovation

CeramicSpeed have revolutionised efficiency on an industrial scale, providing technological advantages for a diverse range of applications. Innovation is key and they love a good challenge, so after they had received a specific question: "Can you make a bearing run without lubrication?", several times, it triggered their imagination. How could they provide a solution for applications where any tiny drop of oil could ruin products, processes, or sensitive environments?

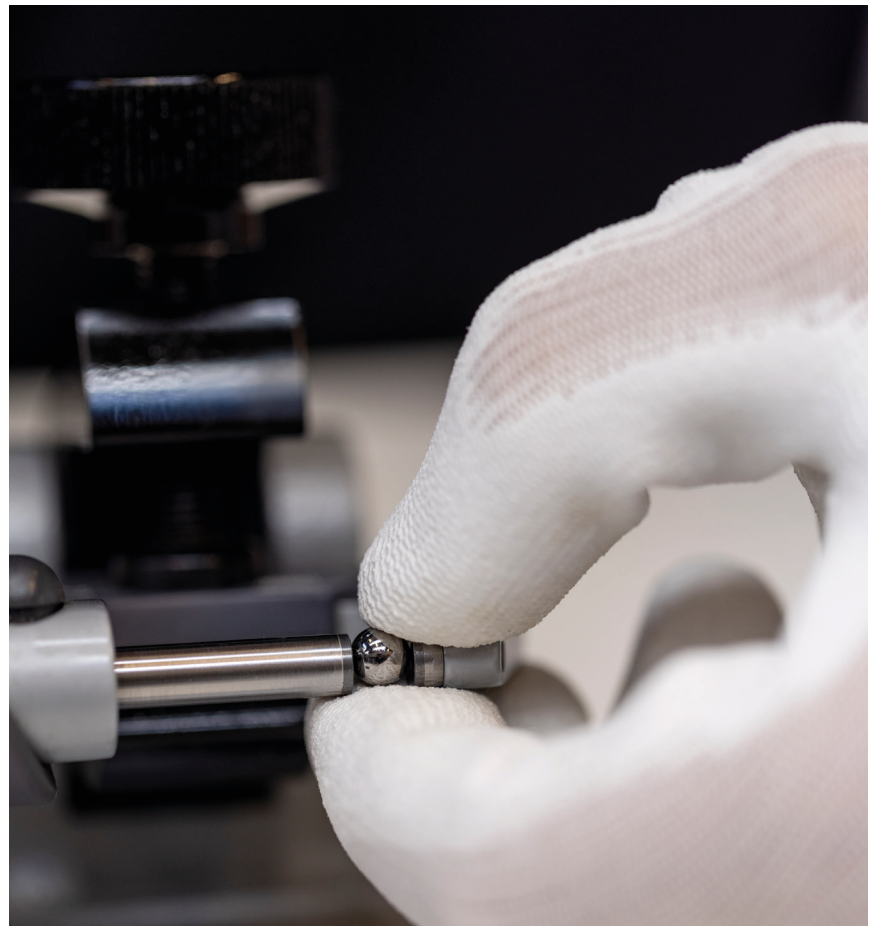
The question resulted in a product launch last autumn for CeramicSpeed's newest product - CeramicSpeed SlipCoat. It is a lubrication-free bearing with no dripping or splatter of lubricant and with a proven run time of more than 3,000 hours, perfect for the food and medical industries. This latest product launch shows that CeramicSpeed reach for the stars and never settle for second best. Employees encourage each other to think outside the box and to be one step ahead.

On a mission

CeramicSpeed's mission is to deliver innovative low friction products, offering maximum reliability through superior quality products. They work with global manufacturing companies across an array of sectors to achieve operational savings that allow them to remain competitive and continue to grow. In 2014, CeramicSpeed received an FDA certification with approval for direct contact with food products and in 2021 they became ISO 9001 certified. They are proud of what they do and winning for them is seeing their customers satisfied.

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What do high precision bearings have in common with the German triathlete Sebastian Mahr?

ConCar Industrietechnik GmbH give an insight into who ConCar is, what they do and what connects them with Sebastian.

First of all: Who are we?

ConCar is a family run company, specialising in industrial power transmission since 1976. Besides our own belt and pulley brand, ConCar successfully distributes industrial belts, pulleys, chains and sprockets, seals, linear systems, couplings and bearings of well-known premium partners.

And who is Sebastian Mahr?

He is a highly ambitious, dedicated and very likeable German triathlete, who lives his passion for these extreme sports. Sebastian has already had some great successes, in 2018 he placed 4th at the Ironman Barcelona (08:17:00) and 1st place in 2019 at Munich's triathlon.

As they say, "It was love at first sight".

At a first meeting, ConCar's management spontaneously decided to sponsor Sebastian Mahr. It quickly became clear that we have a lot in common.

So, what connects us?

Firstly, ConCar is "powered by passion" (that's our slogan) and Sebastian is passionate about his sports.

Secondly, besides friendly ties, even our products can be associated with triathlon.

Let's have a closer look at an example – Cycling and high precision bearings of NSK and SKF – what do they have in common?

A triathlete's professional bike must be very light in order to reach high speeds without the bike starting to flutter. The resistance should therefore be as low as possible in order to achieve the highest efficiency.

To achieve this, very light but stable material is required. Sebastian's bike is primarily made of carbon. Of course, besides Sebastian's good healthy condition, high precision material is essential to achieve his goals in the best time.

The situation is similar with high-precision bearings. These special bearings are designed precisely for demanding applications across various industries. For example, they are used in milling machines or lathes, where very high speeds and running accuracy as well as high rigidity are required.

Sophisticated lightweight material compositions (e.g. special steel and ceramic balls) and precise manufacturing of these bearings make this possible.

To find the best and long-lasting solution for different kinds of machine tool applications, various types of high-precision bearings from NSK and SKF are available from stock.

Our staff are also able to assist in choosing the correct bearing for your specific application. In addition, you benefit from our high stock levels, not only for standard bearings but also for products in this special field. Technical data, such as pre-load values and many additional statistics, can be provided upon request.

Convince yourself of ConCar's expertise and service.

All the best for your upcoming competitions, Sebastian!

Contact here:

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www.concar.de
+49 (0)8166 9917-26



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2021 was finally the year for Kävial's new move

For many years Kävial have been working hard to reach the next stage in their development in the bearing industry, 2021 was finally the year.

After a lengthy and challenging process, Kävial finally moved into their new building, which meets all the requirements for warehousing and safety. Luckily enough, the old premises were only 400 metres up the road! So even though they've moved location, their zip code has not changed.

The new warehouse has a large space, and the racks inside reach 6.5 meters in height. Our linear workshop and warehouse also accept requested lengths

from customers and meets a high level of control. Kävial have many years of experience in logistics and can send all parts by express delivery by plane in a cost-effective way or by road transport to customers. "We were lucky enough to be in this Industrial District and to this day are still based in the area!"

Contact our team of 30 people, who will be more than happy to help you with all your questions. Alternatively, if you want to see our new warehouse, you're more

than welcome to visit us! We will be glad to see old and new faces!

Kävial Ou, your Best partner in the Baltic market!"

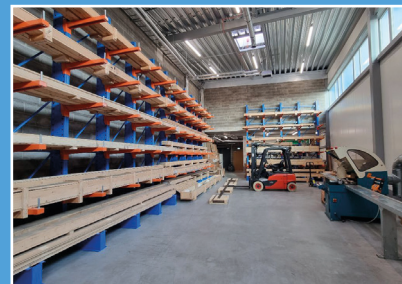
Our new address: J.Smuuli 42 / Veske 3 street, 11415 – Tallinn

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"More than just bearings"

Expanding through the pandemic and beyond: New branches, colleagues and goals!

As a company, we are always energised at the prospect of a new trading year and as we transition into 2022, we look to raise the bar once more.

I think most would agree the last couple of years have been exceptionally challenging given the issues presented by a global pandemic, supply chain issues and fluctuating prices. Certainly, since starting the business in 2006, I cannot think of a more testing time.

Rather than being a negative experience, it has helped highlight a few areas of which we can be very proud. The speed with which our staff adapted to the change of environment, implemented new procedures, and had to work much more individually at times than preferred, all whilst maintaining high levels of customer care and service. Remarkably we managed to post solid growth, which is a testament to all our colleagues. Rather than just surviving, we managed to thrive.

Keeping with the theme of team, we are extremely pleased to announce the arrival of not one but two new colleagues. Many

of you will be familiar with Nathan Harvey, he brings 23 years of trade experience and knowledge which is already being put to great use. Nathan will be managing our new Midlands Branch where he will further develop our trade business and support key accounts within the surrounding areas.

During the last 16 years, we have built some very good relationships with a host of manufacturers allowing us to benefit from some advantageous pricing which in turn we can look to pass on to our trade customers. We currently despatch in the region of 300 parcels a day nationwide, so we are very well equipped to ensure a smooth and efficient service.

Strategically the Midlands will play a key part in the development and long-term future of BearingBoys and we look forward to working with them over the coming months and years. We will be looking for more talented individuals to join our ambitious team in the near future and would welcome any CVs if this interests you.

We have also been busy 300 miles further

north and the branch in Kilmarnock, Scotland goes from strength to strength. We have a team of 5 currently looking after our Scottish clients and we would like to thank them for the support they have shown us since opening. We wanted to improve our same day capabilities locally and reduce forwarding times onto the Highlands and Islands. The depot allows us to operate a slicker service and our 3 external key account managers give us vital representation onsite and can share expertise on the ground.

We have also completed the purchase of our Norwich head office and have since improved the size of the warehouse. This will help with capacity so we can capitalise further on our new distributorships and will be increasing our Gates stock holding further as well as other key ranges. We are pushing forward simultaneously on many fronts in 2022 and expect it to be a huge year for the company, hopefully it will be a good year for the industry as a whole.

Contact here:
www.bearingboys.co.uk



Threads are our passion... in fact we don't do anything else

junaspin GmbH are experts when it comes to leadscrews, delivering high quality products for applications across industries.

We specialise in leadscrews, with products in high-helix lead screws, trapezoidal lead screws, metric threaded rods and ball bearing lead screws.

Lead screws can be offered in all kinds of threads: Trapezoidal threads, metric threads, high helix threads, round threads, ball bearing threads, buttress threads, special threads.... and we face every challenge! We help with all the equipment you need for thread production, like raw material (plastic & steel), gauges, thread cutter, rolling tools.

The idea of junaspin is to offer a complete lead screw unit. Supplying a unit includes lead screw, lead screw nut, grease, ball bearing or pillow blocks, coupling and linear rails.

Our products are used in a wide variety of applications: mechanical engineering, traffic technology, solar industry, packaging machines, medical devices, access systems, locking technology,

handling and many more. We supply screwdrivers from 1.5mm in diameter for equipment such as syringe pumps.

In fact, the largest screw drive that has left our company so far was almost 16 meters long and had a diameter of 385mm! This was used to drive a water gate. Very often the engineers ask us in advance if it is possible to produce such rods. Very often they come from machining and don't have a lot of experience in cold metal forming.

For us it's important to have the right raw material which is having a good yield strength and that the desired diameters are available in the market.

But what if the length of a product is over 6 metres?

If the length is over 6 metres, we must make a forging blank and very often the lead time of these forging blanks goes up to half a year. Sometimes customers





can wait but if not, we have developed a concept to make lead screws longer than six meter out of two, three or more parts. With a combination of press fit, form closure, a locking thread and chemical locking we can take nearly the same torque than a part made of a single forged bar.

To produce these big diameters for our customers, we have different methods we use:

- Thread rolling (screw)
- Milling (nut and screw)
- Whirling (nut and screw)

We can work with different pitches and material and if requested, we can offer the lead screws with single or multi start. Depending on the product, we manufacture them ourselves or we have qualified and audited partners who share our passion for threads. From the picture below can see 15.5 meter long lead screws we have previously worked on.

These products are used in applications such as actuators for hydrodynamic power or hydraulic steel structures and in bridge building technology (for tensioning the ropes). Additionally, they are utilised in load applications for parabolic reflector antenna, lift systems in metal working

industry, in jacks for railways, and lift systems for stages in operas or theatres.

We are also an official dealer of Isel Germany. You can find out more information here: www.isel.com

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Mineral Circles leverages diversity & inclusion to accelerate innovation in the organisation

The UAE-based company discusses cultural integration, breaking the stereotype with women in the industry and future-proofing operations with MCB's continuous innovation.

The incessant growth of globalisation in today's economy has made businesses more interconnected on so many levels. It continuously paves the way for innovations and technological advances to develop much faster. This is clearly evident in the exchange of knowledge and the adoption of new business methodologies and practices around the globe. This underlines the importance of how diversity can be a catalyst that inspires progress in most companies' existing business models.

A Boston Consulting Group (BSG) study showed that companies which have above-average diversity in their management teams, reported a higher innovation revenue of 19% and 9% financial revenue than those of companies with a lower average of diversity. With such data to back up the significance and relevance of diversity,

businesses have seen it as more than just a moral imperative but, an invaluable business asset.

Diversity and inclusion are not one-off campaigns. It requires constant analysis and adaptation to fit the organisation's ever-changing cultural transformation. It elicits the right set of skills, creates a better trust culture and belongingness that yields more productivity and higher revenue.

Proper utilisation of human resources coupled with technological convergence can be a winning combination in bringing the best value to the customers.

Cultural integration within a growing and diverse organisation

Mineral Circles Bearings (MCB) has been long known for its thriving diverse and multicultural workforce, with more

than 20+ different nationalities from its headquarters and regional subsidiaries. MCB proudly expresses its proactive stance on diversity, as it helps achieve its goal in becoming the most service-centric technical partner in the industry.

"We have never believed in a homogenous culture as it does not give us the right mix of international standards that we are looking for. Delivering these standards to our customers starts from understanding what their needs are. There's no better way of doing it than having a different set of people from different backgrounds, working together with the same vision and goal at hand." Hassanein Alwan, MCB's Managing Director, emphasises when asked what's behind the adoption of diversity in the workforce.

He reiterated that diversity itself is already a decipherable theory to some,





however, inclusion on the other hand is a different story. Diversity does not end at recruiting different people in a single organization – that's just the start of the process – leveraging their talents and creating an open culture to minimise cultural polarisation are a few of the main challenges that most organisations meet along the execution process.

"Our diverse and inclusive culture has been instrumental in our continuous success, given that each team member is encouraged to share their suggestions as to how we can improve our way of working. This open culture resonates outside the walls of our organisations, transferred through word of mouth, or even indirectly communicated through our digital presence. This gives us the ability to hire the right talents that the company needs to scale up its future operations." Alwan enthusiastically added.

Breaking the stereotype with women in the industry

While gender diversity is still an issue in the corporate world, think how bad it can get in an industry that's mainly dominated by men – this is why some companies still show resistance in recruiting women in a very technical domain, even though reports have claimed that gender diversity is correlated with profitability and value creation. Forward-thinking companies have expressed that recruiting women

is not just for the sake of "numbers" but, rather it's a sound business strategy.

"Contrary to popular belief in the industry, women are just as capable, if not, maybe more, than men. MCB prioritises the importance of gender diversity as it creates a harmonious balance within the organisation. To date, we're one of the very few bearing companies to have a workforce which comprises of more than 40% women." Heba AlZeer, Head of Human Resources points out, when she was asked about the department's stand on promoting diversity in the workforce.

Future-proof operations with MCB's continuous innovation

MCB's digitalisation efforts continue to revolutionise the business' value chain to simplify complex business processes. It prides itself as one of the pioneering companies to deploy an omnichannel experience with multilingual options. This provides easy access to support channels with the language of their choice. This support group is comprised of distinct and experienced sales professionals who come from different backgrounds and have strong international exposure to the market they're assigned to.

"This technology uses an advanced automation system that makes it accessible by any customers 24/7, wherever they are in the world. Though our live chat support is limited to office

hours, this system is designed to capture the customer's data and give them the option to be contacted through any media they wish." Alwan highlighted when asked how the system corresponds to the growing demand.

The synergy of automation technology and a highly acclaimed diverse workforce is an innovation output that will jumpstart any organisation's pursuit of excellence. Building a culture of diversity and inclusion does not just elicit a good performance level, but it also encourages everyone to take more pride in what they bring and contribute to the organisation.

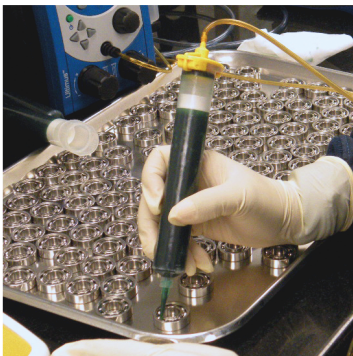
MCB further believes that for a global company to continue retaining its competitive edge, both technical advancements coupled with diversity and inclusion programmes are a formidable combination to strengthen its positioning in the global map.

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Left: CEO Anika Bäuerle; right: CEO Sven Bäuerle

W+A Wälzlager- und Antriebstechnik GmbH celebrated its 20th anniversary

The owner-managed family business, which was founded in 2001 by Hugo and Sven Bäuerle, has grown over the past 20 years from a garage start-up to a renowned internationally operating wholesale company.

The portfolio includes rolling bearing and drive technology, linear technology, sealing technology and technical industrial supplies. Here, W+A focuses on the highest quality.

"We started as a 2-man show in an office space and a storage room in Tett nang. Now, 20 years later, we are sitting here with 30 colleagues in Langenargen in a modern industrial building with a large warehouse. In 2020, my sister Anika Bäuerle joined the company management, leaving W+A in good hands for the future," explains Sven Bäuerle, Managing Director of W+A.

W+A specialises in customised products and services according to customer requirements. "From the very beginning, we have not only focused on the trade of rolling bearing and drive technology but have also aligned our portfolio according to the needs of the customer. This includes special designs, such as large bearings in the range above two metres, customised cage manufacturing,

failure analysis and component assembly," says Sven Bäuerle.

Another factor in the company's success is its employees; "We are particularly proud of our team. Some of our employees have been with us for over 10 years and contribute their know-how, experience, and product knowledge every day. Our customers appreciate that," explains Anika Bäuerle.

With the digital optimisation of business processes, the implementation of a B2B webshop and a large partner network, W+A is well-positioned for the future. Further projects are in the planning stage.

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Left: Mattias Jaginder; right: Henrik Walter

Nomo Group appoints new Managing Director

Nomo Group, which is part of Axel Johnson International's 'Power Transmission Solutions' business group, appointed former Sales & Marketing Director, Henrik Walter, to take over the position as Managing Director on 1st January 2022.

This follows from existing Managing Director Mattias Jaginder moving on to a new role to form and build a new business group, Industrial Automation, within Axel Johnson International.

Henrik has been with the company for 20+ years and with his extensive industry experience, he is the natural successor to lead the further development of Nomo; with the aim of strengthening Nomo's position as the leading Nordic multi-brand specialist distributor of bearings, power transmissions, seals and related services.

"We have been on an exciting journey and have almost doubled the turnover during the nearly 5 years I have been with the company. With his experience and business acumen, Henrik is the obvious choice to continue leading the company and I am very glad the Board of Directors chose him to be my successor. Please join us in welcoming Henrik to his new position," says Mattias Jaginder.

"I am very humbled and happy to be trusted with this challenge. Together with our 150+ highly skilled and competent employees and our unique value proposition, I am confident that Nomo will continue to increase competitiveness and be the problem solver for Nordic industry," says Henrik Walter.

Contact here:
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nomo



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Has your company invested in an online shop?

Webshop Bolt-On

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Direct Link

Each one of your parts has the Webshop icon next to it on the search results linking to your website.



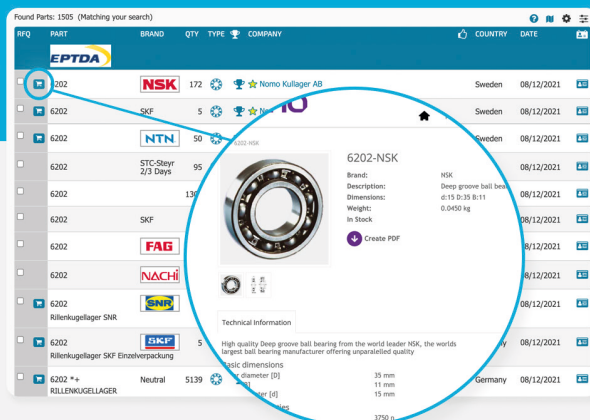
Increasing Demand

The number of clicks through to distributors' online shops has increased year on year.



Quick & Easy

Our technical team will check the compatibility and connect your webshop for you.



If you are interested in adding the Webshop Bolt-On to your account, arrange a short demo with Ania at a time that suits you!

Speak to Ania directly:

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Acorn's partnership with Nadella goes from strength to strength

In January 2022, Acorn Industrial Services Ltd was delighted to be appointed as the sole Master Distributor for Nadella Linear products in the UK

ACORN® has been a key Distributor for Nadella for many years and this partnership has now been further strengthened, as part of Acorn's commitment to the brand and to providing their customers with even higher levels of service, product choice and availability, whatever the linear application may be.

With Brexit related issues causing delays and uncertainty in sourcing products from outside of the UK, there is a clear demand from customers for stock to be available within the UK for quick, reliable delivery. With this in mind, Acorn has committed to a very large stock of Nadella linear products which will be held at their Rotherham National Distribution Centre ready for dispatch within 24 hours of order. Acorn's stock includes a wide range of Nadella rails which can be cut on site to customer requirements, using specialist high quality equipment.

The UK market also has a strong demand from Special Purpose Machine builders and smaller OEMs for high quality linear

products to be available for quick delivery. Many will be aware of the current global situation with product availability, whether caused by production delays, raw material shortages or shipping challenges. Acorn recognised these developments in early 2021 and has taken action to ensure availability of their products remains as high as possible. Holding the right stock is a key part of that and this is a strategy to which Acorn is committed.

Nadella linear products are primarily based around rollers, rather than recirculating ball bearings. Recirculating bearing systems are very common in profile rail guide systems. Profile rail guide systems are now very common components in many machines and automation in general. However, they are not always the optimum solution for linear guidance.

In applications where there is a high degree of contamination, or other similar harsh environments, profile rail guide systems can be problematic. Contamination enters the recirculation

system and commonly causes poor performance and even premature product failure. It is almost impossible to clean out this contamination once in the recirculation system. Whilst there are various seal options to help in mitigation, none of these are 100% effective in many applications. Nadella uses sealed rollers running primarily in 'open' rail guides. In this manner contamination cannot enter the rollers and can easily be cleaned from the rail guides. Stainless steel products and special surface treatments are also available, if demanded by the application.

Profile rail guide systems are also very demanding with regards to a suitable mounting surface and rail alignment. These requirements can be costly to implement, as a result of increased machining and installation time and difficulty. Nadella uses fixed rollers combined with floating rollers; in this way alignment tolerances are far greater than profile rail guide systems (e.g. typically 0.5-1.0mm, rather than 50 microns [50/1000th of a mm]). This can result in a considerable cost saving, as installation is

quicker & much more straightforward.

The timely availability of application advice is key to many customers. Acorn has in-house technical support for all linear applications, whether Nadella or their other leading brands, including THK and Ewellix.

Acorn's dedicated Linear Division has grown significantly since its inception in 2007, to now being the leading UK stocking distributor of linear products. A key part of this growth has been the ability to cut rails to customers' requirements, promptly and accurately. When required, matching carriages can be expertly mounted to produce linear rail guide assemblies available for dispatch within 24 hours of order.

Linear rail guides and shafts are manufactured from hardened steel and thus require specialist, dedicated rail cutting equipment. Acorn has had such a specialist machine since 2007. However, the vast increase in demand for cut rails and shafts, together with Acorn's commitment to continually improve their customer offer, has provided the background to a very significant capital investment in a new cutting machine, which will be sited in a revised and revamped dedicated area at their National Distribution Centre in Rotherham.

This new machine is capable of a much quicker cut, thus ensuring that Acorn can continue to offer rapid delivery. The machine uses a dry cut, rather than the wet cut of the original machine, resulting in a reduced environmental impact as no fluid requires disposal. The cut is also much quicker, meaning that far less energy is used in the cutting of rails and shafts.



The machine uses a closed cutting area, that exhausts to a special air filter thus protecting the operator and other warehouse personnel from potentially harmful pollutants.

Great care in the design of the machine (bespoke to Acorn; this is a special purpose machine) also means that length accuracy and repeatability is even further improved, along with ensuring the consistency and quality of the cut itself. The entire cutting process is now much more automated, resulting in consistent, high quality rail and shaft production.

A further important new feature is the ability to carry out end face grinding. When linear rails are to be used 'joined' together, it is vital that the end faces to be joined are of very high quality in terms of surface finish and perpendicularity of the cut. With this new ability, Acorn can now offer 'butt jointed' rails, which means that

customers can have long rail assemblies available from stock, rather than wait the typical many weeks or months to have these manufactured to order.

The new machine is located in a dedicated area, that is physically separated from the warehouse. This means that these precision rail products are assembled in as clean an environment as possible, with all the necessary tools to hand.

This new machine along with the new relationship with Nadella is just part of Acorn's commitment to ever improving their customer offer, maintaining their position as the leading UK distributor of linear, rotary and power transmission products.

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What is the best type of sandwich?

Recruitment is a challenge for every business all around the world. There are lots of decisions to be made and some of these can be very costly!

Do you advertise on job boards? Do you outsource the process to a recruitment agency, which can be even more expensive? 'The Undercover Recruiter' estimates the average recruitment cost in the UK in 2021 was £3,000 per hire.

The next factor to consider, is the amount of time you invest in the process (this has its own costs attached): Checking through applications, organising and holding interviews, then second interviews, then the relevant employment checks once you've made a decision and finally the time it takes to train up the new recruit for the role.

Hopefully, at the end of this lengthy process you've got the perfect new team member, and the investment was well worth it... but what if that person isn't the right fit and they leave the role after 6 months? Back to the beginning... all those costs and time once again!

Instead of recruiting experienced, fully skilled people, have you ever thought about investing in future talent? It's a win-win situation (I'll explain in more detail later on).

Many universities across the UK (and further afield) offer their students the option to do a "sandwich" degree. This doesn't mean they're destined for a future in the popular sandwich company Subway (although a perfectly good career if this is what you choose to do!). As part of their degree, it gives the students the opportunity to spend a year in industry, working in a full-time role and something relevant to put on their CV. Not only do they earn money, but they gain invaluable work experience which is key for when they graduate and are ready for the world of work.

In 2001, BearingNet ventured into the "university market" in the hunt for a placement student, partly led by the

desire to give something back to the universities by the company owners, who had experienced successful placements on their own university journey. The first placement student was a rewarding addition to the technical department – the first of many highly successful student employees!

Over the years, placement students have worked in technical, sales and marketing roles giving mutual benefits to both, the company and the individuals.

So back to that win-win situation I mentioned earlier:

Students get the opportunity to try a role on for size, see if it is something they would like to do when they graduate and additionally develop new skills. A placement student isn't someone who just makes the coffee (although a very important skill to learn!) – they are encouraged to bring new ideas, challenge traditions, and make a real difference during their year-long employment.

Companies have the advantage of seeing how an individual works within their organisation, guide the individual towards a role which needs filling and benefit from youthful ideas, quick learners, and a fresh pair of eyes. At the end of a successful placement, the company then has the option to offer a full-time position ready for when the student completes their degree. It's a great way to cherry-pick the best talent before they put their CV out into the market, and they already have a year's worth of vested interest in your company.

Fast forward 20 years since the first placement student walked into BearingNet and today, a third of our workforce is made up of people who completed 12-month placements with BearingNet. Many were offered full time roles after graduation and whilst some

have moved onto new challenges, some have worked their way up to more senior positions within the company.

Nicola Beer completed her placement in 2007 in the sales and marketing team. 12 years on and not only is Nicola the driving force behind BearingNet's User Meetings but is now the Commercial Director.

The year after Nicola left BearingNet to complete her degree, I took over the reigns as resident placement student. After a few years working in other industries, I gravitated back to BearingNet and now hold the position of Commercial Manager.

More recently, Tom Wootten completed his placement, got a first-class degree (well done Tom!) and now heads up our marketing team. Tom's team is soon to be expanded with the addition of Aisling Whelan and Matthew Seaman, who recently completed placements in the last year and will be joining us full time in May 2022 (once they graduate!).

But we're not finished there! Next year we plan to introduce a new placement student into the sales and marketing team to continue our successful recruitment drive into 2022 and beyond.

So next time you spot a gap in your workforce, why not talk to your local university / college, and see if your business can benefit from the next emerging talent. Bring them in, take them on your journey with you and before long they could be heading up a department and saving you hours of recruitment time and a whole lot of costs!

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Green cleaning with a green conscience

Being green is a big priority for Rozone – a cleaning solutions provider based in the West Midlands. Managing Director, Clifftin Bower, gives an insight on their journey to improve its impact on the environment.

The demand for 'green', environmentally-friendly solutions not only drives the innovation behind their chemical products, but it's also the colour of their new bioremediating parts washer – ROWasher.

We were all glued to the COP26 coverage, which focused on uniting the world to tackle climate change. Many of you will undoubtedly be looking at ways to improve your impact on the environment.

Over two years ago, Rozone made the decision to do something about their own environmental footprint.

Rozone have always been passionate about helping customers reduce their carbon footprint by replacing hazardous cleaning chemicals with water-based or safer solvent-based solutions. Having been a distributor of parts washers for over 20 years, selling over 25,000 machines across the UK and Europe into a wide variety of industry applications, Rozone felt the time was right for innovation. They used their industry knowledge to improve on environmental aspects and design the next generation in eco-friendly parts washers.

Supporting British manufacturing reduces our environmental impact

In 2020 Rozone launched their own parts washer - the ROWasher, proudly made in the UK.

The ROWasher uses the clever science of bioremediation, to clean oily and dirty parts. In its simplest description, bioremediation is the process of introducing oil-eating microbes into an environment, to produce a natural, safe, and effective way of cleaning. Bioremediation is nature fixing nature, to dramatically reduce waste fluid generation, and cut the expense of hazardous waste removal, as well as assisting compliance with ISO14001.

Rozone's Microbial Filter Mat sits within the ROWasher sink and holds up to 200 million safe microbes. Introduced each month through regular changes, the Microbial Filter Mat keeps the parts washer fluid clean for as long as possible. ROWash, the degreasing fluid, ensures oily parts are quickly cleaned with a solvent-free and pH neutral solution, protecting the health and safety of staff whilst safeguarding the environment.

Rozone use decades of industry experience, married with expertise from the University of Wolverhampton, to ensure the ROWasher is the most technologically and environmentally advanced parts washer on the UK market. With a host of 'green' credentials, this innovative parts washer with a built-in energy saving eco-mode is a powerful cleaning alternative to solvents.

Innovation is at the heart of British manufacturing

As a company based in the Black Country for over 25 years, Rozone's roots and founding in innovation stretch back even further to 1884, with their parent company, Rubery Owen's beginnings as a leading manufacturing company, producing industrial, automotive, and aerospace components.

Synonymous with quality and enterprise over the years, Rubery Owen has been at the forefront of component technology since the birth of the motor car. Indeed, until the 1980's many of the cars made in Britain would have had a Rubery Owen product in it, whether a wheel, an axle or a simple bolt.

Keeping the beating heart of innovation alive, Rubery Owen deftly adapted to the world around it and played a significant role in the war effort, manufacturing helmets and bomb casings. As well as the undercarriages for the hugely important Halifax Bomber and hydraulic equipment for the DeHavilland Mosquito.

Rubery Owen was involved in many other projects that might feel familiar; all the steel work for Twickenham's Rugby Union HQ was fabricated and erected by RO as was the steel work for many famous football clubs, including Manchester United and Wolverhampton Wanderers.

The Rubery Owen Group was also involved in The British Racing Motors project from its inception in 1949, acquiring a controlling interest in the early 1950's. The BRM racing team won the F1 Championship in 1962 and, over the years, many famous drivers drove for BRM – including Juan Manuel Fangio, Graham Hill, Sir Jackie Stewart and Sir Stirling Moss, to name just a few.

In 1964 – Donald Campbell broke the Land Speed Record in Bluebird, created and built by Rubery Owen, over the salt beds of Australia's Lake Eyre.

Rozone is still based in the Black Country, at Rubery Owen's original manufacturing site in Queen Street, Darlaston. Like its forefathers, Rozone continues to innovate and support industrial manufacturing across the UK. For example, when they



designed the ROWasher, Rozone honoured its Black Country roots whilst also reducing their environmental impact; by sourcing components and materials close to home.

The ROWasher flies the flag for innovation in workshops across the UK and Europe in a wide variety of industrial applications from Defence, Aerospace, Automotive, Plant Hire, Government, Engineering, Bike Shops and many more.

Just one year after launching ROWasher, Rozone:

- Saved 657,920 shipping miles and the associated environmental impact by manufacturing here in the UK
- Helped the average customer save around 42% in energy costs
- Helped the average customer to reduce their carbon footprint by around 30% per annum
- Has grown over 5,239,200,000,000 oil-eating microbes

And this is just the beginning. Rozone is a company on a journey to improve its impact on the environment.

After the last of couple of years, we all need a bit of colour in our lives, especially in the dirty world of parts cleaning – choose 'green' and do your bit for the environment.

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Over €6,000 raised by Reliance team



October 15th 2021, saw the national "Shine a Light" campaign run by Focus Ireland to raise funding for homelessness in Ireland.

As of August 2021, the number of people certified as homeless in the Republic of Ireland is 8,212. The aim of the annual event is to raise sponsorship by sleeping out that night to gain a real insight into what homeless people must endure on a nightly basis.

The team at Reliance took the last-minute decision to bring together their Cork, Dublin and Limerick facilities and stage a meaningful sleepout at its head office location in Little Island, Cork. 16 people braved the cold weather and came together on the night, raising a total of €6,182; over twice the target!

Peter Creighton, MD of Reliance, got involved and brought along his teenage daughter. He stated, "When I came across the charity, I just knew it was something we had to do. This was our first-time taking part as a company. As a family business almost a century old, we are very focused on the team, so we felt that such an amazing charity on our own doorstep was very worthwhile. We are absolutely delighted with the amount raised and thank you so much to all those who donated. It is overwhelming just how generous people have been with both their time and donations. We also gained a lot from the experience as a team, and it brought us closer together. It was a wonderful experience for me and my daughter to go through together."

Reliance was 14th place on the company

leader board for funds raised, which was a great achievement considering they only decided to participate a week in advance of the event! The overall amount raised by Focus Ireland was over €1.2m which will go a long way to supporting the charity's work. Reliance has vowed to take part again next year and delighted that their contribution will make a real difference to those suffering here in Ireland. In addition to raising funds for homelessness in Ireland, Reliance staff ran a joint fundraiser for HUGG, a charity that supports families affected by suicide. This charity was particularly supportive of a team member from Cork, Frank Hurley, who tragically lost her son in January. HUGG was her lifeline when she struggled to find solace in everyday life. The charity provides refuge by bringing families together in a group setting who have suffered the same loss. Reliance raised an additional €1,200 in support of HUGG. You can find out more about HUGG here - www.hugg.ie

Reliance has moved to a new state of the art facility in Unit 5 Ballymount Industrial estate Dublin 12. Part of the move includes a much larger warehouse to allow the business to stock even more sought after industrial components for its customers. Upstairs the building houses an automation hub showcasing the most up to date innovative robotics and technology, and customers are invited to make an appointment to try the technology.



Scan the QR
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New European logistics hub for Carter Bearings

Precision bearings specialist Carter Manufacturing is delighted to announce the opening of a new European logistics hub in Valencia, Spain.

The facility will support European customers by supplying products directly within the European Union, offering many benefits and opportunities for new and existing clients.

Transporting products freely around Europe without border restrictions or customs clearance requirements is extremely important and underlines Carter's global expansion plans.

Karl Brundell, Carter Bearings Managing Director, commented "We are incredibly

proud to have been able to make this happen during a global pandemic. This investment ensures continuity of high quality of service and supply of goods to all of our customers in the European Union. We look forward to supporting new and existing clients from this new location and are excited to see the growth this investment will help us achieve."

Since 1999 Carter has helped companies all over Europe find the correct bearing and tooling solutions at the cutting edge of the industry. The combination

of innovative products, outstanding engineering support and competitive prices ensure that their products meet and exceed customers' application requirements.

The choice of location for the new logistics hub seemed an obvious choice with Spain now established as being a modern, knowledge-based economy, combined with an international focus on innovation. Spain's young, qualified workforce, highly competitive costs and working conditions were other key factors. The region of Valencia offers excellent transport and logistic capabilities for the whole of Europe, with two major ocean freight ports and the international airports of Valencia and Alicante within a 45-kilometre radius.

This new location has the same high standard ISO:9001 & AS9120 Aerospace certification under the umbrella of our existing credentials and therefore, maintains the standards our customers, partners, and stakeholders expect from Carter Manufacturing.

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Sustainability

A hot topic in the bearing industry - Bega Special Tools

Carol Poelma, Communications Director, talks to BearingNet about being sustainable and what Bega Special Tools is doing to contribute to the demand for a greener world.

These days we are continuously reading about how companies are 'turning green', 'being sustainable', 'building a better future' and 'the time is now'...

That got me thinking about what our company has been doing so far? The good news is that we made progress in areas such as reducing plastic waste, printing less, improving packaging, and eliminating the use of plastic tape. Also, the use of materials is considered in our design and production processes. The industrial park where we reside, is striving to become energy neutral. So far so good...

I then started to think about the tools we sell, particularly the ones we produce ourselves: induction heaters for mounting and dismounting bearings.

Over the years, we have been selling them with varying arguments:

- 40 years ago, the trend was to work fast and save money. So, we promoted how fast one could heat and mount a bearing, using induction heating.
- Then came the time that personal safety on the work floor was important. So, we

promoted the advantages of not having to use open fire or hot oil baths, but to use clean and safe induction heaters.

- Next, preventive and planned maintenance became common practice. So, we promoted to work efficiently, to have with the right tools at hand at the right time.
- The next big thing was to save energy. So, we promoted how energy efficient induction heaters are. No more expensive energy consuming ovens or hot oil baths!

The trend now, is being green, sustainable, eco-friendly, smart...

Our induction heaters appear to be following this trend for a long time already. Consider this:

- They have a long service lifespan, up to 15-20 years.
- Bearings, or any other parts are heated safe and controlled.

This contributes to improved service life of the part and hence, to machine uptime.

These days we also offer smart solutions for disassembly using medium frequency

technology. The results are astonishing. There are many advantages to using this technology.

In this context (sustainability) we would like to mention the damage free operation of this equipment. It becomes possible to reuse parts that would normally have to be scrapped! You can imagine how proud we all are when such results are achieved.

Anyway, without being too pedantic and to end a long story, I guess tips for becoming sustainable are always welcome. So, our message to you is: don't miss out on the opportunity to help your customers to become greener, help them switch to induction heating, if they are not doing so already.

We look forward to the BearingNet meeting in Dublin, where we hope to meet many members. And finally, on behalf of the Bega team, I would like to congratulate BearingNet on their 25th anniversary, a wonderful milestone!

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Turning crisis into opportunity: Business during COVID-19

4 Key Learnings for the B2B Bearing Industry

History has shown us that crises drive substantial change and accelerate innovation, and COVID-19 will be no different. The pandemic stilled production in many industries, damaged supply chains, and has perhaps changed the way we do business forever.

Social distancing, lockdowns and travel restrictions have driven digitalisation in particular, even in traditional industries that so far have not been relying on digital technologies. The Economist is fittingly calling the current post-pandemic phase the era of “tech-celeration.” Drones deliver our groceries, doctors speak to us via video chat, and Michelin starred restaurants offer take-out menus. But business practices have also adapted in B2B industries, like the bearing trade. This article looks at four key learnings from this latest global crisis, and how these will take the bearing industry further into the future.

1. Buying and selling go digital.

The bearing industry has seen undeniable shifts towards digitalisation in recent years. This shift demonstrates that distributors recognise the need to adapt to more modern forms of business to meet their customers’ needs.

Implementing a user-friendly online shop, for example, can be one of the most beneficial and long-term investments a business can make.



Particularly when faced with challenging market conditions, an online shop (when implemented effectively) means increased customer access to your valuable stock. User-friendliness is, of course, crucial. Two relatively simple functions that make a significant difference in how users interact with a site are:

- a) *an effective product search function.*
- b) *an order tracking function.*

Both ensure that your customers can find exactly what they need (despite variations

in bearing codes and designations) and that they can access up-to-date order information. These are two simple but key elements to ensure customers return again and again to your online shop.

While online selling is nothing new, early adopters are now paving the way, going one step further by digitalising their buying processes too. One example of this is Electronic Digital Interchange (EDI) - a digital data connection that allows customers to place orders directly through their own business management system. This process enables a multitude

of purchasing benefits: quicker, easier ordering with increased accuracy and security. Some digital services also come with added perks – PICARD, for example, reward EDI customers with full access to their best prices, such as OCCASION offers. Since the start of the pandemic, we at PICARD have seen a 40% increase in the number of EDI customers globally. This shows that business processes in the bearing industry are shifting more and more towards digitalisation.

2. Multi-channel communication is king.

Businesses who are ahead of the competition are able to interact with their customers, partners and suppliers via multiple channels, and these channels should be efficient, simple and interruption-free.

Since the pandemic has pushed communication online, it is now more important than ever that businesses offer multiple options for users to interact with their services. For example, a distributor should be able to log in to an online shop, fill their basket with items, book a callback with a sales advisor via WhatsApp, speak with their account manager (in their own language), and then complete their order via the online shop – and, most importantly, this entire process should be consistent, interconnected and personalised.

Businesses which can adapt their communication channels to fit the needs of their users are the most likely to offer a complete user-friendly experience, and therefore benefit from our increasingly technological world. The aim is, after every interaction, to leave customers feeling satisfied that the job is done, and to a good standard.

3. Offer logistics with your customer in mind.

It is a distributor's logistics that can make all the difference, especially in unsettled times. Having the edge when it comes to speed of delivery and range of stock proves invaluable to customers time after time. Offering certainty, flexibility and quality should be of absolute top priority.

It is when unexpected crises such as COVID hit that a business' logistics help them stand out from the competition. For example, enabling customers to order as late as possible for next-day delivery can prove invaluable. The more flexibility you can offer, the more freedom your customers can benefit from. This freedom can make a big difference during periods of short supply.

During the pandemic, PICARD also saw an increased demand for services which reduce timely and costly shipping processes, such as neutral direct delivery to the end customer. The fact that our customers can have their items delivered



directly to their end-customer with their own delivery note was a valuable service that proved extremely popular in certain markets during COVID.

4. Build relationships for the long-term.

Despite the changes the bearing industry has seen, one key element of day-to-day business remains central: trust. In times of unpredictability, a trusting business relationship in the B2B sector can be essential in manoeuvring through periods of short supply. These relationships often require time to develop and are built over a series of interactions and an understanding of the others' capabilities and needs. To acquire this knowledge, in-person visits have long been standard practice in the industry, and an enjoyable one too. There is no doubt that the ability to shake hands with a business partner or customer has been sorely missed in the last 24 months.

However, seeing this period of suspended personal contact as an opportunity to enhance alternative offerings, such as Zoom meetings or webinars, has been what's maintained or even improved business relationships during the crisis.

One example of course, was BearingNet's first online User Meeting in 2021. Participation certainly indicated a willingness within the bearing community to remain connected despite the distance. Coming together once again in Dublin in 2022 will no doubt be appreciated by all and, of course, an opportunity to shake hands once again.

Two years after the global onset of COVID-19, we can begin to evaluate which business practices have been most impacted by suspended personal contact, disrupted supply lines, working from home and the many other developments we are now accustomed to. It remains true that companies who demonstrate a responsiveness to change, a focus on customer behaviour, and an investment in business relationships are the ones who can avoid being overtaken by difficult events or challenging market conditions. However, the businesses that want to go one step further and gain the upper hand are now opting for the increased digitalisation of standard practices. The pandemic has shown us that going digital is the future, and the future cannot be ignored.

We'd love to hear about how the pandemic has influenced your day-to-day business. Get in touch to tell us about your experience:

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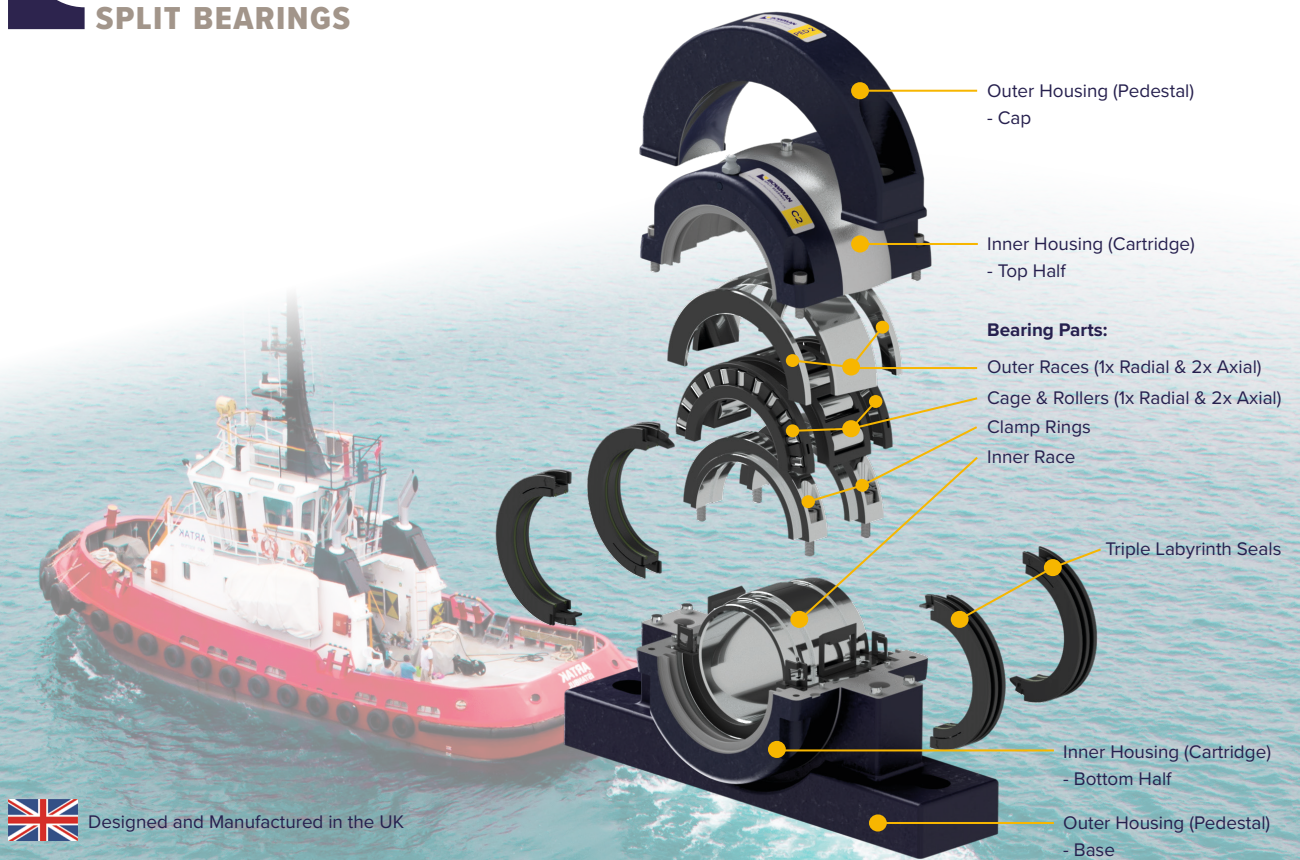
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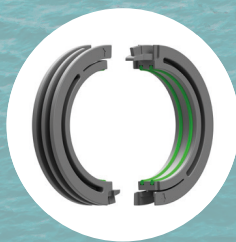
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- ▶ Replaces existing solid spherical roller bearings in their existing housings
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- ▶ Delivers considerable increase in both radial and axial load capacity
- ▶ Triple Labyrinth Seals as standard
- ▶ Optional: Extended Triple Labyrinth Seal ensures grease retention and overcomes the need to repair work shafts
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- ▶ Mass produced parts without the need for long development time and tooling
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- ▶ Engineering grade polymers



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Casting products, known as the oldest production method with technological production.

BearingNet caught up with Ahmet Azman, International Business Development Director, who provided a brief history of casting products and a step-by-step guide in the casting process.

Özteknik Rulman, established in 1986 has been running within the bearing & power transmission industry since the day it was founded. As a very well-known business they have been trying to provide the best service to their valued customers.

In addition to serving the industry with their vast stock and high-quality products, they also cast power transmission parts and export products from Turkey across the world.

Casting items such as plumper block housing, blind pulley, tapered bore pulleys, taper bush, couplings and related accessories are manufactured with high quality, supported by engineering experience of our staff. From the beginning where raw materials are chosen, to the end of production, all steps are controlled and checked by our in-house quality department. With quality control devices which are used in production, the factory has adopted

zero defects production as a principle. Our primary target is to increase success and maintain continuity by working with team spirit with our young, dynamic, and technically experienced staff. With this being said, the casting process is one of the oldest manufacturing processes in the world and requires a lot of skill and experience to be effective.

Here is a step-by-step guide to our Casting Process:

1. Pattern making

The first step in the casting process is to make a pattern which is a replica of the exterior of the casting. Patterns can be made from wood, metal, plastic, or plaster. Pattern making is incredibly important for industrial part-making as the pattern determines the form the casting will take. Precise calculations are needed to make pieces fit and work together.

2. Core making

If a casting is hollow, additional metal or sand (called a core) shapes the internal form to make it hollow. Cores are typically strong yet collapsible so they can be easily removed from the finished casting.

3. Molding

Molding is a process that will form a cast around the pattern using molding sand. Molding sand is packed into the flask around the pattern. This is known as metal sand casting which is the most popular and easiest type of casting. A two-piece, reusable metal mold can be created so it can be used repeatedly to cast identical parts for industrial applications.

4. Melting and pouring molten metal

Before the metal can be used in the casting process, it must be melted in a furnace. After the metal is melted, it is then poured into the cavity of the mold and left to harden.

5. Remove the casting from the mold

Once the metal is cooled and solidified, casted material can be removed from the mold.

6. Finishing

Once the metal is removed, polish your solid metal cast. This may involve cleaning your cast metal object and scrubbing away excess mold material, breaking off the casting gates. Then casting is ready for machining.





The finished product

Casting products are manufactured with a high technology molding line. As a result, our price can be competitive due to manufacturing a higher quantity and producing more reliable products.

The range of pulleys we supply includes blind and taper bush pulleys, European

standard pulleys with profiles SPZ, SPA, SPB and SPC, of various diameters and with up to 10 grooves. Our taper bushes can come in high-quality black phosphate. After casting and machining the items, all products are painted carefully to make them ready for packaging. Casting items are all produced according to the standard and we have a full range in stock.

Contact here:

ahmet@ozteknik.com.tr
www.ozteknik.com.tr
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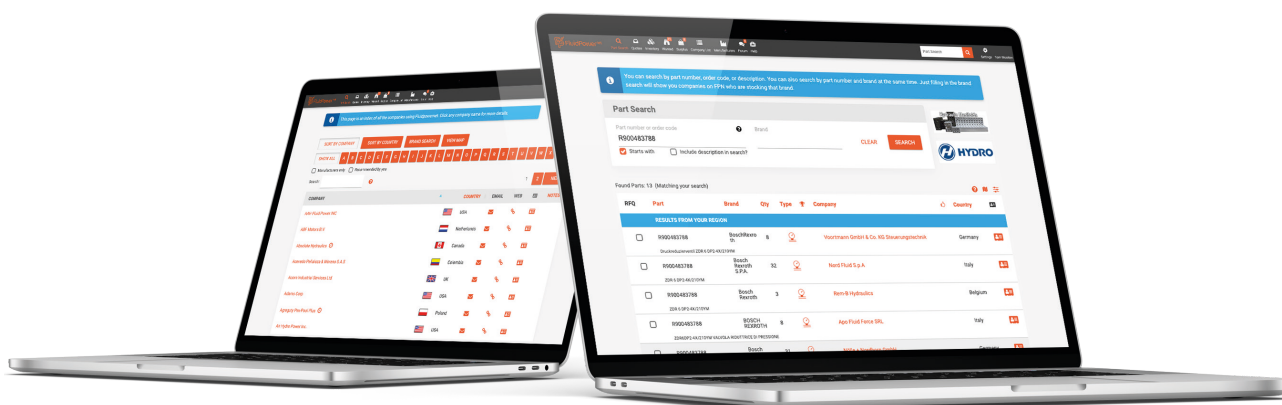
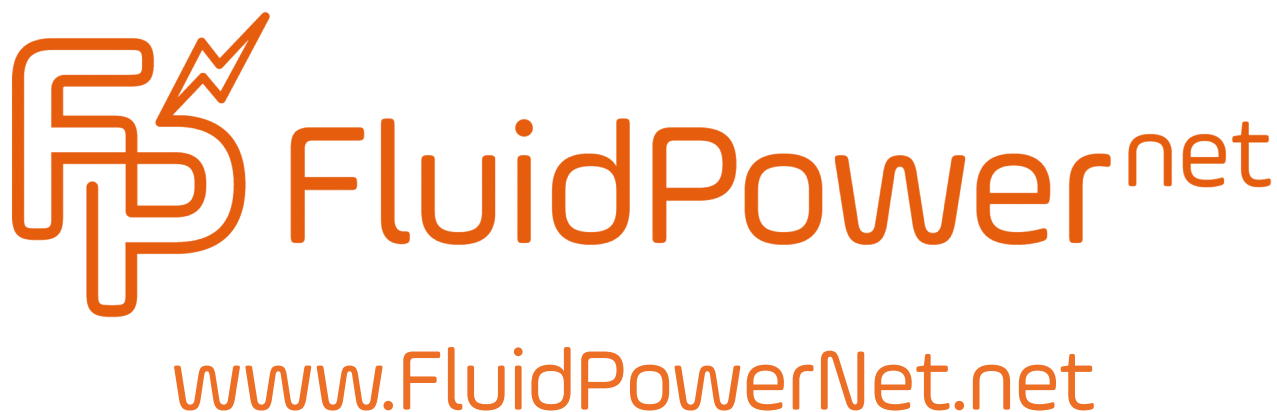
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What's the plan for FPN in 2022?

Attending trade fairs, seeing our members in person and growing the network is top of the agenda for this year.

In the last 2 years, we all had to learn and adapt to new ways of working. The return of trade shows is a very positive step, so this year is already looking brighter...long may it continue.

After 3 years with no trade fairs, we are planning on getting out there this year! We are participating at Drives & Control 5-7th April, amongst others. We are looking forward to seeing our members in person again, it's been far too long. Please come and say hello if you see us.

When we started FPN, we concentrated on building up the European membership. We have English, Polish, Spanish and Italian speakers in the office, so it seemed like a good place to start. We now have around 200 European distributors using the platform and want to spend some time trying to get more members from the Americas during 2022. We will be doing some more targeted campaigns trying to get the US contingent on board; we want to open up the markets and make it easier to find parts worldwide. This was very successful on BearingNet and we have helped to form many great trading relationships between companies in different regions. However, we also want to create a marketplace in itself for the Americas, we understand that trading overseas can be expensive and there are many tariffs in place, so if we have enough American companies using the site they can use it to trade internationally or domestically.

We are naturally following in the footsteps of our sister company BearingNet, who now have over 1,900 members from 80 countries worldwide, somewhere we would love to get FPN to!

We saw a lull in membership over the summer months but since mid September it has really picked up and we are seeing new members joining the platform every week.

We know these platforms work better the more inventory and distributors they have. We have a great marketing team in house to continue our search for new members and help encourage ALL members to upload their inventory to the site. This means, when a member has a customer that needs a part, they can avoid long lead times from the manufacturers, and work around current shortages in the market, by using FPN to find which distributors have the part available. Our main aim is to help small and large distributors always be able to serve their customers and never have to turn business away.

We know how to create marketplaces, as we have been doing it for over 26 years, but most of our experience comes from the bearing industry. We know these products are very different from hydraulic and pneumatics, so if any of our members have feedback on how the platform can work better, then please contact us. It is our mission to create the best, and most helpful sourcing platform for fluid power distributors – if you have comments then contact nicolab@fluidpowernet.net

Contact here:
sales@fluidpowernet.net
www.fluidpowernet.net
+44 3330 164400



Helping charities close to our hearts

During 2021, Newtown Bearing Company have not only been working hard servicing our trade customers all over the world, but also helping raise money for charities very close to our hearts.

These are Severn Hospice, Lingen Davies Cancer Fund and Shropshire & Mid Wales Kidney Patients Association. All three charities helped our former colleague Mark Lowe during his fight with cancer.

In Mark's memory, his father Dennis, who has worked for Newtown for over 50 years, established the 'Mark Fights Cancer' charity. Overall, we have raised a grand total of £22,637.39 since 2020.

What have we been up to?

- We run a weekly score prediction competition for the upcoming football matches. The money raised is split 50/50 between the charities and a jackpot prize.
- Adrian, one of our colleagues, took part in the 'Lands' End to John O'Groats Virtual Run' which involved running a total of 874 miles from Cornwall all the way to Northern Scotland; raising over £1,000!
- Our 2021 Christmas Raffle gave participants the chance to win an iPad, £250 & £150 Miller & Carter vouchers plus over 50 other prizes, all donated by our generous suppliers which raised over £3,500 that was then doubled by a matching donation from Newtown.

We have a number of fund-raising events planned for 2022. Some of our brave staff will be taking on the fastest zip wire in the world. Others will be taking on the '3 Peaks Challenge' as well as several more activities, all with the aim of beating the amount raised in 2021.

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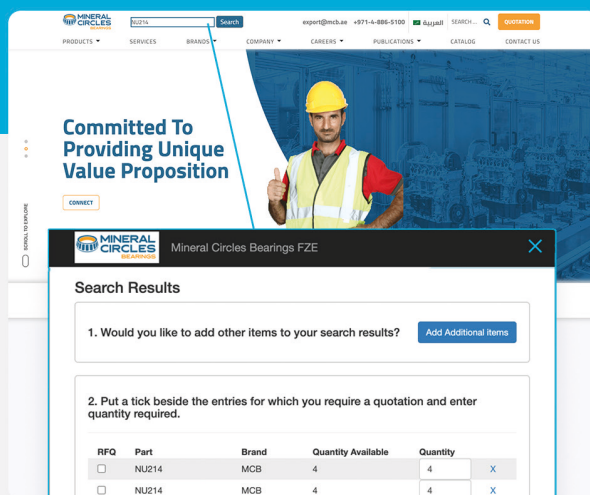
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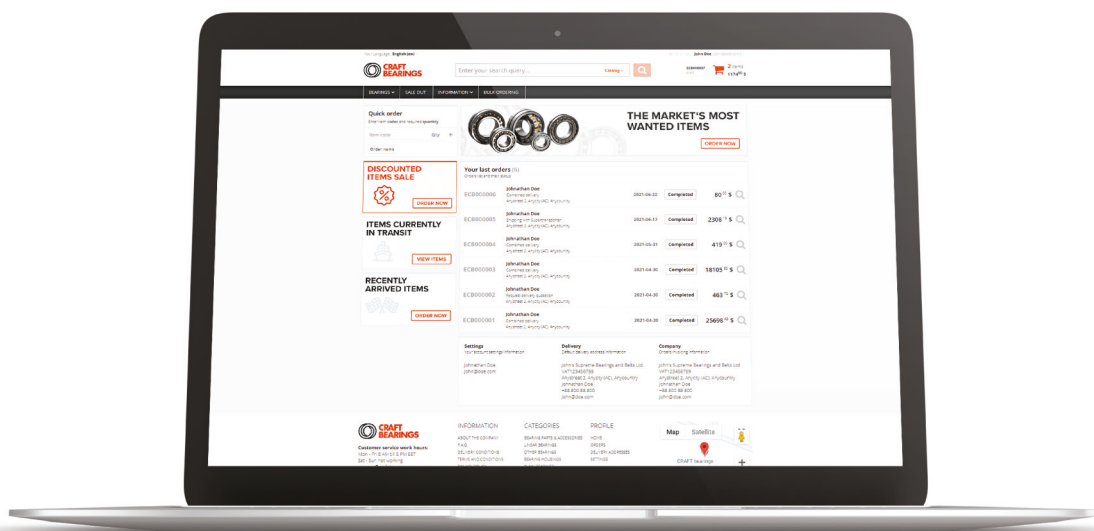
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D2 Bearings & Engineering 2020 take over

Managing Director, Dave Carlton, now in full control of D2 Bearings & Engineering Services.

March 2020 saw a new beginning, with Managing Director Dave Carlton taking full control of D2 Bearings & Engineering Services, spearheading the company through the year and beyond. With over 40 years in the bearing industry, his next goal is to cement the company as Yorkshire's largest independent bearing and engineering distributor.

Although the complete buyout was at the beginning of the 2020 COVID pandemic, D2 has gone from strength to strength. Under the guidance of Dave Carlton, D2 was successfully steered through difficult nationwide and global trading hardship.

To coincide with the new direction D2 has taken, they now have a new Engineering Director, Gurpal Singh. He now has managerial control over their state-of-the-art machine shop facilities, design, and fabrication, putting D2 first in the engineering and manufacturing arena. This enables D2 to offer everything from initial design consultation, through to completion of machined or fabricated components.

As D2 move forward they are proud to announce they're now distributors for Cutwel and Abracs products, stocking their industry-leading lines of engineering tools and abrasives. Alongside this, D2 are established distributors for other industry leading brands such as, Koyo, Renold, Kobo, Millers, Rockoil and Sealy products. It has put D2 at the forefront in the local engineering sector. This means they're able to support their trade partners to match price point sales with the highest quality products, direct from their warehouse.

To further expand and grow their product lines, under the backing of Dave Carlton, they have recently relaunched their new and updated consumables catalogue. The consumables catalogue has been running for 20 years now, with new lines added regularly. The catalogue houses everything from hand tools and fastenings to sprays and adhesives.

Items from their consumables catalogue can be found at their online shop at www.d2-ltd.com. Alternatively, it can be



obtained free of charge by contacting info@d2-ltd.com.

Remember, if it rotates, turns, slides, glides, transmits power, or carries load then contact D2. They operate 24 hours a day, 7 days a week. All company directors can be contacted out of hours. If their customers are working then so are they.

Contact:

info@d2-ltd.com
www.d2-ltd.com
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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!

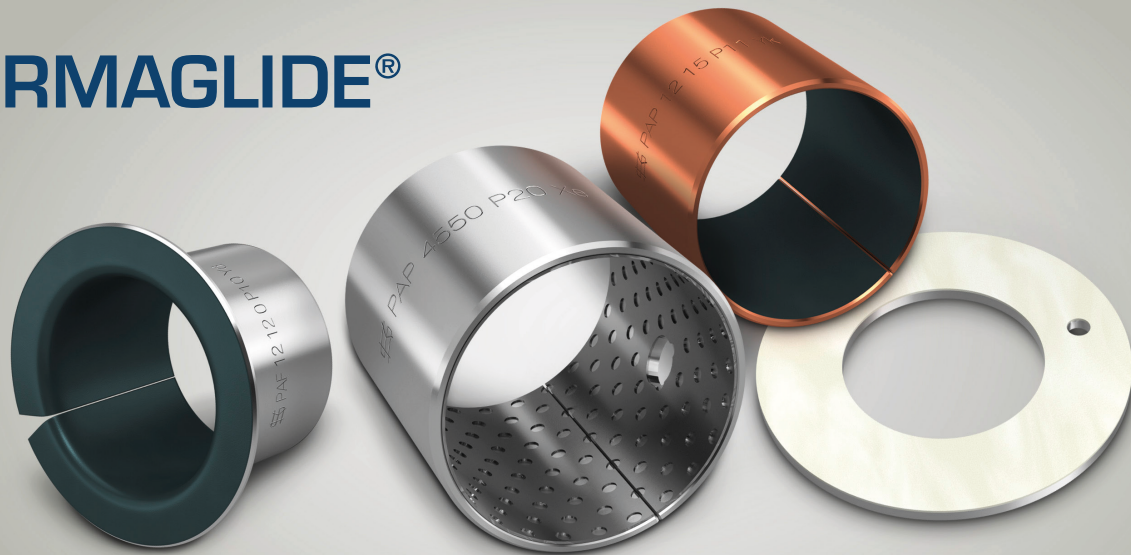
SELL

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 searching 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 USA for over 16 years which cater for all distributors, whether you are authorised, independent or a wholesaler.

PERMAGLIDE®



To ensure that everything runs smoothly: KS PERMAGLIDE® plain bearings for whatever is moving

More than 600 references and various materials available for nearly unlimited applications. Read all about the KS PERMAGLIDE® plain bearings.

KS PERMAGLIDE®, a registered trademark of KS Gleitlager, for many decades has stood for high-precision plain bearings. With more than 600 references and various materials available for nearly unlimited applications, KS Gleitlager is one of the world's leading premium manufacturers of maintenance-free and low-maintenance plain bearings.

The KS PERMAGLIDE® range consists of two main material families: P1 with maintenance-free bearings and P2 with low-maintenance bearings, available as bushes, collar bushes, washers, strips, or other designs.

In addition to the standard catalogue programme, KS PERMAGLIDE® plain bearings are also available as individual items manufactured with custom widths or diameters, as well as special adaptations such as lubrication bores or internal grooves. Fully automated production is carried out in accordance with the highest quality standards with tolerances to meet DIN ISO 3547.

All references and materials are manufactured in the company's German production plants in St. Leon-Rot and Papenburg – quality from one single source including highly sophisticated test and proving facilities.

For perfect running, for all applications:

KS PERMAGLIDE® plain bearings are used wherever the full functionality of the bearing over the entire service life is required, even under extremely difficult and harsh operating conditions such as dirt, moisture, chemicals, high temperature differences, high revolutions or vibration.

From Franking Machines...

Bearing of feed shafts and rollers with KS PERMAGLIDE® P14 plain bearing bushes.

Franking and inserting require a great number of precise movements, e.g., the addition and removal of envelopes and paper as well as paper folding. The bearing positions are mostly subject to an oscillating movement. Cylindrical plain bearing bushes made from unleaded KS PERMAGLIDE® P14 are used for transport shafts and rollers, for example.

The material is highly suitable for bearings due to its low wear and low operating bearing clearance.

Due to weight and installation space, the sintered bronze bushes previously used in the application have been almost completely replaced by slim KS PERMAGLIDE® plain bearing bushes. The all-plastic plain bearings previously used by a manufacturer are too easily worn

and do not guarantee sufficient protection against fractures.

Needle bearings can also be replaced by KS PERMAGLIDE® plain bearing bushes for these applications. KS PERMAGLIDE® plain bearing bushes are economical and take up very little space compared with needle bearings.

To Wind Turbines:

Most wind turbine systems have a horizontally-mounted 3-blade rotor. The wind causes the rotor blades to rotate. The mechanical rotary motion is transferred from the rotor hub to the rotor shaft. The low speeds of the rotor are converted at a ratio of 1:25 by a gearbox for generator operation. The rotor shaft is installed in the hollow shaft of the gearbox in the input stage. The rotor shaft and hollow shaft are connected on one side and rotate synchronously. The rotor shaft twists as a result of the strong alternating stresses. This leads to micro-movements on the guide parts. Such strained contact points are usually subject to tribo-chemical corrosion.

Bearing with KS PERMAGLIDE® P10 plain bearing bushes

With a maintenance-free KS PERMAGLIDE® P10 plain bearing, tribo-chemical corrosion is prevented and

the guide quality of the bearing position is improved. The negative impact from stick-slip is minimised thanks to the low friction coefficient of KS PERMAGLIDE® P10 plain bearings.

Motorservice and KS Gleitlager

KS Permaglide® plain bearings are manufactured by KS Gleitlager and sold by its affiliate Motorservice, the sales organisation for the global aftermarket activities of Rheinmetall, to both wholesalers and industry.

The Motorservice Group offers a comprehensive range of services and consulting by addressing the special requirements of its customers. From the initial formulation of the problem to the development of design measures and into the final production stage, Motorservice sees itself not least as a development partner to its customers.

Motorservice – the premium supplier for KS Permaglide® plain bearings

Sales support and technical customer service:

- Expert advice for order and delivery processing
- KS PERMAGLIDE® online catalogue with calculation tool, CAD drawings and 3D views

• KS PERMAGLIDE® product catalogues and product information

• Sales promotion for customers: trade fair presentations, product samples, promotional items, and giveaways

• Always stay up to date with Permaglide newsletters and website - www.permaglide.com

Our experience is your gain:

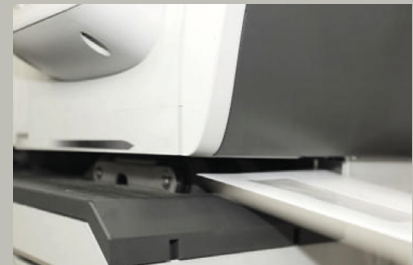
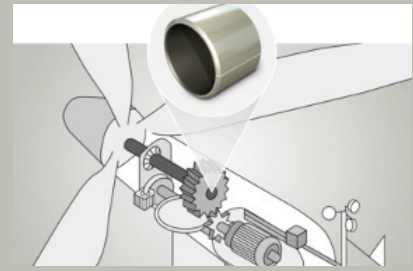
- Over 30 years of expertise manufacturing KS Permaglide® plain bearings
- Top quality standards of the worldwide industry
- Practical test rigs according to your requirements
- Material and process development

Logistics performance:

- High availability and warehouse storage
- Quick order processing and commissioning

Motorservice is a sales partner for maintenance-free and low-maintenance KS Permaglide® plain bearings and other components for industry and technical trade.

Within Rheinmetall, KS Gleitlager is the



specialist for high-precision bearings. The introduction of new technologies in production and surface finishing, innovative material developments and a clear customer focus have made KS Gleitlager one of the world's leading suppliers of engine plain bearings and dry plain bearings (KS Permaglide®).

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