

BearingNet's Best Bits

Past
Present
Future

Confessions of a Bearing Geek 20 years on...Mitch Bouchard

"Rocking around
Ottawa in my white
Toyota, with my
Motorola flip-phone
on my belt, listening
to the Spice Girls..."



Fröhlich & Dörken GmbH 70 years in the business

"Having no other choice at sweet 16 I was
stranded in the bearing business & I loved it!"



BearingNet awarded EPTDA's 'Best Promoter'



"Two strong organisations with
the same goal, serving and
developing the PT industry!"

Curt Carlsson
CEO of Nomo Group
2015/16 EPTDA President

Cover Story: Akron Bearing through the years



Starting out in August 1940,
now the family business can
boast of having its 4th
generation choosing Akron
Bearings as their career (5 if you
count Matt's grandson coming in
and 'reorganising' the inventory!)



Triveni NEEDLES (P) LTD

"BearingNet helps us to serve our customer's requirements better and faster by finding items from members across the globe!"

Raja Singh
Triveni Needles P Ltd



LADOGA

"BearingNet is great for sourcing rare and obsolete bearings. A lot of our long-term relationships started with BearingNet!"

Ivan Romanov - **Ladoga JSC**



"BearingNet brings us closer to members from all around the world!"

Uwe Spille - **GeDe Kugellager-Vertriebs-GmbH**



"We have generated some real positive leads from using BearingNet"

Craig Bastable
Morris Lubricants



"BearingNet helps us find bearings that are unavailable in our domestic market & creates opportunities for new relationships"

Hiro Wai - **CYH Importacao e Exportacao Ltda**



"We all see that ManEx & BearingNet is a great platform for us to let the world know about our company!"

Jan-Philipp Schwarz - **KUKKO-Werkzeugfabrik**



"The stock in our warehouse is massive, but there will always be missing items, that's why we need BearingNet!"

Marco Cantoni - **Cantoni Cuscinetti S.r.l.**



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John Handley
Bearings Through
the Years

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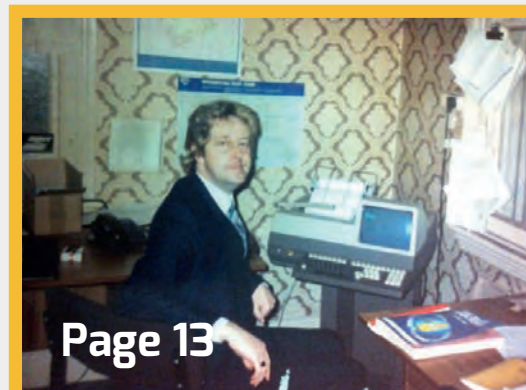
The Story of
Bri-Mac

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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.

During 2014 BearingNet released the BearingNet News site, which features news from distributors, manufacturer's and the industry.

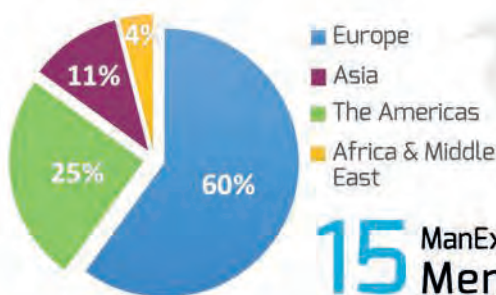
If you would like to feature on BearingNet News send your stories to news@bearingnet.net or visit news.bearingnet.net

Make it Simple!

Baltic BEARING Supply GmbH

BearingNet News

2015 on BearingNet



1800+
distributor members
from 75 countries

15 ManEx Channel
Members



19,604,592

Searches performed on BearingNet in 2015

2,771,157

User logins to BearingNet in 2015

1,965,900

Inquiries were sent in 2015

575,666,780

lines of inventory uploaded in 2015



Madrid
8-10 June 2017

Washington
7-9 September 2017



24,799

BearingNet News
page views in 2015

MANEx: ONE YEAR ON...



BearingNet has been in business for 20 years helping PT distributors from all around the world trade with each other in a faster and more effective way.

BearingNet now has over 1800 distributor companies who use the website to trade every day, placing BearingNet at the centre of the Bearing and Power Transmission business... With this kind of audience we decided to introduce manufacturers into the mix!

We are constantly thinking of ways to develop the service we provide, whether that be through additional services, networking events or opening up new channels and markets to help improve the way our distributors do business.

Most marketing becomes dated very quickly, but with the BearingNet ManEx package you can keep updating your marketing messages throughout the year; you can also tailor your messages for individual markets and languages. If you have a current promotion, announcement, press release, new product... **you can announce it instantly to 1800+ distributors!**

For distributors, ManEx offers a directory of profiles and product groups from manufacturers who are actively seeking new partnerships.

In the last year we have been to Hannover Messe, the EPTDA in Barcelona and the PTDA in Chicago

searching for new members... we will be attending trade shows around the world in 2016, so look out for us.

It's a tough job, but someone has to do it!

For more information contact:
Chris Howard
chris@bearingnet.net
+44 1279 844 044

"We all see that ManEx & BearingNet is a great platform for us to let the world know about our company!"

Jan Schwarz
**KUKKO-
WERKZEUGFABRIK**

In January 2015 BearingNet introduced the ManEx Channel – designed exclusively for PT Manufacturers to promote their company and products to the distribution market.

During the past year, 15 manufacturers have joined the ManEx channel, each company has been given the opportunity to find new business in 80 markets worldwide.

Unlike conventional marketing campaigns, ManEx offers a unique, bespoke package! It's a mix of social media, email marketing, face to face networking, print and online advertising. BearingNet have created a package which covers all areas 24/7. Whatever the customer's objective, with this package you can achieve it!

Your 2015 ManEx Campaign on BearingNet...

A Promo Page viewed over 500 times

Over 100 clicks on banners

A welcome mailer sent to 10,000 users

ManEx Channel...

Viewed by thousands...

Articles posted on the BearingNet News Site

Morris Lubricants - A ManEx Member

BearingNet's Best Bits

A full page article in our 2015 Best Bits Magazine

Featured in our Quarterly Newsletter

Europe's leading
manufacturer &
international
distributor of

Bearings
Transmissions
Linkages



Distributor News

THE KAVIAL OU
FLAG REACHES
THE PEAK OF
ELBRUS



On the 22nd of July 2015 at 14:20 the Kivial flag was unfurled on the east peak of Elbrus, which is a huge 5,642 metres high.

Aleksandr Govrin, an employee of Kivial's daughter company (and keen mountaineer) took to the foot of Mount Elbrus, to prove his strength and place the Kivial flag at the 'peak of all peaks.'

Mount Elbrus is a dormant volcano located in the western Caucasus Mountains of Russia, near the border with Georgia. Mount Elbrus' peak is the highest in the Caucasus Mountains in Russia and Europe as well as the tenth most prominent in the world.

In July and August the climate of the mountain is most stable, with a night time average of around -8°C (18F) but can fall to -30°C (-22F) in the day, throughout the winter months.

Aleksandr Govrin's Story

“ It took us a total of one week to climb Elbrus. I wanted to prove my strength of mind and willpower by reaching the top. In general, everything went well. On our last night

we had reached 4,800 meters and there was a harsh wind and frost at about -20°C, which is a lot colder than the average! This meant that when we reached the East peak of Elbrus the following day the view was not as nice as we would have liked. We erected the flag just after 14:00 and nearly got blown away with it! Still, we managed to unfurl it, and like to think this shows Kivial as a strong and determined company, helping to supply bearings worldwide!

The following day, on our descent, the weather was a lot better. We managed to get great pictures from the Pastukhov Rocks (4,800 metres) of the entire North Caucasus and Bezengi Wall. ”

www.kivial.ee



THE GLOBAL BEARING MARKET THAT IS EXPECTED TO REACH USD 118.21 BILLION IN 2020

With technological advancements in several industries such as automotive, construction, oil and gas, the applications and functionalities of bearings are evolving continuously. High end technologies such as smart bearings enable manufacturers to monitor bearing operations constantly.

The global bearing market is expected to witness substantial growth during the forecast period. This is thanks to the increasing demand across various application sectors such as automotive, industrial, railways and aerospace sector.

The increase in automobile production worldwide is stimulating the growth in demand for bearings and associated components, as well as the growing need to address energy efficiency.

Although the automotive sector is said to be the highest revenue generating in the market, aerospace is the segment which seems to be growing the fastest.

With the adoption of high end technologies being introduced throughout the industry, new opportunities for manufacturers are being created globally.

Investment in research and development by large manufacturers is expected to drive demand throughout the market.

The increased development in the Middle East and Asia is an influencing factor driving the growth of the bearing market. The Asia Pacific Region is also predicted to dominate the market in the years leading to 2020. Although all is not lost for the matured markets, such as Europe and the Americas, it is estimated that there will also be continued growth in these regions.

Key findings from the Radio Insights market research suggest:

- Ball bearings are expected to emerge as a high growth segment over the next few years, as it exhibits the capability to reduce friction owing to smaller surface contact. Furthermore, ball bearings can be used with thrust as well as radial loading attributing to their ability to spin smoothly. Deep groove bearings are simple in design, non-separable and need low maintenance resulting in this segment expecting considerable growth over the next few years.
- Growing demand for auto components and automobiles is expected to fuel market demand over the forecast period. The railway & aerospace sector is also expected to witness rapid growth over the next six years. A rise in the number of commuters using public transportation is forecast to be the key market driver. Further, availability of improved ways to assist local as well as worldwide transportation systems, also provide opportunities for market growth.
- Asia Pacific emerged as the dominant regional market in 2013; infrastructure development and rapid industrialisation are expected to drive the regional market growth over the forecast period.
- Key market players include NTN Corporation, Schaeffler Group, SKF, NSK Global, Timken and JTEKT. Manufacturers focus on providing specialised bearings, often tailored to customer specification or application requirements. The process of product development relies heavily on the end-market.

Source: www.GlobeNewswire.com



www.ktingtiger.com

Your bearing's
life
depends on our
sleeve





ADAPTER SLEEVE



HYDRAULIC ADAPTER SLEEVE



LOCK NUT



LOCK WASHER



BRASS PIN LOCK NUTS

A. NAIRSONS INDUSTRIES (INDIA)



CERAMIC BEARINGS TO OPTIMISE THE INDUSTRY

Bøje S. Kjær

A growing number of companies are increasingly aware of the cost saving opportunities available when using ceramic bearings (aka hybrid bearings). These bearings are the best choice as part of the production optimisation and have proven to be the route to more efficient production.

Denmark-based manufacturer, CeramicSpeed Bearings, recognised the potential of ceramic bearings years ago. The company has experienced huge growth rates, and many industries benefit today from using the high quality CeramicSpeed bearings, convinced by their opportunities to lower operating costs. The company has specialised in hybrid bearings for the last 15 years and is now one of the leading companies in the world within ceramic bearings. The philosophy behind the company is to deliver a complete range of LongLife hybrid



- Insulate: Suitable For electrical motors and similar applications
- Xtreme: Effective in contaminated environments
- CorroTec: Corrosion resistant bearings
- HighTemp: Endurance at temperatures up to 3500C

Hundreds of industrial companies have already achieved significant reduction in their operating costs by optimising with CeramicSpeed bearings. Companies are moving away from the traditional approach of replacing bearings on a regular basis, and are now using bearings that last.

Bearing lifetime is key to improved production efficiency

The CeramicSpeed bearings have a lifetime, which is 4-8 times longer than the standard bearings normally used in the industries today. In fact, 99.4% of the CeramicSpeed ball bearings last at least 4 times longer, and in 50% of these cases they last 8-20 times longer. This means that the increased investment in CeramicSpeed hybrid bearing solutions is, on average, returned within the 1st or 2nd replacement of a traditional bearing.

The cost of the bearings themselves is often minor in comparison with the costs of the machines in which they are installed. This applies equally in the case of new equipment, and in the operation and maintenance of existing equipment. Normally, the costs of standard bearing maintenance can be many times higher than the cost of the bearing itself. We combine bearing optimisation with an extended lifetime, thereby providing a potential for significant savings.

CeramicSpeed balls are made of Silicon Nitride. This is an important element of the CeramicSpeed bearings that beat steel bearings in every way. There are only a few manufacturers in the world capable of meeting these demands. We combine these high-tech components with our expertise on how the ceramic balls, together with the rest of the bearing, can generate significant improvements.

Bearings that provide solutions when other bearings give up

CeramicSpeed bearings provide solutions for a wide range of applications, including operating environments with high levels of contamination from water, dust and metal. The bearings are also problem solvers where conditions are subject to frequent start/stops or fast acceleration.

In operating environments with high temperatures, vibrations, shocks and bumps, with inadequate lubrication and where stray current occurs you will find that CeramicSpeed ball bearings have a significantly longer lifetime, and thereby generate economic benefits.

CeramicSpeed is a specialist within its field and has a production setup, which enables quick deliveries for both standard and special demands.

www.ceramicspeed.com



bearings offering the industry real opportunities for improving the production uptime and increasing their competitiveness.

All components in the CeramicSpeed ball bearings are optimised for extremely high quality including cage, races grease and balls. This means that the CeramicSpeed bearings deliver the highest quality available on the market. The company produces a complete assortment that contains all types and sizes of ball bearings. Offering advantages that result in fewer maintenance intervals and better production efficiency.

SWEDISH GROUP SNAPS UP ACORN INDUSTRIAL SERVICES

The Swedish industrial conglomerate, Axel Johnson International, acquired the UK industrial parts distributor, Acorn Industrial Services Group, for an undisclosed sum in December 2015. The deal strengthens Axel Johnson's position in the UK market and expands its bearings and transmissions business.

Acorn distributes bearings, linear systems, power transmission and related services. Founded in 1983, the company now has a central distribution centre in Rotherham and nine sales branches across the UK.

"Acorn has grown tremendously over the last ten years"

- Paul (Des) Spillings

There is also an e-commerce platform that supports customers throughout Europe. Acorn's annual sales are worth around £21m and it employs about 100 people.

Acorn directors Martin Povey and Paul (Des) Spillings will continue to lead the company. "Acorn has grown tremendously over the last ten years and to continue our growth, and more importantly, to grow at a quicker pace, we needed to align ourselves with a business that could bring skills and resources that we do not currently have," Spillings explains. "With the European marketplace changing and consolidating quicker than at any time in the past 20 years, we had to find the right partner for the future and we believe Axel Johnson International to be this partner."

AXEL JOHNSON AB

acorn
industrial services limited

"Acorn fits very well into the structure of our business and will be a valuable addition in our ambition to grow the bearings and transmissions business," adds Mats Karlsson, CEO and president of Axel Johnson International. "Over the years, Axel Johnson International has invested in many leading niche players with strong positions in local markets and outstanding customer relations – companies that continue developing and thriving in their new setting."

Acorn will become part of the AxIndustries business group, which specialises in bearings, transmissions and related services. "We see opportunities for continued growth, valuable synergies and promising partnerships with our other group companies," says AxIndustries' CEO, Ola Sjölin. "The addition of Acorn strengthens our customer offering and increases our geographical coverage, making us a more interesting partner for both customers and suppliers."

Axel Johnson International, founded in 1873, provides products and services that help industrial customers to improve the efficiency, reliability, quality and safety of their operations. It has grown rapidly by making acquisitions, especially in Northern Europe and now consists of 90 companies - all said to be leaders in their niches. Its previous UK acquisitions have included Certex (in 2008), Taps (in 2009) and Thames Valley Pumps (in 2011).

Headquartered in Stockholm, Axel Johnson International has annual sales worth SEK 6.5bn (£510m), 2,640 employees, and operations in more than 20 countries across Europe.

www.acorn-ind.com

www.bearingnet.net 9



Distributors of

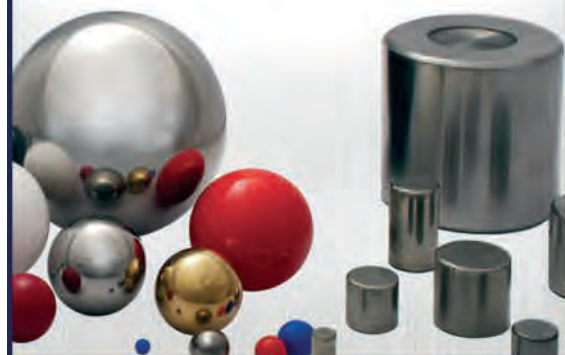
HFB

Fersa
Bearings

DISTAGQCS
QUALITY COMPONENT SOLUTIONS

DURA SLEEVE

FKL



www.bearingwarehouse.co.uk
We also supply:

NACHI TIMKEN SKF FAG SKF Koyo NSK COOPER

BearingNet Promo Pack



BearingNet's new Promo Bolt-On includes 2 Banner Adverts and a unique Promotional Company Page.

Howcroft Industrial Supplies
Your MRO Specialists
Tel 01709 878282 sales@howcroft.co.uk
Unit 68 Brookfields Way, Marners, Rotherham S63 5DZ

Howcroft Industrial Supplies (HIS) is an independent supplier of Maintenance, Repair and Overhaul (MRO) consumables, based in the heart of South Yorkshire.

We're a friendly team, always happy to help.

Authorised distributors for renowned worldwide manufacturers including:

SMGU/SMSR

We have the sole UK distribution for the old 'Powerdrive' & 'PX' designed shaft mounted gearbox, covered by our brand name of HIS. It remains a popular gearbox in heavy plant machinery.

From stock we carry SMGU's in both keyed hub and keyless (better known as taper grip) options. Both ranges are available in 11 sizes with normal ratios of 5:1, 13:1 & 20:1. Special sizes are available to manufacture on request.

Our taper grip & support bushes in our keyless range are made from stainless steel to prevent fretting, corrosion and help with easy removal even after being fitted for years!

Both ranges are available in metric and imperial bore sizes along with, offering the best performance and reliability through the innovation and changes that we have added to the manufacturing since taking the production under our brand HIS.

Bearings

Bearings are essential in most industries and at times operating under demanding and extreme conditions.

Please judge us by the company we keep as Howcroft are one of only five UK authorised distributors for Cooper Split Roller Bearings. We are also authorised distributors for NTN-SNR and NKE Bearings. Therefore it's substantially important to choose the right selection to maximize efficient working demands, leading to less downtime and more cost savings.

We have an enviable range of bearings from the world's leading manufacturers supporting a range of applications and industries.

In addition, we offer technical support, design consultation and application analysis through the major manufacturers allowing us to work with you to solve your operational issues which may be affecting performance and reliability.

We can supply almost every type of bearing including Agricultural Bearings, Cylindrical Roller Bearings, Linear Bearings, Needle Roller Bearings, Self-aligning Bearings, Spherical Bearings, Thrust Bearings and Split Roller Bearings. These are often supplied in specialist materials as well such as, stainless steel, ceramic, electrically insulated and high precision types.

This list is by no means exhaustive so for any bearing requirements we would suggest you give us a call and chat with us.

Power Transmission

Components of power transmissions include rubber and polyurethane belt drives, chain drives, couplings, shaft mounted gear units along with gearboxes and electric motors with each part playing a vital part in driving industry essentials such as machinery, vehicles and conveyors.

We are pleased to be able to offer products from some of the best manufacturers in the world meaning you can place your confidence in these products.

We can offer advice and assistance to provide the correct product and also to solve performance and running issues that you may have.

We supply a wide variety of power transmissions to a variety of industries, so why not give us a call so we can help you out.

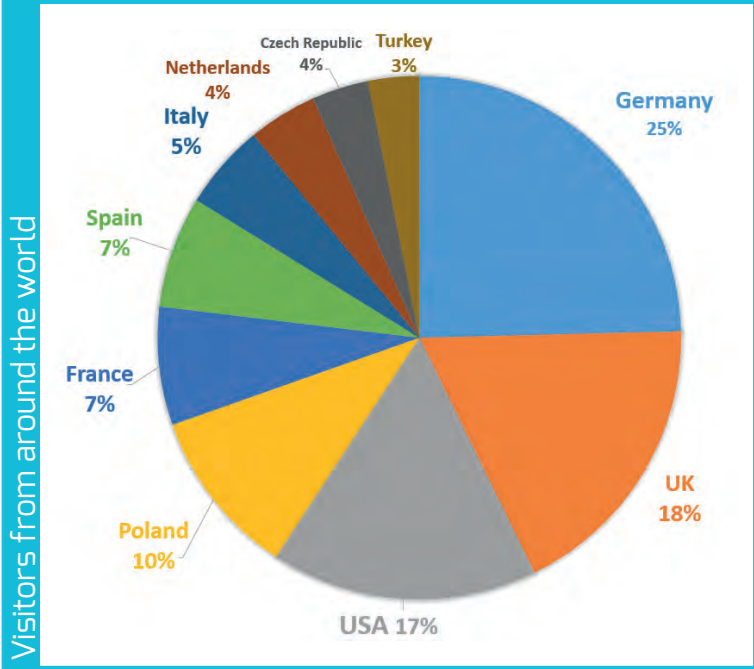
www.howcroft.co.uk

sales@howcroft.co.uk

An HTML page designed exactly how you want. Update this page throughout the year at no extra cost! An excellent way to increase your branding on BNet.

Promo Page

Banner Advertisements displayed over **100,000** times per month!



Increased exposure

Better branding

Get noticed!!

Reach

1800+ Members Worldwide



21,003,079

Page Views in 2015

852,731 Company Details Views



Banner Adverts displayed **100,000+** per month

Authorised Brands



Promote your company's authorised brands on BearingNet and have them displayed on the Search Results page and your Company Details page.

Showing your authorised status on BearingNet gives your customers extra confidence when needing to buy through the authorised channel.

This Bolt-On is verified by BearingNet, contact us to get the process started.



Relaunch

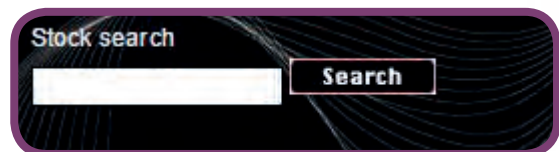
Public Stock Search



Would you like to give visitors on your website the ability to search your inventory and send you an inquiry instantly?

BearingNet has a facility that offers just that. We provide a simple piece of code, which you can give to your web developer, who can then personalise it the way you want.

This feature uses your existing BearingNet inventory so you don't need to provide us with a separate inventory list.



Webshop



You can now directly link your inventory on BearingNet with the inventory in your Webshop enabling your customers to 'buy now', avoid waiting for you to reply to an RFQ and place orders instantly.

The webshop icon will appear on the search results page next to your inventory, you can even choose which companies can use this facility.

By having this Bolt-On your webshop can take orders 24/7.

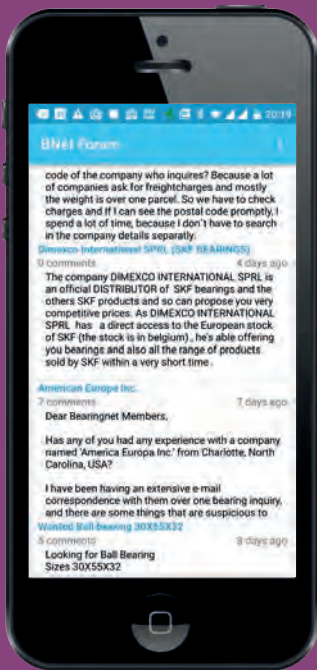


BEARINGNET UPDATE

BearingNet Forum App

Last year saw the launch of our first app for the BearingNet User Meeting. We now have a second app to release, the BearingNet Forum app, which allows you to browse the forums quickly and easily on your phone.

We will also be adding some updates and new features to the forums when this app is released.



GLOBAL BEAR INC. CELEBRATED THEIR 15TH ANNIVERSARY IN SEPTEMBER 2015

Global Bear was founded in 2000 by Austrian born Harold Benz and German born Dieter Degen.

Harold and Dieter met 41 years earlier in Canada in a church basement taking their Confirmation classes in German, and soon found out they actually lived across the street from each other! Dieter made it through the classes the first time round, as for Harold, rumours are he's still trying!

Both Harold and Dieter went on to follow separate paths after secondary school, with Dieter going on to dazzle in IT and Harold going to University (another rumour apparently!).

After many years of living separate lives, Harold and Dieter got reacquainted and as the story goes became the best of friends and business partners.

Global Bear started from humble beginnings, thanks to their unique combination of Mechanical Engineering and IT the company grew from one branch of 2500sq ft, adding a second branch,

totalling 16,200sq ft. of warehouse and office space.

Global Bear started on a 'shoestring' with miniature bearings being the main product for the first year. Global Bear has come a long way since then...with one huge order worth \$1.9 million for wind turbines (for the bearings in the gear boxes and main shaft bearings) which propelled Global Bear from a small business into a "growing concern".

"We are honoured to represent the vendors shown on our website www.globalbear.ca as Canadian Master Distributor" **Harold Benz.**

Global Bear joined BearingNet in 2004, "With the help of many BearingNet members, that portion of our business has grown to represent 10-15% of our total revenues. We also consider the personal friendships that have come from the membership as a serious 'value added' bonus."

Global Bear Inc. look forward to their continued growth in the years ahead.

www.globalbear.ca



MIKE DAVIES (BEARINGS) LTD

40 YEARS OF BUSINESS...

THE GOOD OLD DAYS

"They were great days, how the bearing trade used to be... whoever you speak to will admit to missing those wheeling and dealing times!!"

This year Mike Davies (Bearings) Ltd celebrated 40 years of business.

Like so many others in the bearing industry, Mike Davies started out working for one bearing company before starting his own successful business 23 years later.

Mike gained much needed industry knowledge working for K N Bearings & E W, also known as Wyko Eriks for 9 years before taking a leap and deciding to go it alone.

Mike never looked back - Mike Davies (Bearings) Ltd opened in November 1974, just one month before Mike's son Mark was born. The company was registered in 1975.

Mike started off working between home and his office with two sales staff and seven reps on the road.

The family-run business prides itself in providing an excellent service and worldwide customer satisfaction, and is known by fellow traders and end customers as Micky D's. Mark Davies started working for his dad when he was 15 and took over the company 12 years ago when Mike retired in 2004.

Shortly before, in 2000, times were hard for Mike Davies (Bearings) Ltd

MIKE DAVIES
BEARINGS LIMITED

which is when they joined BearingNet and began importing and exporting parts.

"BearingNet saved us in more ways than one" says Mark Davies at Mike Davies (Bearings) Ltd

"It gave us more scope in purchasing and a huge database of new customers worldwide." Mike Davies Ltd now exports to more than 14 countries!

Mike has many connections in the industry, some even still reminisce about the good old days having worked at Mike Davies (Bearings) Ltd...

"I first met Mike Davies when I worked at E W Bearings around 1987, Mark and his dad have always been a pleasure to deal with." **Dave Price, Atlantic Industrials Limited.**

Paul Saunders Hayley Group PLC (worked at Mike Davies for 12 years, on and off!) told us about his time with MDB.

"We were in an old terraced house, it had been a street of terraces about 400-500 metres down the road, like in the Hovis advert (some British war-time-themed advert!)"

By the time MDB moved in, there were only 2 terraced houses, right on the corner of the road. The rest of the terraces had been demolished and replaced by business units/factories/garages etc.

MDB had a little old lady next door who we used to make cups of tea



for... I can't remember her name... Anyway, in time she passed away, so Mike bought her house and knocked the wall through to make the premises bigger.

Trouble is it made the building quite weak...

We would go to lots of auctions in a rented van and bring back at least 2 vans worth of stuff. This excessive weight would then be stored upstairs in the bedrooms. Mike used to say, "stack them up against the wall" so they wouldn't all come crashing through the ceiling. Health and safety today would have had a field day! The ceilings of all the bedrooms were so bowed they almost touched your head in the ground floor office.

They were great days though, how the bearing trade worked - whoever you speak to will admit to missing those wheeling and dealing times!!

Everything back then was so hands on; a phone call - personally check stock - go back to the phone call, not a computer in sight! So easy to understand the products because it was so hands on. We may have been taking our life into our own hands sometimes, but they are really great memories!"

www.mikedaviesbearings.com

Agricultural Bearing Solutions



www.peerbearing.com

PEER Bearing GmbH | Gruitener Str. 23 | 40699 Erkrath

Distributor News

AKRON BEARING THROUGH THE YEARS

August 1940: The people of Akron, Ohio heralded the dedication of their 35,600 seat Rubber Bowl and the running of the seventh International Soap Box Derby. But for a four-member family named Jones, August 8th presented the most pivotal event of their personal history, as its 46-year-old father, Ralph D Jones, took himself and a dollar bill to the Summit County Auditor's Office to purchase a vendor's license.

Thus Akron Bearing Company was born.

At that time Jones was on the threshold of becoming the ex-branch manager for the Ahlberg Bearing Company, a national manufacturer and distributor of bearings. By the late 1930's, Ahlberg was floundering amidst the economic woes of the Depression. One of its solutions was to close its branch offices. Ralph and his wife Fanny, faced this threat by taking the risk of opening their own business. Loans from two friends and credit from Ahlberg that enabled a 4% loan from the Firestone Bank made it possible for them to

set their daughters to the task of addressing post cards - post cards that announced the Ahlberg Bearing Company was now the Akron Bearing Company.

With a rented typewriter, a scarred wooden desk, an upright telephone, rent of \$10 a month, and a freight bill of \$6.62 for miscellaneous bearings purchased for \$39.47, Akron Bearing was open for business. Shortly after getting on its feet, the company was dealt a crucial blow when Ralph Jones suffered a serious heart attack. Housewife Fanny kept the doors open with the help of taxi cab drivers for transportation, customers who came behind the counter to help with stock and interchanges (she knew nothing about bearings) and neighbours to help tend her stricken husband. Akron Bearing became a successful "Mom and Pop" operation being able to pay back their debt in five years. They came to be known for their personal service, even opening for customer's emergency night calls.



In 1945, daughter Mary married Akronite Lawrence Kalgreen, a young Air Force pilot who had spent eight months in Germany as a POW. Larry soon became Akron Bearing's first employee. In 1954, daughter Pat married Cleveland attorney Jack Fickes who twice had interrupted his education to serve in the Army. He too joined the firm.

The Company incorporated in 1957, and in 1963 ownership of the company passed on to the Kalgreen and Fickes families, and the business continued to flourish. Larry donned the title of President/ Treasurer and Jack the title of Vice President/ Secretary. But then, as now, titles meant little. All shared whatever work presented itself, from sales to stocking shelves, to swabbing floors, to heating a pot of soup for a quick lunch. Also maintained was the tradition of serving each customer, big or small, as a friend. "We don't sell the customer what he asks for but what he needs."

The company grew and so did the number of employees. As each of the Kalgreen and Fickes family children became old enough, they were encouraged to do more than just help count year-end inventory or romp about the building while with Dad on a night call. They were brought in to experience the business founded by their grandparents.

In 1980 Jack Fickes passed away, but one of his children still serves as a member of the Akron Bearing work force. His son, Mike Fickes (Executive Vice President), functions as the head of Purchasing for the company. With Larry Kalgreen's passing in 2008, four of his five children and his son-in-law help staff the business which today supports eighteen families.

His son, Pete Kalgreen, now serves as President. Matt (Vice President) works in sales, while Sue and Kathie serve in



the accounting departments. Kathie's husband, Allen (Vice President and Treasurer), is the network administrator for the company while occasionally helping inside sales.

Akron Bearing Today

Today the family can boast of having its 4th generation choose Akron Bearing as their career, 5 if you count Matt's grandson coming in and 'reorganising' the inventory.

Jessica Cook (Allen and Kathie's daughter) joined the accounting department in 2001. Libby Fickes



(Mike's daughter) integrated into the sales work force in 2004. Steve Kalgreen (Matt's son) chose to work in sales at Akron Bearing in 2007, and DJ (Dan) Kalgreen (also Matt's son) decided to become a full time salesman in 2010.

Despite the inevitable changes that three quarters of a century of time brings, the people who are Akron Bearing Company continue to demonstrate the spirit of Ralph and Fanny Jones: personal and expert service marked by respect for customer, vendor and employee.

These are the values of a family business born of adversity, built by courage and supported by valued friends, family and customers.

www.akronbearing.com



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FROHLICH & DORKEN CELEBRATE 70 YEARS



FROM SALES REPRESENTATIVE TO MANUFACTURER

As a young man, Rudolf Fröhlich completed an apprenticeship in merchandising before joining the army as everybody did at the time. When he left the army SKF were looking for a dealer in the local area of 'Ennepe-Ruhr-Kreis'.

So, Rudolf Fröhlich started his company Fröhlich & Co. OHG selling tooling equipment in Gevelsberg.



The following year, in 1946, Rudolf's friend Heinz Hugo Dörken became his business partner. Six years later, Dörken

became the co-general manager and the business then changed their name to Fröhlich & Dörken KG. It was also this year the cooperation with 'United Bearing Factories' AG Schweinfurt, SKF began. At this point Rudolf Fröhlich's apartment was serving as the company premises – the living room was their work room and the bedroom their warehouse.

In 1953 Fröhlich & Dörken GmbH were finally able to move from their apartment to their new rented offices in Gevelsberg. Fröhlich & Dörken went from strength to strength starting their partnership with the industrial plant Schaeffler, INA (later Schaeffler group INA/FAG) in 1960 before moving to their first owned premises

in Gevelsberg, 1968.

In the 1970's Heinz Hugo Dörken left and in 1971 the second generation of Fröhlich's joined the company. First Jörn-Erik, followed 10 years later by his brother Rolf-Dieter who have both continued to develop the company.



One of these developments was the move in the late eighties to their head office in Sprockhövel.

Two years after this move, Ismael Klein started his apprenticeship at Fröhlich & Dörken after completing secondary school.

“Having no other choice at sweet 16, I was stranded in the bearing business... and I love it! Although I did have a backup, I also learnt to sell smoked salmon with a sister company of Fröhlich & Dörken called ‘Nordland Lachs’. **Ismael Klein**



Just like the founder, after studying for his apprenticeship, Ismael then had to complete one year in the army before returning to Fröhlich & Dörken and rising to become the general manager and co-partner in 2000.

Separating from SKF and INA in 1992 and 2004, respectively, meant that Fröhlich & Dörken GmbH have been able to focus their attention on the quality and needs of their customers. They now offer all premium brands such as SKF, FAG, INA, NSK and PMI. As well as this, Fröhlich & Dörken GmbH also have their own brand ‘Happy Bearing’ which is sold exclusively to technical distributors.

Ismael celebrated 25 years at Fröhlich & Dörken in 2015, including his 15 years as general manager, or as he refers to it ‘Master of Disaster.’

2015 saw Fröhlich & Dörken celebrate their 70th anniversary. With their strong committed team and decades of experience they are in great shape to continue Rudolf Fröhlich’s vision for the next 70 years.

www.happy-bearing.de

BEARINGNET UPDATE

YOU CAN NOW CUSTOMISE YOUR SEARCH RESULTS

BearingNet have released a new and improved Search Results screen. The new features will allow you to change the layout and personalise your search results. You will be able to choose the order and which columns are shown on your screen from a much larger range of new fields.

If you have a large screen you can use the space for extra columns.

Alternatively, if you try the new layout and are not happy with it you will be able to reset to the layout you currently have or a cut down version.

Search results screen

What do all these icons mean?



150 companies with the highest recommendation score



The next 850 companies have a silver star (The 1000 most highly recommended companies have a star)



This company has a Webshop by clicking this icon you can link directly from a part number to the company’s Webshop



Use this icon as a quick view for the company’s basic contact and membership information



This icon means you have recommended this company



If the image of a brand appears in the brand column this company is authorised in that specific brand



This company is an authorised distributor - click the trophy to see the list of their authorised brands



You have written comments on this company - view them on their company details page - (only your company can see these notes!)



This company is currently on a free trial



This company has a trade dispute (see this dispute on their company details page)

Your success is our challenge



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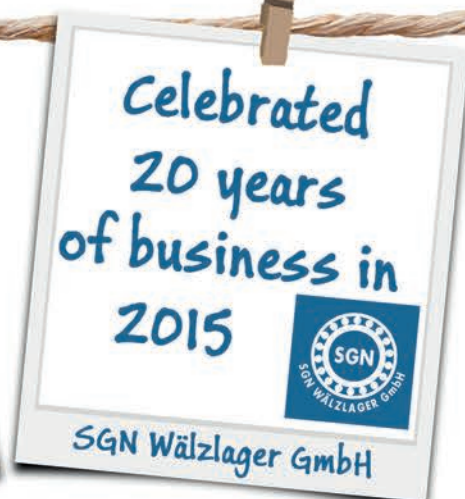
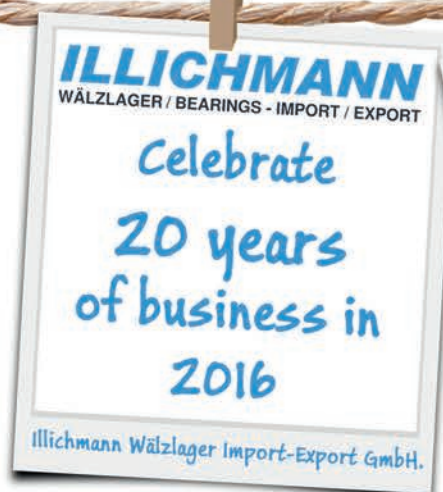
TIMKEN

viledon



www.werthenbach.de







DUNLOP BTL's MANUFACTURING FACILITIES



UK and European Manufacturing

DUNLOP BTL is proud to be a committed European manufacturer of Bearings, Transmissions and Linkages. We believe in the future of European manufacturing and will continue to focus and further enhance the requirements and expectations of our customers globally.

Here at Dunlop BTL, we believe that a modern, competitive and innovative manufacturing industry is central to Europe's economic future. As a proud manufacturer we want to help Europe's industry flourish and to meet the world's evolving appetite for innovative designs and responsibly produced quality manufactured products.

New UK Production Facility

During 2014 UK production moved to a newly refurbished manufacturing facility. This enabled further expansion and additional production machinery as well as additional production staff. This state-of-the-

art site is based in Ashford, Kent UK and is ideally located with excellent transport links to Europe.

In addition to our catalogue ranges of Bearings, Transmission and Linkages we produce non-standard items to suit individual customer requirements. 40% of our total production is for bespoke products to specific customer design.

Investment & Quality Assurance

Investment is constant; continually expanding and upgrading our portfolio of production facilities and machinery globally.

The latest computer controlled inventory of over 50,000 part numbers, covering 42 different product groups, are held in stock and available for immediate dispatch.

Dunlop BTL Ltd is committed to offering all of our customers not only the widest range of quality products but also a world class quality service. We have a dedicated quality

department that strives towards continuous improvements in all aspects of our organisation.

Our commitment is to quality and to continuously improve in every aspect of the company activities. We are a UKAS approved company to ISO 9001:2008 and ISO 14001:2004. As a quality conscious European manufacturer we take our environmental responsibility very seriously.

Quality Confidence – when purchasing any Dunlop product you can be reassured that not only have materials of the highest quality been used with full production traceability, but also that they have been produced in a responsible way, by a manufacturer who cares about the environment and its staff and has the expectations and demands of its customers foremost in mind.

Our company will continue to adopt a policy of 'continuous improvement' in everything that we do!

Visit us at www.dunlopbt.com



Bearings



Transmissions



Linkages

January



The European Central Bank (ECB) has announced it will **inject billions of euros** into the ailing eurozone economy.

After five years of stability, **oil prices have dropped 40%** from \$115 a barrel in June to below \$70 a barrel now.



February

The United States is **expected to grow at its fastest rate in over 10 years**. Its expansion from July to September 2014 was its fastest for all quarters since 2003.



"We are excited that NSK has chosen to give **Hayley Authorised UK Distributorship** of their products. Bearings are the building blocks of Hayley and to have such a high quality, world-renowned bearings manufacturer added to our list of suppliers only makes Hayley Group stand out from its competitors."

May

SKF signs strategic partnership agreement with Chinese wind power gearbox manufacturer. The partnership means that SKF will become Chongqing Gearbox Co., Ltd.'s main bearing supplier and provide engineering support in the development of new gearbox solutions.



Mineral Circles Bearings has acquired the **SNR brand distributorship in UAE**. A significant milestone in strengthening its local supply chain as part of its 2015 diversification strategy.

Spinning Ahead on a Lubrication-Free Ball Bearing.

Engineers at Coo Space Ltd. in Japan have introduced a new ball-bearing design that does not use cages. The design reduces friction and eliminates the need for lubricants.



July



ERIKS N.V. has announced that it has been **awarded a five-year contract with Shell Global Solutions**

International B.V to be the primary gasket supplier for all USA refineries and offshore installations, along with the company's upstream and downstream operations throughout Europe.



FRABEX GmbH is the new Premium Logistics **Partner for FBJ in Europe**. The well reputed brand FBJ finally has a Premium Logistics Partner for Europe: FRABEX GmbH in

Austria has become the official EDC.

August



FAG Aerospace breaks four-million speed parameter barrier for engine bearings.

FAG Aerospace, a member of the Schaeffler Group, has developed a new aircraft engine ball bearing that redefines the performance limits for high-speed bearing supports in main shafts.



Nomo Kullager AB has entered into a **co-operation agreement with Ziller**

GmbH & Co KG regarding sales, inventory management and technical support for Nilos rings on the Swedish market.



November



PEER Bearings achieves **USA and European Patent for Cutting Edge Agricultural Bearing**. This patent further strengthens PEER's AGXTREME line of products.

Bowman International Ltd manufactured their **new range with Toughmet material**. The new range has outstanding bearing properties which give massively increased loading, heat, speed and corrosion capabilities.



The PTDA Foundation 2016 **Board of Trustees was announced** at the PTDA 2015 Industry Summit in Chicago, Ill. New trustees include Dr. Rod Flanigan, John Masek, Bill Moore and Tribby Warfield.

March

TIMKEN

Timken Expands
Aerospace Bearing Repair Facility with Compressor Case Overhaul Services.

SCHAEFFLER

Precision bearing manufacturer Schaeffler UK has **published a 428-page catalogue** on its range of plain bearings.

NSK

NSK low torque bearings improve energy efficiency in MRO sector. NSK has worked with the industry to produce low torque bearings which help to reduce power consumption and emissions.

April



We are pleased to announce that our company name has changed to **DUNLOP BTL**

LTD formerly Medway UK Ltd. After our exclusive acquisition last year of the manufacturing license for this prestigious brand, this is a logical step forward in the company's expansion plans.



The Global bearing market is **expected to reach USD 118.21 billion in 2020**. Due to increased demand across various sectors such as automotive, industrial, railways, and aerospace sector.



"With the flawless cross-section design, **we can now use ball bearings in a way that**

does not impose numerous restrictions.

In the current economy, making savings where possible is imperative, which is why we recommend considering thin section bearings for any systems that are applicable."



Das Auto.

SKF is supplying Volkswagen with wheel hub and MacPherson suspension bearing units for the automaker's Golf VII production in Puebla, Mexico. SKF is already supplying bearing units for the Golf

VII across Europe and Asia. This new business extends the Group's global collaboration with Volkswagen on the MQB Platform, to include North America.

June

September

"This is the right step and the right time to now become part of an **alliance with IPH Group**, one of the leading companies in the industry in Europe. This will **strengthen the development of KISTENPFENNIG**. As part of this process and in line with our long-term commitment to the industry"



SKF has developed a **new method for modeling the operating lives of roller bearings** that will help users to match bearings better to their applications, resulting in better bearing performance and lower running costs.

October



The U.S. Army Corps of Engineers (USACE) has approved **GGB Bearing Technology's new HPMB™ filament wound bearings** for use in hydropower turbine wicket gates. The approval is based on simulation testing performed by Powertech Labs.



Igus® has launched the B160, a new black option of its iglidur® tribo-tape. Where a standard bearing solution won't suffice. The B160 has proved an excellent alternative across many automotive applications.

Kaman Corp. announced that its aerospace segment has acquired Germany-based GRW Bearing GmbH for \$142.9 million.

GRW operates out of two production facilities in Rimpar, Germany and Prachatice, Czech Republic, and is expected to have sales of approximately \$50.7 million in 2015.

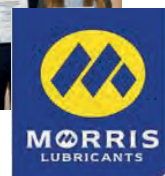
KAMAN

NKE

BEARINGS

Austrian bearing manufacturer NKE Austria GmbH **introduced cages for rolling bearings that are optimised for unfavourable operating conditions**. Coated with DLC (diamond-like carbon), the new steel cages are both more resilient and durable than comparable brass cage designs.

One of Britain's leading independent oil blenders, Morris Lubricants, is **fueling the career ambitions of future leaders in science, technology and engineering.**



December

DEVELOPING CHINA... CHINA BEARING INDUSTRY ASSOCIATION



What is the CBIA?



China Bearing Industry Association (CBIA) is a national organisation founded in 1988. CBIA members are composed voluntarily.

They consist of bearing and PT companies, research and design institutes, universities, related industry enterprises; all unrestricted by area.

CBIA is a social and economic organisation governed by the Ministry of Civil Affairs of the People's Republic of China. The secretary-general is the legal representative of CBIA.

The aim of the CBIA is; to represent and protect the common objectives of the bearing industry, to unite and promote the revitalisation and development of the whole industry. To actively work as the bridge, the assistant, the media, to the government, the members and the users at home and abroad.

BearingNet have been working alongside CBIA for a number of years to help promote trade within China and to encourage our distributor members to attend the Shanghai Bearing Fair which takes place every other September.

We have asked CBIA some questions to give you a better idea about what happens at the Fair and why you should consider attending...

What is the role of CBIA at the Shanghai Bearing Fair?

CBIA is the sponsor and also the organiser of the Shanghai Bearing Fair. The fair is organised by CBIA every two years and have held 14 successful meetings.

How many members do you have and what sort of companies are they? (what do they sell?)

CBIA has more than 300 members spread across most of the provinces and cities in China. They are composed by state-owned, joint ventures and private properties. The total sales value

of its members account for more than 70% of the total Chinese bearing industry.

The Chinese bearing industry has developed rapidly since opening to the world. There are more than 90,000 kinds of bearings from 0.207mm inner diameter to 12m outer diameter, from general precision to high precision. In 2014, the total annual sales value reached 164.9 billion Yuan and the annual output was 19.6 billion units. The total import and export volume is 8.86 billion US dollars among which the annual exporting value is more than 5 billion US dollars.

Tell us more about the Shanghai Bearing Fair, who is it for?

The Fair is for two groups and both are related to the bearing industry. One, the exhibitors including manufacturers of bearings, related components and parts, processing equipments, instruments and meters, grease, as well as information and service providers. The other group are visitors to the fair, include technical and purchasing professionals, senior managers and bearing distributors worldwide.



Why should our members go? What can they expect if they attend?

As the world's largest fair in the bearing industry, it brings together bearing enterprises from all around the world, with nearly 80% of exhibitors being bearing manufacturers. If BearingNet members attend the fair, they will get the latest information about the bearing market and technological development trends, to enhance their business. They can also attend various activities during the fair, such as the Bearing Summit Forum, technical seminars, new product

- Energy conservation and environmental protection
- Information technology
- High-end equipment manufacturing
- New energy and materials
- New energy vehicles

All supporting the bearing industry. Especially the automotive industry, including nuclear, wind and solar power as well as aircraft, satellites, railway transportation, marine engineering and manufacturing equipment. All of these industries need large numbers of high-speed, precision, overloaded bearings.

In the 60 years since new China was founded, the bearing industry has gone from nothing and has expanded to a large industry, growing together alongside the republic. The bearing industry has sustained stable and rapid development. Our country has become the third

release conferences and face to face communications between bearing producers and main equipment enterprises.

How many fairs have there been?

There have been 14 fairs since it was first held in 1990.

How many people came to the fair last year?

By 2014, the 14th fair was attended by 869 exhibitors from 17 countries/regions, many of them world famous enterprises. It attracted more than 55,000 professional visitors. The exhibition area was 53000sqm.

How important is the bearing industry for the Chinese economy?

The bearing industry and strategic emerging industries have a close relationship. These include the following...

largest bearing producer in the world, becoming a well-qualified support to strategic emerging industries. In recent years, it has developed a series of bearings used for strategic emerging industries, such as satellite and airship launch, measurement and control and application system bearings, wind turbine yaw pitch bearings, nuclear power plant secondary pump bearings, acceleration of heavy load railway wagon bearings, the third generation of hub bearing units, etc. There is still a gap with the international advanced level for certain bearing products. Bearings support high-tech products and are critical components of the equipment manufacturing industry, which represents the basic industrial level of China's machinery industry. For China's industrial development, bearings play an important role in the support of major equipment and key projects. Bearings are also strategic materials, so the bearing industry has played a security role for the development of national defense equipments.



Mr Zhou Yu
Secretary General of CBIA

"Communication for Development, Cooperation for Win-win Situation" is the eternal theme of the China International Bearing Industry Exhibition. As the organiser of this exhibition, CBIA will make constant innovation on service concept, in providing the industry of bearing users with a service of best quality, to ensure this exhibition is the best professional event once again".

Friends, let us join hands and work together, striving to make the Chinese bearing industry more and more strong.

Communication for Development
Cooperation for Win-win Situation

2016 CHINA INTERNATIONAL BEARING INDUSTRY EXHIBITION

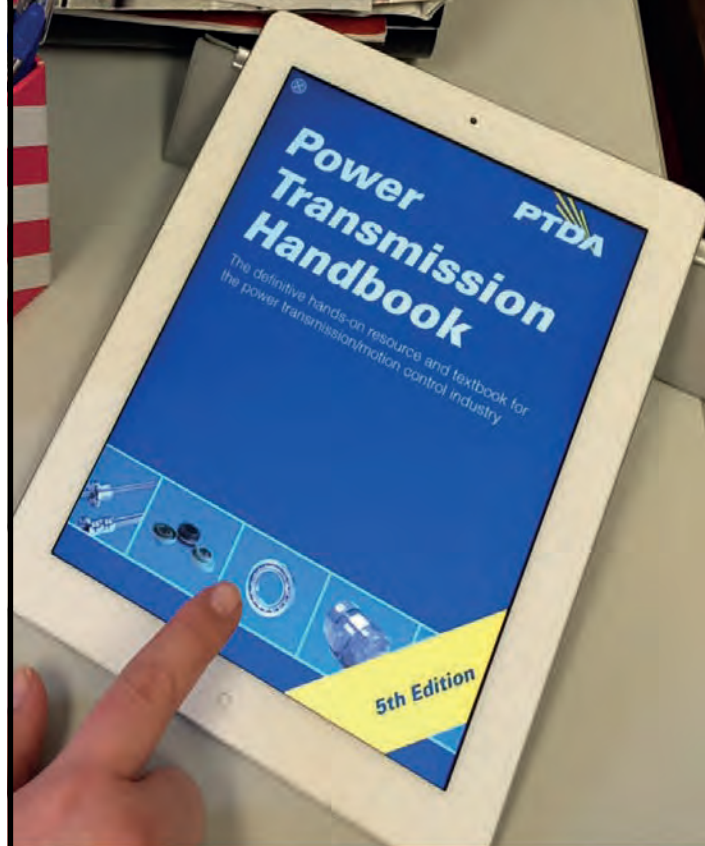
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BEARINGNET UPDATE

**Would you like to have some of your RFQ's dealt with automatically?
Then the AutoQuote facility is for you...**

Autoquote will let you choose a selection of your RFQ's to delegate to BearingNet for pricing on your behalf. Get a response to people in seconds, 24/7!

Autoquote is a flexible tool and can be used to suit your situation. You can configure it to handle just low value orders, to handle certain parts of your product range, for your domestic market or just for certain companies you choose.

By letting Autoquote handle some enquiries you have given yourself more time to deal with more complex enquiries.

And it's really easy to implement. Just provide the pricing data in your inventory list for the lines you want to Autoquote, then you can set up some rules for how you want Autoquote to work for you (we will do this for you if you want!)

For more details speak to BearingNet support@bearingnet.net



PICARD

LINEAR

MCB AND ILJIN STRENGTHENS PARTNERSHIP IN MEA WITH MOU SIGNING

ILJIN, the leading global wheel bearing manufacturer, signed a Memorandum of Understanding (MOU) with Mineral Circles Bearings (MCB) to strengthen the partnership established in 2012.

The agreement was signed by Yoon Joo Lee, ILJIN Global's Executive Director, and MCB's Managing Director, Safaa Alwan, in the latter part of 2015. The MOU focused mainly on the new tapered roller bearing range and business cooperation strategies for Middle East and Africa (MEA) for 2016.



مينرال سيركلز بيرينگز
mineral circles bearings

Mrs. Lee stated that both companies make a good synergy by benefitting from each other's strengths. ILJIN to gain more brand power in MEA which is MCB's territory of expertise to expand its premium product portfolio, through ILJIN's top of the line tapered roller bearings (TRB), that are commonly used in automotive and machineries (construction, mining, and agricultural).

Hassanein Alwan, MCB's Marketing Director said, "Our relationship with ILJIN is more than a distributorship level. We are their strongest partner in the region. This MOU is a blueprint for us to deepen our commitment on commercial investments and trade links."

The breakthrough agreement enabled both companies to advance on their product and market diversification efforts, despite global risks

that affect major and emerging economies. Alwan stated, "New opportunities arise during difficult times. While everyone is on wait-and-see mode, we introduce the ILJIN TRB range due to a foreseen increase in demand in countries such as Egypt, Libya, Iraq, KSA and Syria. Since ILJIN is the original equipment manufacturer (OEM) for South Korean and American made vehicles, we are confident on the success of this venture as these car makers are preferred in the region."

Mrs. Lee reported that MEA is currently the second biggest market for South Korean vehicles, making their products vital for the growth of automotive aftermarket sales, the region's current focal point of business. She added that MCB's strategic location in Dubai, one of the leading export hubs worldwide, is vital to the success of the cooperation.

To fast track the terms of the agreement, MCB is now accepting local distributors. Hassanein Alwan says, "With our improved relationship with ILJIN, our customers can expect better service, competitive pricing and stock availability."

With ILJIN's innovative product and MCB's powerhouse market base combined, this MOU is a force to reckon with in the Middle East and Africa's highly competitive automotive aftermarket industry.

www.mcb.ae

ABOUT ILJIN

Established in South Korea in 1978, ILJIN is a leading global wheel bearing expert and an OEM supplier to many of the world's largest car manufacturers. Apart from wheel bearings, it also specialises in automobile component business, serving the needs of the aftermarket industry. Yoon Joo Lee holds the following key positions in ILJIN founded by her father, Sang Il Lee, who is also the company's CEO/Chairman.

- Executive Director ILJIN GLOBAL
- Sales Group/Executive Director ILJIN BEARING ART
- Tianjin ILJIN President

MINERAL CIRCLES BEARINGS

Mineral Circles Bearings is the first company in UAE to specialise in automotive bearings. For more than 30 years it has established itself as a leading supplier and manufacturer of automotive and industrial bearings with eight premium brands under its portfolio. MCB's vast geographic reach serves its customers in over 50 countries with eight branches worldwide.

To maintain its position in the industry, MCB lives up to its mission of "keeping the industry in motion by supplying quality bearings at competitive prices to ensure customer satisfaction."

CONFESSIONS OF A BEARING GEEK



It's the summer of 1996. I've just graduated high school, I've been accepted into my local University to study Mechanical Engineering and I'm feeling pretty good. I'm rocking around Ottawa in my white Toyota Tercel (yes, with the sports package), my company supplied Motorola StarTac flip-phone fashionably clipped to my belt and the unlikely pairing of full 'bearing business tycoon-in-the-making' swagger and post-pubescent teenage awkwardness.

In my trunk ("boot" for those of you who don't speak proper English) you'll find a cartridge containing 6 CDs wired directly to my car stereo. What's in the CD collection? Probably Oasis, the Fugees, maybe the Spice Girls and even my favorite Spanish group Los Del Rio. - the Macarena.

I've been working in our family business for many summers now (probably more than are legal Dad!) but now it's time to grow up. I'm the new face of the business. People are looking to me to make big changes and bring us into the 21st century with technological leaps and bounds and I certainly don't want to disappoint.

It was time to look into this internet thing. Feeling adventuresome, usually after dinner, I would unplug the phone cord from the family phone in the kitchen and plug it into the computer. I remember firing up the modem and waiting 20-30 seconds for a

20 YEARS IN THE MAKING

MITCH BOUCHARD

connection (not to mention that infernal toaster-choking-a-robot screeching sound - was that really necessary?). There really wasn't much to do online... I don't have an email address and this is pre-ICQ. After 5 to 10 minutes, either one of my 3 sisters would pick up a phone and disrupt my connection, or my mom would come by and remind me that we were paying \$10 per hour for the interweb, so I would get off.

The World Wide Web was all the rage, and it was going to change the world. Apple stock was at \$18 and AOL was the most popular website by far. Amazon was getting press for actually having a site where you could search books by their author and title (and even exchange reviews with other users!). Netscape was the most popular search engine although I preferred Lycos and Alta Vista myself and the patent for some form of musical file encoding called 'MP3' was just being granted. Google was on the cusp of its inception.

Meanwhile, completely unbeknownst to me, somewhere on the other side of the world, a few British gents were busily incorporating a small company just north of London, which would seriously impact my business career, and probably yours as well. That company, of course, was BearingNet.

My cousin Marc Bouchard signed our company up for BearingNet in 1998. We were the first Canadian member and probably one of the first in North America. Ours being a company founded in 1946 who believes in high inventory levels, Marc knew that sharing our inventory with people all over the world would lead to great business opportunities, not to mention allow us to make contact with people from across the globe to exchange ideas and information. BearingNet also allowed us to validate certain part

numbers which the local country office of certain major bearing manufacturers could not, and even had forums for us to ask questions (although most of the threads got hijacked by the usual suspects... but that'll be a discussion for another article!). What an amazing platform.

Just for perspective, the Dallas Cowboys won the Superbowl that year, the New York Yankees won the World Series, Nick Faldo won the Masters, Yevgeny Kafelnikov (who?) won the French Open, the tour de France was won by Bjarne Riis and the entire world was enthralled by the Olympics in Atlanta, Georgia. Braveheart won best picture at the Oscars and Nicolas Cage and Susan Sarandon (the same one from the Rocky Horror Picture Show?) won best actors.

Fast forward now to real time. It's 2016, and BearingNet is turning 20 this year (which is 1,000 in technology company years by the way). **In terms of significant events in the history of industrial distribution, I sincerely believe that the creation of the BearingNet platform is not far behind the patenting of the ball bearing, tapered roller**

bearing, and spherical roller bearing. We all know that our friends at BearingNet are very modest and certainly don't appreciate being publicly recognised, but I think everyone at BearingNet is part of something special (not to mention some of my favourite people in the industry), and have allowed all of us to participate with them. Not only did they set up this platform to connect us all and allow us to trade inventory and stories, they also organised conferences for us to meet each other and even facilitated some of our disputes. **This feels like as good a spot as any to congratulate everyone at BearingNet on 20 years of continued success and to thank the entire BearingNet team for their attention and innovation in the space of industrial distribution. We're all looking forward to the next 20 years.**



www.gbs.ca

www.bearingnet.net

DESIGNING WITH CERAMIC BEARINGS

Do you know when and why to use ceramic bearings? You're about to...

Erick Sloan from Carter Manufacturing Limited writes an Engineer's guide to design using ceramic bearings.

It is very important to understand the advantages and disadvantages of ceramic bearings before designing them into your application. This article will highlight the pros and cons, outline the common ceramic bearing materials and present the material properties compared with 440C Stainless Steel for engineering purposes.

Advantages

Ceramic microstructures enjoy covalent bonding inherent between non-metal elements. This means they share electrons. This atomic co-operation yields a very strong attraction force and because of this, ceramics offer a series of benefits in

comparison to metals.

- They normally have a high hardness (70-90 HRC) and elastic modulus. This means they are resistant to shape change when loads are applied along with improved wear characteristics.
- Ceramic bearings can run lubrication free. This is because ceramic materials don't micro-weld.
- It takes a great deal more energy to increase the bond length of a covalent bond meaning there is less thermal expansion.
- Ceramics are non-metallic, nonferrous materials. Their high degree of corrosion resistance allows them to perform excellently in wet and chemically-corrosive environments.

• Many engineering ceramics also have a low density leading to improvements in bearings' operational speeds.

- Due to the lack of free electrons in most ceramics, they are non-magnetic and excellent insulators.

Disadvantages

I know what you're thinking: *Look at all of those advantages! Why aren't all bearings made of these brilliant materials?* But I'm afraid I have a bit of (potentially) bad news.

- Ceramic bearings are substantially more expensive than their metal counterparts due to material and manufacturing costs.



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- Ceramic bearings have lower load capacities in comparison to metals and are sensitive to thermal shock. Thermal shock is when the temperature gradient within the material causes a differential expansion, which results in an internal stress. This stress can exceed the strength of the material thus forming a crack.
- Ceramics are also more difficult to achieve a high quality surface finish. However, due to recent technological advances, higher precision classes are now possible with Carter ceramic bearings.

Advantages vs Disadvantages Chart

This table highlights the previously mentioned advantages and disadvantages:

Ceramic Bearings	
Advantages	Disadvantages
▶ High Hardness ▶ High Elastic Modulus ▶ High Corrosion Resistance ▶ Ability to run without lubrication ▶ Low Thermal Expansion ▶ Low Density ▶ Non-Magnetic	▶ High Cost ▶ Lower Load Capacities ▶ Sensitive to Thermal Shock ▶ Difficult to achieve a high quality surface finish

Table 1: Advantages and Disadvantages of Ceramic Bearings

Common Ceramic Bearing Materials: Silicon Nitride, Zirconia and Silicon Carbide

Silicon Nitride combines the retention of high strength and creep resistance with oxidation resistance. It has better high temperature capabilities than most metals and its low thermal expansion coefficient gives a better thermal shock resistance

in comparison with most ceramic materials.

Silicon Nitride is black in colour and the material of choice for vacuum and high speed applications. It's 58% lighter than traditional steel which significantly increases fatigue life time. Unlike other ceramic materials, Silicon Nitride can hold similar loads to bearing steel.



Picture 1 (right): Example of Silicon Nitride Bearings

Zirconia (ZrO2) is white in colour and is the material of choice for high temperature and corrosive applications, but has a density and thermal expansion more similar to steel than that of any other ceramic material.

Less frequently used than other ceramic materials due to its raw materials cost and difficulty to machine, Silicon Carbide offers the best heat and corrosion resistance of all the ceramic materials.

Silicon Carbide is best used under low loads and in highly corrosive environments.

The material properties of these ceramic materials are listed in the tables below along with 440C Stainless Steel.

Conclusion

Ceramic bearings exhibit a vast range of advantages for engineering applications but also have disadvantages that must be taken into consideration. They are extremely hard, corrosion-resistant and have a high elastic modulus. They are able to run without lubrication, have low thermal expansion, are normally low density and have non-magnetic qualities. However, they are expensive, have low load capacities, are sensitive to thermal shock and a high quality of surface finish is difficult to achieve.

Whether you are using Silicon Nitride, Zirconia or even Silicon Carbide, ceramic bearings are available for a wide range of applications such as space, chemical, medical, and scientific instrumentation.

If you think your application requires a ceramic bearing or just want to speak with an expert, contact Carter Manufacturing Limited at +44(0)1865 821-720, email sales@carterbearings.co.uk or visit www.carterbearings.co.uk.

Author: Erick Sloan, Carter Manufacturing Limited

Zirconia		Silicon Nitride		Silicon Carbide		Stainless Steel (440C)	
Density	6.05 g/cm ³	Density	3.2 g/cm ³	Density	3.1g/cm ³	Density	7.6g/cm ³
Linear expansion coefficient	10.3×10 ⁻⁶ /°C	Linear expansion coefficient	0.1×10 ⁻⁶ /°C	Linear expansion coefficient	3.9×10 ⁻⁶ /°C	Linear expansion coefficient	12.5×10 ⁻⁶ /°C
Hardness	1300Kg/mm ²	Hardness	1450Kg/mm ²	Hardness	2200Kg/mm ²	Hardness	750Kg/mm ²
Elastic modulus	220GPa	Elastic modulus	310GPa	Elastic modulus	380GPa	Elastic modulus	200GPa
Poisson's Ratio	0.31	Poisson's Ratio	0.27	Poisson's Ratio	0.16	Poisson's Ratio	0.3
Electrical Resistance	1013Ωcm	Electrical Resistance	1016Ωcm	Electrical Resistance	108Ωcm	Electrical Resistance	6.0×10 ⁻⁵ Ωcm

Table 2: Material properties of Zirconia, Silicon Nitride, Silicon Carbide and 440C Stainless Steel

BEARINGNET ARE AWARDED EPTDA'S 'BEST PROMOTER'

At the 2015 annual EPTDA Convention in Barcelona, BearingNet was awarded the 'Best Promoter' by Elizabeth Meister.

"EPTDA is happy to hand over to BearingNet the best promoter award (Category: Associate Members) and thanks you for constantly promoting our association - offline but especially online, the EPTDA website is better known because of the EPTDA logo promotion on your website." **Hans Hanegreefs Executive Vice-President EPTDA**

Throughout 2015 BearingNet have worked closer than ever with the EPTDA to give their members on BearingNet greater recognition.

Peter Annis, MD of BearingNet said "I was thrilled to receive this award! Our objective is always to help distributors trade better and this latest co-operation with the EPTDA helps us to achieve this."



BearingNet was established in 1996 and is the world's largest bearing and power transmission inquiry system designed



Two strong organisations with the same goal, serving and developing the PT industry!

Curt Carlsson CEO of Nomo Group & 2015/6 EPTDA President

for Bearing and PT distributors.

Since 2003 BearingNet have been a Gold Associate Member of the EPTDA and proudly display their logo on the front page of the BearingNet website.

Both organisations play a huge role in the bearing and power transmission industry and so it is only right that the two organisations at the heart of the industry should cooperate to benefit their members.

"EPTDA, the EMEA association of high quality distributors and manufacturers in the PT/MC industry, acts as a stamp of quality for its members. For this reason, having the EPTDA logo on the BearingNet profile pages of all our members helps their positioning in the

BearingNet online marketplace as high quality, trusted distributors and manufacturers. EPTDA is thankful to BearingNet for the cooperation, allowing us to provide an extra benefit to our members who are also BearingNet users." Hans Hanegreefs

In cooperation with the EPTDA BearingNet developed a system that identifies members of the EPTDA and highlights them as 'Authorised Distributors'. As well as this, there is now a separate area in the BearingNet forums which is exclusive to EPTDA members.

Current president of the EPTDA, **Curt Carlsson CEO of Nomo Group** In Sweden has been a member of BearingNet since 1997 and working in the industry since 1972. BearingNet spoke to Curt about the industry, how it has evolved and how the presence of organisations such as BearingNet and the EPTDA have helped PT distributors move forward...



“ From my start the industry has changed a lot, from a vast number of manufacturers to a fairly small group of consolidated companies, but with a number of specialists still remaining. The invention of the fax machine and later the computer then the internet, has revolutionised our world. Today it has completely changed with the Chinese presence being the most significant. With the help of BearingNet we at Nomo have been able to both source and sell products all over the world. This has meant we have been able to give our customers a better service.

From September 2015-2016 I am the president of the EPTDA. My first experience with EPTDA was in 2002 when I attended my first annual convention - I have been to every meeting since then. My goal is to continue on the strategy and path that has been laid out in our strategic plan, but also to modernise and develop EPTDA to an up-to-date organisation in the new global and digitalised world. EPTDA must move from a pure networking organisation

to a navigating organisation. EPTDA stands as a quality stamp within our industry but we need to bring more benefits to our members. Our co-operation with BearingNet is one way of increasing the add-ons for our members but also vice versa. Two strong organisations with the same goal, serving and developing the PT industry.”

Paul (Des) Spillings Acorn Industrial Services Ltd



Both the longest standing member of BearingNet and a committee member of the EPTDA tells us how BearingNet has become an integral part of their day to day work tasks...

“ BearingNet was one of the first real changes that I found in our industry and Acorn are still extremely proud to have been the first stock list on BearingNet. From having one dial up computer in the middle of the office to BearingNet now being the start up function on almost all of

our PC's everyday. **Could we imagine our daily bearing lives without BearingNet?**

Another great change for us was the start up of the EPTDA. Other than BearingNet User Meetings led by John Bass and some small BearingNet Roadshows, for us there was no real forum to talk and meet with our colleagues around Europe. EPTDA changed all this. Acorn joined EPTDA in 2000 and our first meeting was in Berlin where the conference is to be held again in 2016. I have since been fortunate enough to be invited to join one of the EPTDA committees and it really is interesting to see how other companies and people approach projects and problems - it is still a great place to share and learn new ideas and thoughts on our market.

In my opinion both the EPTDA and BearingNet have helped Acorn grow over the last 20 years and we need both organisations to keep pushing and progressing so we can all try and stay one step ahead!”

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GENERAL SUPPLY DI BOTTAI BARBARA'S NEW DISTRIBUTORSHIP

General Supply di Bottai Barbara are now authorised distributors of CPM Special Bearings, one of the main Italian bearing manufacturers. This adds to the list of brands General Supply stock including Timken and other USA bearings CPM manufactures.



Marcello Arbicone said "We have recently developed our own brand GSB, in order to provide our customers with high quality products mainly produced in the EU and USA. Our GSB range focuses on large size bearings, special bearings and precision crossed roller bearings like the XR Crossed roller type."

Our core business is distributing USA bearings, but we normally are very competitive also on major European brands (e.g FAG-INA-SKF...) for which we are freelance independent distributors.



We are also a great opportunity for our overseas customers as we have good connections with main european stockists and can help with hard to find items.

See more at General Supply di Bottai Barbara's website www.general-supply.it



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IDC-USA EXPANDS INTO CANADA WITH IDI

Independent Distributors Cooperative – USA (IDC) has expanded its independent power transmission distributor network into Canada, with the addition of 13 new IDC Authorised Locations. The IDC Board of Directors recently approved the membership application submitted by IDI Independent Distributors, Inc. (IDI) in Mississauga, Ontario.

IDC is a national purchasing and marketing cooperative representing over 200 independent power transmission distributor locations. IDI is a cooperative of independent industrial distributors who specialise in bearings, power transmission, fluid power, as well as industrial and safety products.

Both cooperatives use the combined purchasing power of their independent distributors to better serve their customers and provide supply channel efficiencies for their preferred suppliers. The cooperatives have had a strong working relationship for over 20 years.

“We are thrilled to have IDI as a member of IDC-USA,” said **Jack Bailey, president and CEO of IDC**. “We have worked with them for years and have always thought of their distributors as family.”

“We are always looking for new ways to support our distributors,” said **Scott Bebenek, president of IDI**. “For decades, both IDC and IDI have excelled at breaking down barriers for the independent distributor. We now look

forward to working together to break down borders between our countries to form a true North American purchasing entity.”

About Independent Distributors Cooperative – USA

Established in 1988, IDC-USA is a distributor-owned purchasing and national marketing cooperative of independent distributors of industrial bearing, power transmission and industry related products. The cooperative currently consists of over 200 independent distributor locations representing over \$1 billion in annual sales. IDC-USA's Distribution Center, IDC University and Corporate Offices are headquartered in Indianapolis, Indiana. IDC-USA serves the western half of the United States from its Reno, Nevada distribution center.

IDC-USA®

About IDI Independent Distributors, Inc.

Since its inception in 1981, IDI has grown to approximately 100 shareholder members, representing more than \$1.1 billion in revenues and close to \$800 million in purchasing power. Located in Mississauga, Ontario the IDI cooperative services over 300 independent industrial MRO distributor locations in four key sectors: Industrial, Safety, Power Transmission/Bearings and Fluid Power.

www.idc-usa.com



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GRAINGER TO CLOSE 55 BRANCHES IN 2016 AS Q4 SALES & PROFIT DIP

Grainger reported its 2015 fourth quarter and year end earnings in January for the period ending December 31st.

The company posted Q4 sales of \$2.48 billion, down 1.3 percent year-over-year, narrowly beating analysts' expectations of \$2.47 billion. Q3 sales were \$2.53 billion. Meanwhile, Grainger's profit of

34 distribution centers. The company closed 49 U.S. branches throughout 2015, closed 16 branches in Canada, and 16 branches at Fabory (company) in Europe.

For the full year, Grainger's 2015 sales of \$9.97 billion was a slight increase from 2014's \$9.96 billion, while profit of \$769 million was down 4 percent from 2014's \$802 million.

in the United States and Canada in 2016."

Sales in the U.S. which accounted for 74 percent of Grainger's total revenue in Q4 declined 3 percent. Here's how Grainger said its Q4 U.S. sales performed by end market:

- Retail was up in the mid-single digits.
- Government was up in the low single digits
- Light Manufacturing was flat
- Contractor and Commercial were down in the mid-single digits
- Heavy Manufacturing was down in the high single digits
- Reseller was down in the low double digits
- Natural Resources was down in the low twenties

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\$145.2 million was a 2.4 percent yearly decrease from last year. Q3's profit was \$192.2 million.

As expected, the company attributed the sales and profit declines to ongoing foreign exchange headwinds, low oil prices and lower pricing.

In its Q4 earnings release podcast, Grainger stated that it plans to close 55 branches in 2016 as it continues to adjust its U.S. branch network.

Grainger closed 47 branches worldwide in Q4, including 36 in the U.S. and nine in Canada, bringing its year-end branch count to 667. It has

Jim Ryan - Grainger CEO says "This was a challenging year for us and for most industrial companies, with an unprecedented combination of declining oil and commodity prices, low inflation and a strong U.S. dollar," said Jim Ryan, Grainger's chairman, president and CEO.

"We took action in 2015 by restructuring several of our businesses, resulting in a leaner cost structure. As previously communicated, we will continue to execute changes



Grainger's Canadian segment – representing 8 percent of total company revenue had a 27 percent sales decline in Q4. All end markets except Government and Forestry were down from last year. Geographically, sales in Alberta were down about 30 percent, while all other provinces were down a total 4 percent.

Grainger's Other Businesses segment – representing 18 percent of total company sales includes operations in Europe, Asia and Latin America – saw Q4 sales increase 41 percent year-over-year. The considerable increase was largely due to a 33 percentage point gain from the Cromwell acquisition and an 18-point gain from growth in volume and price.

www.grainger.com



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MORRIS LUBRICANTS PROUD TO FLY THE UNION FLAG IN EXPORT MARKETS

Quality products, first class service and the Union Flag are the cornerstones to Morris Lubricants' export success.

The 146-year-old lubricants manufacturer has seen exports grow by more than 30 per cent in the past year alone. Today one in every four litres made at its Shropshire headquarters is shipped overseas, accounting for more than £11 million of its total sales of £50 million.

Morris Lubricants' products are distributed to 80 countries worldwide, with new markets constantly being explored. In the Middle East, the company has reported a 70 per cent increase in exports in 12 months, with commercial vehicle lubricants and industrial process fluids and greases in great demand.

Stephen Dawe, international business director, said: "We set ourselves aside from the rest of the industry where service levels are concerned, by building incredibly close relationships with our customers, regardless of whether they are buying a million pounds worth of goods or one or two pallets at a time. We tend to their every requirement and it works."

Family-owned Morris Lubricants, which employs 140 people, has also benefitted from proudly displaying the Union Flag on most of its products for the last 15 years. "It's still an emblem of quality," said Mr Dawe. "The British brand does carry a certain amount of heritage and tradition, particularly in Middle Eastern countries and places like Australia and New Zealand."

The company was founded by entrepreneur James Kent Morris in 1869, when at the age of 22 he left home to set himself up in business as a grocer and candlemaker in Shrewsbury. He started by leasing a premises that comprised a house, three warehouses,

a candle house, a stable and a shop, which he purchased in 1887 for £800.

Sadly, in 1891, James died at the age of 44 following a pony and trap accident and was replaced at the company's helm by his eldest son, also called James, 18, who was supported by trustees.

As demand for lubricants increased rapidly, the Morris family expanded its range to include substantial quantities of government surplus oils, purchased from the Disposal Board set up at the end of World War I.

Today, the company is run by managing director Andrew Goddard, fifth generation of the Morris family and his father, David, is a director. Morris Lubricants is now one of Europe's leading oil blenders and marketers, offering an extensive range of performance lubricants covering a wide variety of application areas including industrial.

www.morrislubricants.co.uk





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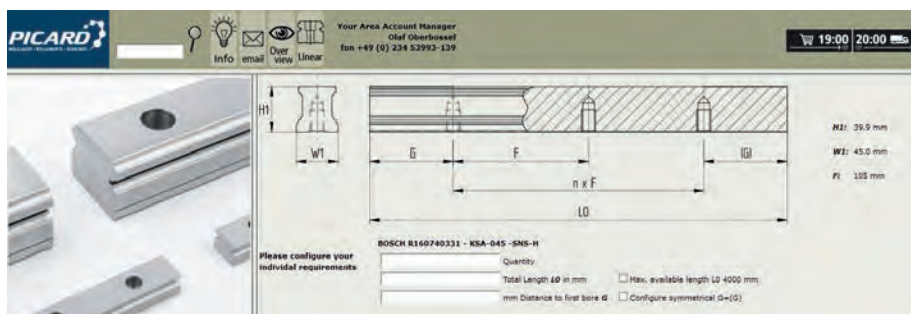
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Distributor News

WHAT YOUR LINEAR EXPERIENCE COULD LOOK LIKE

Customer testimonial - Lars Tilly, Scandinavian Motors AB:

"When I started my own company, Scandinavian Motors AB, it felt natural to contact PICARD as a supplier, due to the excellent service and professional help provided to me over the years (whilst employed at my previous company). While on vacation in the Netherlands with my wife Sandra, I received two urgent customer requests for linear bearings, guideway assemblies and various bearings contacted with the details. Picard informed me of their new Linear Centre and the fact that you could supply the required items at short notice. I used Picard's website to configure the linear guideways and found it very user-friendly.



Sandra and I decided to cut our holiday short and take a detour to Bochum to collect the items, visit the new Linear Centre and watch the cutting of linear rails according to my order. We were very impressed by Picard's high standards, wide range of products and attention to detail.

The next day my customer had his guideways and carriages. He was extremely surprised at the short delivery time that no other supplier in Sweden could offer.

Some days later another customer placed an order very late in the afternoon for 3 guideways (each 1.89 meters) for a maintenance job - Picard shipped them the same day.

My customer could use these rails, far quicker than he expected. Job done!

The access to Picard's premium linear motion products gives me great opportunities to make more business deals with my customers. Stocking these products is an excellent addition to Picard's product range."



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MOTION INDUSTRIES ANNOUNCES ORGANISATIONAL CHANGES



Keeping Industry in Motion

Motion Industries, a leading distributor of industrial maintenance, repair and operation replacement parts is pleased to announce several key changes as part of the company's organisational structure alignment, according to Motion Industries' **President and CEO, Tim Breen**. The changes were effective as of January 1, 2016.

"After careful review and consideration, we have identified several areas of strength to leverage," said Mr. Breen. "I feel these changes will better prepare us for the opportunities and challenges ahead."

Randy Breaux assumed the position of Senior Vice President of Marketing, Distribution and Purchasing. In this new role, Mr. Breaux will retain current responsibility for Marketing and Strategic Planning, but gain overall responsibility for the additional areas as above. Mr. Breaux joined Motion Industries in 2011 as Senior Vice President, Marketing after 20+ successful years at Baldor Electric Co. In 2014, he was promoted to his most recent position of Senior Vice President, Southern U.S., Marketing and Strategic Planning.

Tony Cefalu was named Senior Vice President of Hose & Rubber, Shops and Service Centers. In this new position, Mr. Cefalu will continue to lead Motion's efforts for hose, rubber, gaskets and now has the added responsibility for Shops and Service Centers including Automation, Fluid Power, Pumps and Repair. Mr. Cefalu started his career with

the Berry Bearing Company in 1983, which became part of Motion Industries in 1993. He held positions of Manager of Hose and Rubber,

Regional Manager, Vice President/General Manager of the Chicago Division and Group Vice President of Mi Hose & Rubber and Senior Vice President/Group Executive for the Central Group and Mi Hose & Rubber. In 2014, Mr. Cefalu was promoted to his previous position of Senior Vice President, Eastern U.S. and Mi Hose & Rubber.

Kevin Storer was named Senior Vice President of U.S. Operations, President of Mi Mexico. Mr. Storer's new role will expand to include all U.S. branch and field sales operations. He will continue to have complete responsibility for Motion's Mexico operations. Mr. Storer began his career with Motion Industries in the West Group in 1987, and was a Branch Manager and Regional Manager prior to becoming Vice President/General Manager of Motion's Los Angeles Division in 2000. In 2006, he was promoted to Senior Vice President/Group Executive for the West Group and in 2014, to his most recent position as Senior Vice President, Western U.S. and President of Mi Mexico.

Mr. Breen added, "We are excited about these changes and the growth potential these three executives

represent for our operations, sales and services areas in 2016 and beyond. The impact from their expanded leadership roles, along with our Motion team's outstanding execution, will continue driving new opportunities for Motion Industries in the future."

With annual sales of \$4.8 billion, Motion Industries is a leading industrial parts distributor of bearings, mechanical power transmission, electrical and

industrial automation, hydraulic and industrial hose, hydraulic and pneumatic components, industrial products, safety products and material handling. Motion Industries has over 550 operations including 15 distribution centers throughout North America and serves more than 150,000 customers from

the food and beverage, pulp and paper, iron and steel, chemical, mining and aggregate, petrochemical, automotive, wood and lumber and pharmaceutical industries.

Motion Industries is a wholly owned subsidiary of Genuine Parts Company (NYSE: GPC). Visit our website at: www.motionindustries.com.



Randy Breaux



Tony Cefalu



Kevin Storer

THE CHINESE CHANNEL ON BEARINGNET

It is now 10 years since the Chinese Channel became part of the BearingNet service, so we thought it was a good time to review how this Channel has developed.

Many years ago, when BearingNet was young and run by just four people, we realised we needed help in assessing the inquiries we received from Chinese companies interested in joining BearingNet. Having no in-house skills in any Chinese languages and limited knowledge of the Chinese bearing market we were out of our depth.

Meanwhile in Xian City in China...

CN Bearing, a company of 50 staff, providing internet services for the Chinese bearing industry noticed BearingNet through a Google search and were "pleasantly surprised by some features in common"

This happy combination of interests resulted in a partnership and co-operation agreement between BearingNet and CN Bearing. In November 2005 the Chinese Channel went live.



It has a dual purpose. It helps Chinese bearing manufacturers promote their brands and products to a worldwide audience of distributors as well as enabling distributors to better evaluate and understand the Chinese manufacturers.

Under the partnership agreement, CN Bearing are responsible for marketing BearingNet to the Chinese market. They do this by visiting International Bearing Fairs, advertising on Chinese search engines and through their own website .

CN Bearing are also responsible for determining which companies can join BearingNet. Obviously we are keen to ensure that the same rigorous criteria are applied to Chinese companies as to our other applicants. **Yan Fumei, who runs the Chinese Channel for CN Bearing,** told us:

"For a Chinese bearing manufacturer or trading company, we evaluate it from development history, company scale, main product type and product quality control system, company service system, foreign trade person proficiency, company credit and honor status. If a company has a bad credit or honor in the past, even if his company name was changed, we will not allow them to join the BearingNet Chinese Channel services."

About 60 companies a year are refused access. There are now 57 Chinese Channel companies on BearingNet. Our first customer was **Demy (D&M) Bearings/Giant Bearing Mfg. Co. Ltd, General Manager Dylan Min** (come and meet Dylan at the User Meeting in Hamburg in March!!)



Yan Fumei sees two main challenges currently facing our Chinese customers: The first is the ability of individual companies to focus on their unique selling points and to stand out from the crowd. The second is the fast turnover and proficiency of the foreign trade staff in many Chinese companies.

Going forward to the next ten years these issues will be addressed. BearingNet is offering all companies the ability to promote themselves with a Promo Page where they can show distinctive messages and supply information about their individual strengths while the skills of the foreign sales staff will also have the opportunity to develop and improve as overseas trade increases.

The Chinese bearing manufacturing sector is a huge and important contributor to the worldwide trade in bearings so it is important that it is well represented on BearingNet. It is likely to grow even more in the future so BearingNet will continue to facilitate trade and increase knowledge of the market as we look forward to the next ten years!



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ACTON A/S NEW DISTRIBUTORSHIP FOR STURDI SEALING TECH

Acton A/S has recently been selected by Taiwan-based Sturdi Sealing Tech as the exclusive Danish and Swedish distributor of its Sturdi shaft repair sleeves - a kit for repairing worn shafts. Each kit includes a thin, stainless steel sleeve and a basic installation tool.

Sturdi shaft repair sleeves provide a protective seal running surface and reduce the need for complex and expensive shaft machining, repair or replacement.

Engineered for automotive and industrial applications, the sleeves are designed for ambient-temperature interference fit and are available in various sizes and finishes.



There are four benefits to using Sturdi shaft repair sleeves as an alternative to repairing or replacing a damaged shaft. Sturdi



shaft repair sleeves reduce equipment down time as they are installed without having to remove the shaft. The sleeves are thin, so there is no need to change seal size. The sleeve's surface is machined without directionality, making it more wear resistant and often resulting in a better finish than that of the original shaft. Sturdi shaft repair sleeves have a durable, corrosion free surface, which creates a sealing surface

conductive to extending the life of the seal.

Grooving wear on a shaft can require re-machining, such as metalising, regrinding, or result in the shaft having to be replaced. Sturdi shaft repair sleeves are pushed over the worn running service. A standard depth installation tool is supplied with the sleeve.

Sturdi shaft repair sleeves are suited for applications in industries such as aerospace, agricultural equipment, automotive, construction equipment, food and beverage processing, marine, material handling, mining and natural resources, oil and gas, pharmaceutical processing and power generation.

Automotive applications include, but are not limited to, engine crankshaft front and rear, transmission front and rear; transfer case input and output shaft, pinion differential/yokes, harmonic balancer, camshaft, timing cover; wheel; steering sector/shift shaft.

Industrial applications include, but are not limited to, industrial gearboxes and motor shafts, industrial pumps, crushers, conveyors, motors, reducers, fans, valves and pumps.

"Acton A/S was the obvious choice to be Sturdi's exclusive Danish and Swedish distributor," said **Winston Lai, president of Sturdi Sealing Tech in Taiwan.**

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Distributor News

NKE AUSTRIA AND FERSA BEARINGS FORM STRATEGIC ALLIANCE

Fersa Bearings based in Zaragoza, Spain acquires a 49 percent stake in Austrian bearings manufacturer NKE Austria GmbH, to become stronger strategic suppliers and create synergies for more customer benefits.

Both manufacturers combine their strengths and competences to become even stronger strategic suppliers of bearings for global OEMs and distributors in their market segments; with NKE as a premium alternative for the industrial market sector, and Fersa in the automotive market sector.

Both bearing companies complement each other and combine know-how in manufacturing and distribution of bearings for many years. Through this new partnership, the Spanish multinational company together with the Austrian bearing manufacturer will now have three state-of-the-art production facilities, five distribution centers as well as three R&D centers.

Both brands operate independently. The goal of this European cooperation is to offer customers more possibilities and solutions and the generation of synergies to ensure common business development and growth.

About Fersa Bearings:

Fersa Bearings is a Spanish multinational company that designs, manufactures and distributes complete bearing solutions for the automotive industry worldwide. Founded in 1968, Fersa equips the world's leading manufacturers of commercial and off-highway vehicles as well as light vehicles with precision bearings for axles, gearboxes and wheels ends. Fersa has two production sites, four distribution centres and two R&D centers and exports to more than 85 countries.



About NKE Austria:

NKE Austria GmbH is a bearing manufacturer with headquarters in Steyr, Austria. The company was founded in 1996 by a group of senior staff members of former company Steyr Wälzlager. NKE offers both standard and special bearings for all industrial applications. Engineering, product development, production and final processing of components, assembly, quality assurance, logistics with sales and marketing centralised at its Steyr headquarters. The factory in Steyr is certified to ISO 9001:2008, ISO 14001:2004 and OHSAS 18001. NKE's products are distributed through 15 international representative offices and more than 240 distribution outlets in over 60 countries.



BEARINGNET CONTINUES TO INVEST IN ITS HARDWARE INFRASTRUCTURE

BearingNet regularly upgrade their hardware infrastructure. Most recently, BearingNet upgraded their leased line connections to their dedicated server and increased their data capacity by 300% to meet the growing needs of their customers.

BearingNet's main priority. They want their customers to be able to use BearingNet whenever they need it. This is why BearingNet chose to host their web servers on site, therefore minimising their dependency on third party providers and keeping downtime to an absolute minimum.

Of course, nothing is perfect and occasionally dedicated servers go down, but can always be fixed quickly. BearingNet have further invested in backup systems for all of their potential hardware failure points, including back up servers, routers, internet connections, UPS batteries and two back-up generators if they should lose power for longer than six hours.

RELIABILITY IS BEARINGNET'S MAIN PRIORITY. THEY WANT THEIR CUSTOMERS TO BE ABLE TO USE BEARINGNET WHENEVER THEY NEED IT

This is just one of the significant investments that BearingNet have made to ensure that their services are always available.

BearingNet manage their own web infrastructure on site as it provides better reliability and needs minimal reliance on third party companies to ensure the availability of their services.

"We regard it as essential to maximise the availability of BearingNet to our customers. BearingNet is used 24 hours a day with over 1000 different distributors using BearingNet on any given business day." **Peter Annis, Managing Director of BearingNet Ltd.**

Considering the current pace at which the cloud computing industry is growing within the IT industry, the question on many peoples lips is which is better...cloud or dedicated servers?

It's a decision that every company, entrepreneur and director need to ask themselves. For BearingNet the answer was very simple. Reliability is

"Our availability exceeds that of cloud systems, though the gap is narrowing" **Gary Jenkins Technical Director of BearingNet Ltd.**

BearingNet understand just how much their bearing distributor members rely on them and so they have also recently upgraded their secondary leased line connection, which would be used in the unlikely event that the primary connection malfunctions. This is located at a separate location so that even if the BearingNet office is unavailable the website can still function.

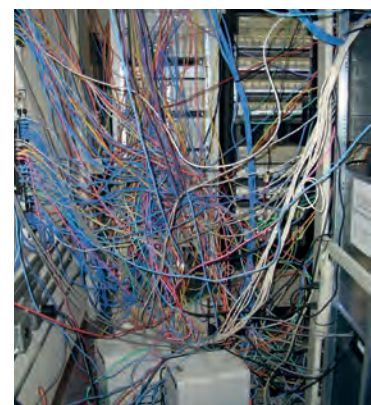
"We have a fully operational offsite capability which we can implement in four hours in the event of total site failure" **Gary Jenkins**

BearingNet invests heavily in modern technology and upgrading servers in order to provide a reliable service and to have control over their own infrastructure. This is an issue that companies using cloud based hosting face where they store their data in an unknown virtual environment.

BearingNet invest far more in their infrastructure than any other competitor website and thanks to this extra capacity they are better prepared for any issues. They can continue to meet the needs of their 1800+ customers and develop new services.

BearingNet understands that this process is never complete. Continuous investment in infrastructure will always be their priority, enabling them to deliver a modern and reliable service.

PS. Our server room looks more like this - haha!



TRADING AT OPPOSITE ENDS OF THE WORLD... 11,659 MILES APART

BearingNet is a small company which operates on a global scale. With over 1800 customers worldwide it is very interesting to see how successfully customers trade when they are at opposite ends of the earth.

Mana Bearing Supplies in New Zealand are over 11,659 miles away from BearingNet in the UK and also the most southerly member. We decided to speak to Rob McCall and see how they started and manage

to do business with other distributors.

How was the company founded?

The company was started around 30 years ago by the then current **SKF New Zealand Sales Manager, Mike Barry** (in those days SKF Sweden ran their own branch operations in New Zealand, Australia & South Africa).

He ran it for 2 or 3 years and sold it to Precision Bearings (who have now disappeared from the New Zealand

market) who ran it until 1990/91 when the previous owner Carl & Bev Aitken purchased a struggling business. Carl & I worked together in

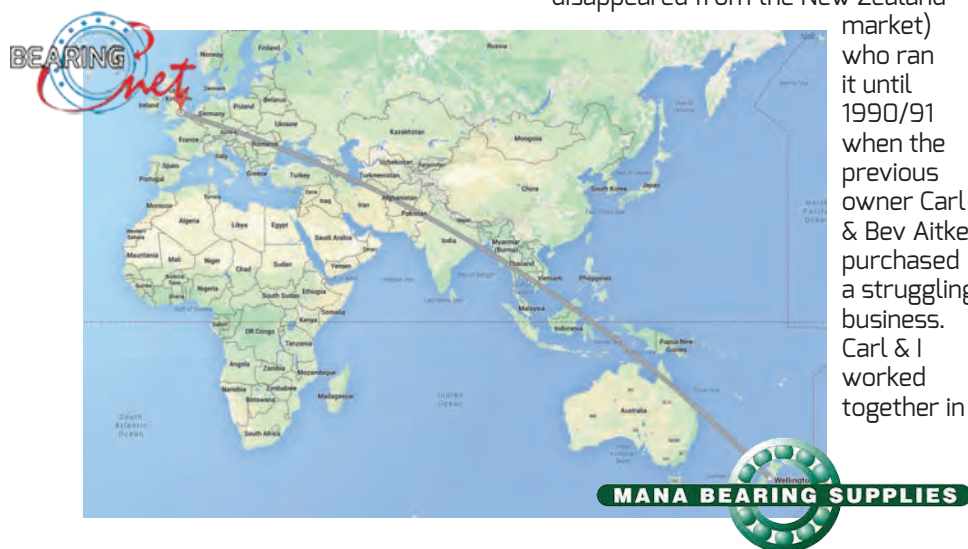
the bearing industry with a competitor 30 years ago, hence the connection. It was no doubt that their ability built the business into a successful operation which my wife Helen and I purchased 11 years ago.

Is Mana Bearing Supplies family run?

Yes, the business is family owned and operated by Helen & myself. We also employ Andy Keay who spends most of his time out and about calling on existing and potential customers. We did for a while have a joint operation (which we ran out of our premises) with the previous owners, where we actively sourced and purchased surplus and redundant bearing stock in New Zealand which we then sold to other bearing company's both nationally and around the world. We have since then purchased the balance of that stock and shut the company down. Carl finally retired!

Do you deal mostly in your domestic market?

We mostly deal with the domestic market here in New Zealand. We service a population base of



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approximately 475,000 people. Unfortunately manufacturing is disappearing from New Zealand so the bearing consumption industrially is declining.

We are located in a city 20 odd kilometres north of the capital, Wellington, at the base of the north island. We service engineering, automotive, construction, agriculture & horticulture, local bodies & infrastructure, transport and manufacturing – **basically if it has a bearing we will sort it.**

Do you face any problems when you trade outside of New Zealand?

We are very aware of our geographical location. For this reason, when we get requests and inquiries from members around the world we always try to make the cost of the item as competitive as possible, as there are members closer to them who can offer quicker and cheaper transit times and costs.

Likewise, when we are looking for items for our customers we just have to tell the customer this is the delivery time and this is the cost due to our location in the world.

What do you use BearingNet for?

BearingNet for us is predominately for sourcing items that are not 'on the shelf' in New Zealand.

What was the most difficult part you ever had to source? Where did you get it?

The most difficult item? Well there have been a few over the years but a few that spring to mind were the wheel bearings (old RIV specials) for an early 1950's Ferrari Monza racing car. Another was the Timken 93812 which is the inner wheel bearing in an early 1970's WABCO motor scraper which we got! One from Lewis in Australia and the other from Brastates do Brasil Com. Imp. In Brazil.

We have sourced a number of old

obsolete items for old cars, tractors, earth moving machinery and railway items over the years.

Which countries take the longest to receive goods from?

The 93812 from Brazil was dispatched promptly by Brastates but once it landed via/into the US we lost quite a few days with customs doing their job – that one took about 2.5 weeks to get to me.

Are you the only bearing distributor in your region?

No we're not – there are two major players in the area and another couple of companies that dabble in the odd bearing – but we are the only specialist bearing company in the area – we don't sell general engineering products.

What is the average delivery time for your items to arrive?

Depends which country it's coming from – generally overnight for Australia, Singapore 2 days, USA, UK, Europe generally 3 to 5 days once payment is received by the seller.

Do you avoid buying from any countries due to difficulties with your location?

New Zealand is well serviced from Asia/Pacific, UK, Europe & USA, but freight costs from other areas can be prohibitive.

www.manabearings.nz



We are seeking to expand our highly successful international distribution network primarily within the industrial marketplace.

We would like to hear and discuss possible distribution partnership opportunities with companies that feel our range of products would benefit their existing product portfolios.

For further information please contact:

Stephen Dawe,
International Business Director

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T: +44 (0) 1743 237510

M: +44 (0) 7860 287657

www.morrislubricants.co.uk



For more information on our vital research into DIPG Childhood Brain Cancer please visit www.abbiesarmy.co.uk

Did you know brain tumours are the leading cancer killer of children?

Responsible for 80% of all brain cancer deaths, the most fatal childhood brain tumour is DIPG.

Terminal at diagnosis the average survival is just 9 months.

Abbie was diagnosed with DIPG aged 6. She died 5 months later.

In the UK a child like Abbie is diagnosed with DIPG brain cancer EVERY 9 days.

Worldwide, DIPG is a death sentence. Help fight the battle against this deadly disease.

Abbie's Army is dedicated to funding DIPG Research to find a cure that will benefit all sufferers from around the world. We fund research at The Institute of Cancer Research, Bristol University and for the DIPG Collaborative.

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ANTIFRICTION AND TIMKEN SIGN MAJOR DISTRIBUTION DEAL

Antifriction will become the UK's principle stockist and distributor of Timken's split cylindrical roller bearing housed units from the start of 2016.

The industrial parts distributor will stock over £100,000 worth of specialist bearings and housings from its UK depots for the engineering industries.

Andy Fleming operations director at Antifriction, comments: "The deal with Timken adds to our portfolio, offering innovative cost-saving products for the sector from stock in the UK. The agreement with Timken is a sign of our ability to attract top of the range suppliers for our expanding

national client base in engineering."

At the end of 2014, Timken, posted its latest turnover figures at over \$3 billion, acquired West Midlands based Revolve, which manufacturers housed split roller bearings for applications in process and heavy industries. Andy Fleming further comments:

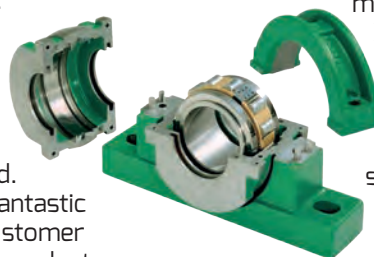
"Our aim is to be the leading specialist distributor in our field. The combination of fantastic technical support, customer service, top industry product offerings and an expanding national presence means that we can be confident in our ambition."

In 2014, Antifriction committed over £500,000 to upgrading its Bristol HQ and Birmingham



Antifriction
COMPONENTS

distribution centre. It has been continuing to build its national infrastructure and will be announcing more depot openings in 2016.



Antifriction also supplies belt drives, chains, lubricants, seals, gearboxes, motors and fluid power products to process and general heavy industrial applications. Antifriction is

part of Italian parent company Gruppo Bianchi, which supplies 250,000 products annually to a client base of more than 21,000 businesses across Europe.

www.antifrictiondirect.co.uk

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SAYGILI RULMAN A.S. ANNOUNCES NEW DISTRIBUTORSHIP FOR RUBENA BELTS

Saygılı Rulman A.S. provides bearing and power transmission products to the entire Turkish market. They are pleased to announce their new distributorship for V-Belts from Rubena a.s., Czech Republic.

Saygılı Rulman has over 10.000 m2 of indoor space and a warehouse with a capacity of 11,000 palets. Its main purpose is to be a solution partner for their customers of belts as well as bearing and power transmission products.

This new agreement is an important and remarkable development for both companies. Rubena belts are produced with high tech and will be supplied to all of the Turkish market via Saygılı Rulman. The sales process commenced April, 2015. Rubena a.s., produces a wide range of products including, Narrow and Wrapped V Belts, Variable speed V Belts, Cogged V belts, Poly V Belts, Farm Belts and Garden types. They also offers services to huge brands in the Automotive and Agriculture sectors.



A WORLD IN MOTION SINCE 1919

KUKKO-Werkzeugfabrik Kleinbongartz & Kaiser oHG is a manufacturer of extractor tools for users in trade and industry.

In 1919, Kleinbongartz & Kaiser oHG, the core company of today's KUKKO Group, was founded by Alfred Kleinbongartz and his brother-in-law Emil Kaiser in Remscheid, the centre of the German tool industry.

Since October 2013, the company location is in Hilden.

KUKKO has been an independent, family run company for four generations and is one of the worlds leading producers of extractor tools of all kinds.



From the very beginning, KUKKO specialised in the development and manufacturing of extractor tools for the non-destructive dismantling of gears, bearings, ball bearings and similar components in all areas of technology.

To this day, the product lines, extractor tools and the company location is in Hilden. Dismantling tools are the core business of the KUKKO Group.

Numerous German and foreign patents, registered designs, and utility models bear witness to the intensive, continuous and successful development work.

www.kukko.com



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JOHN HANDLEY BEARINGS PAST AND PRESENT



Since 1963, John Handley Bearings Ltd have been trading in the Wolverhampton area. John Handley (Senior) was Chief designer at the Briton Motor company and in the late 1920's John Handley worked on and developed the bearing distribution side of 'SEBCO' (Staffordshire Engineering and light Boiler Company). The company developed a major specialisation in Cooper Split Roller bearings. At this point there were only

5 major bearing distributors – how things have changed!

In 1963, John Handley purchased Sebco's ball and roller bearing stock and set up John Handley Bearings Ltd. Handley's son, John Handley Junior, had also developed a keen interest in the business and helped to develop and grow the company, as well as starting a successful power transmission company.



becoming involved in John Handley Bearings Ltd in 2000. Lucie studied at Staffordshire University and received a Business Management degree.

In 2014 Lucie implemented the re-organisation of John Handley Bearings, with the support of her skilled team they have relocated and worked to strengthen their major distributor relationships with Cooper Roller Bearings, Thomson and NSK linear. Fortunate to have Dave Evans, JHB General Manager who brings vast technical bearing knowledge and experience, we are able to assist with more technical queries.

"Being a small but extremely effective, well qualified team, we have the unique ability to place attention to detail at the top of our agenda. We serve customers across the UK and abroad.



A family business for over 50 years – we must be doing something right"
Lucie Tait-Harris.

John Handley Bearings are attending the BearingNet User Meeting in Hamburg for the first time in 2016. They aim to increase awareness of the company and stamp themselves firmly back on the map.

www.johnhandleybearings.com



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- **Customer needed (2) NSK 6910DDUAU25.**
 BDS was able to supply the bearings and update the grease for same-day turnaround in our Class 1000 Clean Room.
- **Customer purchased (60) NTN608ZZ**
 BDS de-greased and re-lubed the bearings. We drop-shipped to their customer and met their production deadline.
- **Customer needed SNW13-2-1/2 for a replacement**
 BDS was able to supply and coat the bearing for a food-grade specific application with a same day turnaround in our Class 1000 Clean Room.



Welcome to the user meeting
 in our hometown Hamburg
 on 3 - 5 March 2016



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THE STORY OF THE BRI-MAC BEARING HOUSING

It was May of 1985. Mr Brian McCairn (founder and visionary), returned home from a hard day in the office. He was the Purchasing Director of a steel processing company. His day was made particularly difficult because no matter how hard he tried, he just couldn't find a trustworthy supplier of cast steel bearing housings. They had to be steel to cope with the tough demands of the steel mills. Nothing else would do the job. He would ask all the big bearing companies – but the prices were too high and the delivery was way too long.

That was it! That was all he needed to realise that there was a demand – a very good demand, for cast steel, solid based bearing housings to meet the excessive loads his steel making machines required. Later that month, BRI-MAC, named after him, was created. and the journey started. That's where



I come in... Soon after graduating, the Father & Son team hit the road! Together, we worked from home for a few months and then moved to new offices. Bri-Mac converted the UK steel mills to SSNT housings – the complete range of SN housings, but in steel. Then the master stroke... Bri-Mac developed a split seal design which reduced the maintenance down time at the mills. We didn't stop there – we then did the same with the SD range and developed the entire range in cast steel, with the same split seal design. All with solid bases.

It was getting a little embarrassing. This small Father and Son team started to make bearing housings for the big bearing housing manufacturers, then as word spread, for the Distributor trade.

How could it be that this little business was so successful – and in so much demand? Easy... not only had Dad filled a niche, but we were fast to adapt, quick to react and ready to hit the drawing board and solve all the special requests thrown at us.



Next big move, and the best move we ever made, we decided to get our "hands dirty", and in 1993 purchased the first set of machines to machine and produce in a newly rented factory. It meant we could be even quicker to react and with total control over our own production, we could touch and feel our own work and ensure we gave our customer "something to see" – looking back, it was impressive.

Then BearingNet arrived – and this small business was able to reach out to overseas markets. Markets we could never have hit on our own. Our name spread and our market share grew and we were fast solving problems and supplying bearing housings to meet all applications.

- ◆ Filling and Packaging Industry
- ◆ Medical Equipment
- ◆ Marine and Mining Industry



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In 2007, we purchased a larger manufacturing facility which today boasts state of the art Machining Centres with big capacity to cope with almost any demand. We have a drawing office which reacts quickly to customer enquiries.

Sadly, Brian McCairn never lived long enough to see the new facility. I'm sure he would be very proud to see how his vision has developed and now has a brand & name that reaches across all continents. It still remains a family business – long standing employees who have a strong connection with the product. We live and breathe it here.

For us, business is simple. Of course there has to be need, and luckily for us even after 31 years, the demand is still there. We recognise this and make sure we can help with anything. It doesn't matter how special, what material you have – whatever the quantity, we will always do our best. Our biggest strength is our flexibility. We could bang on all day about the housings we have made and can make – thankfully, we have the website BearigNet and Twitter to show the world this – we at Bri-Mac enjoy what we do. Every job is different. It gives us a new challenge.

We are a UK company and yes, sometimes business is tough and we just cannot compete with the low cost producers – but we don't want that business. This is not where we position ourselves. Where we succeed is providing a quality service from the first panic phone call to the final assembly which gives the customer the perfect solution.

In difficult times, when it is hard to generate new business – to all the "switched on" distributors who

use us – thank you & well done ! To those of you who have not (yet), the process is easy. Just remember that we can make the bearing housing which surrounds your bearing, and very often it commands more margin. The Bri-Mac housing can then be an extension of your product range and help you to offer a one stop shop. We can supply the housings un-branded,

customers the manufacturing process. We will send you videos of your order and provide updates as we progress. We can supply the material certification and even make



the packing case. Our Shipping department will find the fastest and cheapest way to get product to you. By sea, by air – whatever is required.

I hope this has given you a little insight into who we are and how

we succeed. I personally owe Dad a great debt for finding the niche. My mission is to make sure BRI-MAC continues to thrive and satisfy enquiries from all corners of the planet and make the sourcing process as easy as possible for you. Start today by saying YES to the next time you are asked for a bearing housing – never say NO. Just email us and we will have a damn good go at helping you. We are not saying we can do everything, but honestly, we will do our very best.

Paul McCairn. Managing Director.

www.bri-mac.com



THIS SMALL FATHER AND SON TEAM STARTED TO MAKE BEARING HOUSINGS FOR THE BIG BEARING HOUSING MANUFACTURERS

or if you are feeling adventurous, we can brand them with your name.

We are lucky to be able to supply all the major bearing boys, the big distributors and when there is enough room, our own OEM customers. We have recently manufactured bearing housings for Cement Works, Phosphate Mines, Gold Mines, Crushing, Recycling, Wind Power, Screening, Shale Production, Sewage & Wood Mills.

We succeed because we can show



REASONS BEARINGS FAIL

Things break. No matter what you do, there is always a chance that products will fail. The same holds true for bearings, but that doesn't mean that you can't prevent many of the issues that result in costly downtime.

Here is a guide to the major factors that can lead to bearing failure as well as how you can prevent the issues from happening. Knowing these potential problems and knowing how to stop them can make your application much stronger.

Lubrication Failure

Up to 80 percent of bearing failures are caused by improper lubrication; including insufficient lubrication, use of improper lubricants or excessive temperatures that degrade the lubricant. You can usually spot this failure when rolling elements are discoloured.

Contamination

Contamination is caused by foreign substances getting into bearing lubricants or cleaning solutions. These include dirt, abrasive grit, dust, steel chips from contaminated work areas and dirty hands or tools. You will know when a bearing is contaminated when you can see denting. In order to prevent this you should filter the lubricant and clean work areas to reduce the risk of contamination.

Misalignment

Bent shafts, out-of-square shaft shoulders, out-of-square spacers, out-of-square clamping nuts and improper installation due to loose fits can cause misalignment, which may result in overheating and separator failure. A wear path that is not parallel to the raceway edges of the non-rotating ring is usually a sign of a problem. Inspecting shafts and housings for runout of shoulders and bearing seats and use precision-grade locknuts is a good way to solve this problem.

Fatigue (Spalling)

Spalling is often the result of overloading, an excessive preload, tight inner-ring fits and using the bearing beyond its calculated fatigue life. Fatigue can be indicated by the fracture of running surfaces and subsequent removal of small, discrete particles of material from the inner ring, outer ring or rolling elements. Spalling is progressive and will spread with continued operation. It is always accompanied by a noticeable increase in vibration and noise.

For the full article and more bearing failure signs go to: news.bearingnet.net

BEARINGNET CONFIRM DATES FOR NEXT TWO USER MEETINGS



BearingNet have now signed the contracts for the next European and US User Meetings.

Following the 2016 User Meeting in Hamburg, the 2017 European Meeting will take place in Madrid, Spain. The meeting will be held at the NH Collection Madrid Eurobuilding hotel on the 8th-10th June.

Located in the city's financial district and recently refurbished, is it considered one of the best hotels in Europe for business or leisure.

"We are really happy with this hotel, it is next to the Real Madrid stadium and 5 minutes from the beautiful city centre. Madrid is one of my favourite European cities, especially in June!! I look forward to welcoming 400 distributors to our 11th meeting for a great weekend of networking!" **Nicola Beer – Events Manager at BearingNet**

BearingNet have also confirmed there will be a fourth US User Meeting after holding three successful meetings in Chicago, Atlanta and Miami.

"The next meeting will be held in the US capital city Washington DC, on the 7th-9th September 2017 at the Sheraton Hotel (overlooking the Pentagon). Washington is a fabulous city with so much to see and do – what better place to hold a User Meeting! (Plus the welcome reception venue overlooks the whole of DC!!)" says Nicola.

The BearingNet meetings are a world renowned Networking event which brings together hundreds of distributors from all around the world.

"The BearingNet conference is an excellent opportunity to meet new and existing suppliers and customers in one location from all around the world (and the beer is good too!!)" **Chris Parish – Bearing Warehouse.**

Both the US and European User Meetings consist of two days of BearingNetworking allowing delegates to meet their online business partners face-to-face, create long lasting business relationships and make lots of deals that might not of been made via email.

Bookings can be made from Summer 2016.

Madrid

8-10 June 2017



Washington

7-9 September 2017





www.bearingnet.net

sales@bearingnet.net

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