

BearingNet's Best Bits

BEARINGNet
2017 Edition

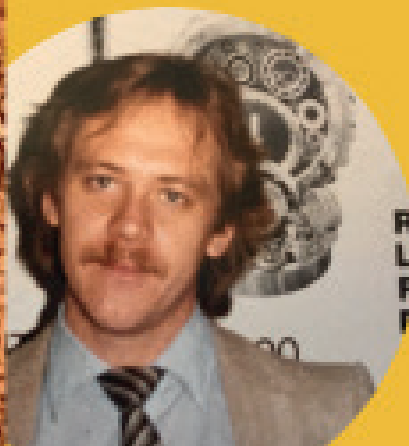


Cover Story:

CRAFT bearings Dakar

The team of Antanas Juknevičius and Darius Vaičiulis raised the level of standards for racers from the Baltic countries. CRAFT bearings team won the 21st place in the Dakar Rally 2017

As Curt Carlsson plans for retirement he tells us about his 45 years in the industry...



Godiva Bearings celebrated their 40th birthday in January 2017. BearingNet went along to see them and find out about the Godiva journey...

...fresh out of school, a young nipper of just 15, Paul Cuthill, came to help out his big brother Ian by working in the office, and also delivering and collecting bearings on his motorbike...

We spoke to Raja from Triveni about having a thriving business in India, the economy and Handbags!!



"In 1998 my Dad said to me "It's always good to earn and spend" that's when I had to stop spending my Dad's money and start making my own - it was then I started my career in the bearing business!"



"BearingNet has helped us bridge the gap between South Africa & the rest of the world! Online features help us stay connected & attending the User Meetings gave us new contacts & friends alike."

Michael Stamatiadis
Bearings 2000 Ltd



"BearingNet has been key in helping us to expand the PTI brand and give greater exposure to customers around the world."

Michael Moonan
P.T. International Corp.



"BearingNet is a vital part of our everyday sales and purchasing activities. We can reach customers we would otherwise never have done business with."

Wayne Gilbank
Acorn Industrial Services Ltd



"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 Bearing business is our work and BearingNet is where we like to do it!"

Antonio Izzo
izzo s.r.l



"BearingNet is a very important platform for ABF Bearings. It has allowed us to reach more customers and do more business on a worldwide scale!"

Arjen Van Beek
ABF Bearings



"We are a family company but with the help of BearingNet we look forward to increasing the expansion of our business on a worldwide scale."

Marcello Arbicone
General Supply di Bottai Barbara



"We can't live without BearingNet!!"

Ismael Klein
Fröhlich & Dörken GmbH



"BearingNet is an integral part of our business model and enables us to showcase our diverse stock-holding to clients worldwide!"

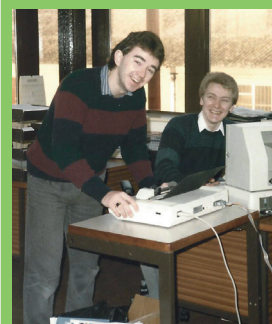
Lester Milton
NBC Group Ltd

CONTENTS

- 4 2016 On BearingNet
- 5 BearingNet Bolt - Ons
- 6 Inventory tips from BearingNet
- 7 Why choose UXG bearings?
- 8-9 **Exclusive:** BearingNet branch out into other PT parts
- 10-11 CRAFT bearings - sponsors of Dakar Rally car
- 12 ABEG Findling - SRU Bearings
- 14-15 **Exclusive:** Who will keep the bearing industry in motion?
- 16 BearingNet catch up with Jack Bailey to talk retirement
- 17 BearingNet Updates
- 18-21 ManEx...Meet the manufacturers on BearingNet
- 22 **Exclusive:** 45 years of Curt Carlsson
- 23 iwis forges new links with Acorn Industrial Services Ltd
- 24-25 The Best of Industry News 2016
- 26-27 **Exclusive:** Godiva Bearings celebrate their 40th birthday
- 28 Throwback: Hayley Group PLC
- 29 BUENAVENTURA GINER INC. alliance with IPH Group
- 30 Two men invent a tool which is now being sold for \$600
- 31 Liebherr delivers a bearing with diameter of 10 meters
- 32 Leco - 25 Years
- 33 SKF destroys 15 tons of fake bearings
- 34-35 Carter- Designing with Hybrid Bearings
- 36-37 2016...it wasn't all bad and here's why...
- 38 Updates from ABF Bearings
- 39 Baltic Bearing Company in Lithuania
- 40-41 **Exclusive:** Kaval's Travel Diary - The highs and lows
- 42-43 **Exclusive:** Being a Bearing Distributor in India
- 44 Look what we found...SKF 1928
- 46-47 Hayley Group & Descours & Cabaud 50/50 partnership
- 48-49 Poland - this year's partner country at Hannover Messe
- 50 20 years of NKE Austria
- 51 BearingNet User Meetings 2017



Page 22



The 40 year
journey of
Godiva Bearings

Page 26-27



Page 8-9



Kaval Travel
Diary to the
Far East

Page 40-41



Look what we
found from
1928...

Page 44



Page 16



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, manufacturers and the industry.

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

You can find all of the articles in this magazine and their source at news.bearingnet.net

2016 on BearingNet

ManEx members



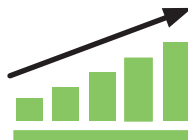
40,000
Page views



1800 companies from 80 countries



10,000
Followers



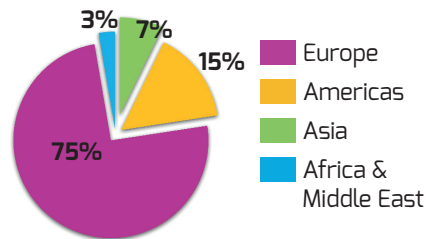
776,824,445
Lines of
inventory
uploaded



19,430,220
Searches
performed on
BearingNet



2,552,975
User logins



7,000 Individual Users



1,914,050
Inquiries sent



Bearings 8860362



Chain 77316



Sprockets 126013



Seals 617160



Pulleys 95609



Belts 350206



BearingNet 10th User Meeting
387 Delegates
from 35 Countries

"BearingNet has helped us find many good trading partners worldwide. It is also a great way to get help with technical issues or problems. We highly recommend BearingNet."

Curt Carlsson Nomo Kullager AB

New feature... AutoQuote

We have a new facility called AutoQuote which enables you to process selected inquiries instantly, saving you time, delivering better service and helping you to work 24/7.

It is a very clever new feature, but complicated to explain which is why we have created Mr AutoQuote (We've even made a Super Hero video!!). Contact us and we will tell you all about it in much more detail.



Mr AutoQuote
Super service.
Super quick.



He works much faster than you



He works 24/7
365 days a year



He offers better customer service

Webshop

If you have a webshop on your company website, you can now link your inventory on BearingNet directly to your webshop. We have learnt a lot from the webshops we currently have on BearingNet and here is what the webshop Bolt-on offers...



- Better customer service (faster buying time)
- It raises your webshop's visibility (our search results screen is viewed 80,000 times per day!!)
- You can price parts and accept orders instantly
- You can respond faster than members without the webshop link
- You can offer your customers the opportunity to consolidate orders

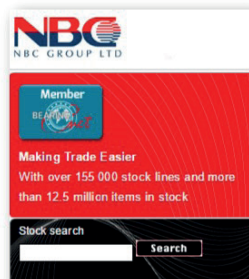
Public Stock Search

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

BearingNet has a facility that offers just that! We can link your inventory listed on BearingNet to your website, and then visitors can search and send you inquiries directly.

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

Check out our new demo page showing you how the public stock search could look on your website ptest.bearingnet.net



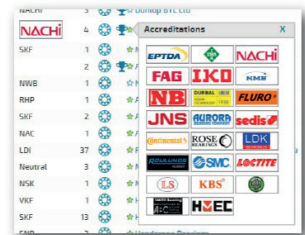
Authorised

Are you an authorised distributor?

Have you worked hard to meet the criteria to become one?

If we don't know you are an authorised distributor, neither do 1,775 other distributors on BearingNet...

Tell us what brands you are authorised in and we will tell everyone else!



We will display the brand logos next to your inventory in the BearingNet search results pages and also list the brands on your company details page.

Promotional Pack

You may have noticed that a number of companies now have a personalised company details page. This page is a part of our Promo Pack which also includes two banner adverts. It is an excellent way to differentiate your company from the other 1,800 members. You can also update your banners and Promo Page throughout the year at no extra cost.



If you have any questions email chrish@bearingnet.net

Inventory tips from BearingNet...

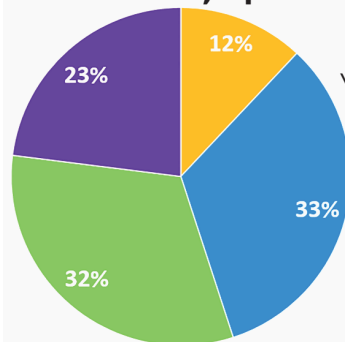
“Companies who update their inventory every week receive ten times the number of RFQs than those who update less than once a month”

Scott Yates - Inventory Specialist

Put the correct PT Type in the 'PT TYPE' column to make sure your inventory is labeled correctly

B is for **BEARINGS**
S is for **SPROCKETS**
L is for **SEALS**
C is for **CHAINS**
T is for **BELTS**
P is for **PULLEYS**
M is for **MISCELLANEOUS**

Inventory uploads...



You should aim to be in this **blue** section!

56% of BearingNet members that upload their inventory, update their list every week/month.

By regularly updating your inventory list you are helping to improve the accuracy of the search results!

	A	B	C	D	E
1	USER NAME	STOCK ID CODE	1	sales@bearingnet.net	
2	!Part	Brand	Quantity	Description	PT Type
3	6202	SKF	6	Bearing	B
4	06B1-28-RW	NEUTRAL	8		S
5	16X24X7B1	SIMRIT	6	Seal	L
6	10-B	NEUTRAL	25 ft	Chain	C
7	SPA907	OPTIBELT	123	Belt	T

On average, members listing between **9,000-10,000 lines** of inventory get over **150 RFQs per month!**

We are here to help!

Go to **YOUR ACCOUNT > YOUR INVENTORY**

BearingNet have automatic checks in place to spot if something goes wrong with your inventory list. Regularly check 'Your Inventory' page to check the health of your inventory.

INVENTORY HEALTH CHECK

INVENTORY STATUS						
Age of inventory	Your inventory is up to date					
Inventory problems	Your part numbers are correct.					
	1% of your inventory has part numbers included in the brand name.					
	Your brands include part numbers. This could cause a problem when other members search for inventory that you have listed. If members search by brands your inventory items may not be found, resulting in fewer inquiries. To get help with this error please visit our inventory help page.					
	You have included brands with your inventory					
	Your lines of inventory have not suddenly reduced compared with last					
	!Part	Brand	Quantity	Description	PTType	
	09081/195	KML	6		B	
	11590/20	KML	1		B	
	14137A/276	KML	2		B	
	151035/245	KML	12		B	
	15106/245	KML	44		B	
	15123/245	KML	38		B	



Needs Attention
No Problems
 Warning: Your inventory list needs attention (see inventory status for details).

Did you know you can set rules and parameters on your inventory...

- You can stop certain companies seeing your inventory
- You can block your inventory from certain countries

Please note, the more companies you stop from seeing your inventory the fewer RFQs you could receive!

We have improved the Seal search on BearingNet. **You can now use dimensional data** to get much more accurate search results.

Q SEARCH

PT Type

Seals

Sort by

Date

Part

e.g. 10035

Brand

e.g. Chicago Rawhide

Qty >=

Country

Any

Inner

Outer

Width

Suffixes

Clear

Search

Remember if you have seals in your BearingNet inventory to clearly mark them with the letter L in the PT Type column of your inventory list. This inventory will then show in both BearingNet and PTSOS-Seals giving you an extra sales channel to sell your inventory!

If you have any questions about your inventory email stock@bearingnet.net



Why Chose UXG Bearings?

Focus

We mainly focus on the production of spherical roller bearings with full ranges from the smallest one up to 500mm OD.

The Most Cost-effective

We manufacture from turning, heat treatment, rollers manufacture, grinding, and assembly process, thus guarantee to provide the most cost-effective products for customers.

Fast Delivery

We manufacture as per order and warehouse stock to meet fast delivery demand from the customer. No MOQ demand, stock ones could be delivered within 5 days, new order could be delivered within 40 days.



BearingNet branch out into other PT parts

www.ptsos.com

2017 sees the launch of the brand new website developed for seal distributors. Using the current BearingNet search system we have developed a more sophisticated version which supports criteria for other PT types.

BearingNet was formed in 1996 by Peter Annis (Managing Director) and Gary Jenkins (Technical Director), as the first online inquiry and information service designed exclusively for Bearing & Power Transmission Distributors. The basic concept was to help distributors from the Bearing and PT industry, trade hard-to-find, obsolete or surplus bearings more efficiently and effectively, ultimately by networking the bearing industry together.

Today BearingNet connects over 1,800 distributors, helping them trade on a daily basis. BearingNet also works closely with manufacturers in a promotional capacity helping them to connect to distributor members worldwide.

BearingNet contains over **10 million** inventory items of which there are currently over 600,000 lines of seals inventory listed so it seemed a logical step to develop a system which will help other PT distributors in the same way the platform has helped bearing distributors.

1. Why has BearingNet decided to branch out into other PT products?

Peter: It's because we believe that our business model has worked for bearings, and we think it will work to a similar extent for some of the other popular PT products. And the first trial of that will be seals. The reason we chose seals is because this PT type is the second largest quantity of product listed on BearingNet.

2. Is the new platform PTSOS the same as BearingNet?

"We believe that the BearingNet business model has worked so well for bearing distributors that it will work with a similar effect for most other popular PT products. And the first trial will be with seals. The reason we chose seals is because this PT type is the second largest quantity of product listed on BearingNet."

Gary: We spent 20 years developing BearingNet to become what it is today. We have worked with a number of seal distributors over the years and although they have said the website worked for them, there was never enough seal inventory to make the membership fee worthwhile. PTSOS - Seals will be exclusively for seal distributors.

From the technical aspect, yes, it is going to be built on the same platform as BearingNet but we are working on improving the search system on BearingNet to include more dimensional data, which will also be used on the seal website.

3. Who are PTSOS looking to work with?

Peter: As a starting point we will populate the website with the 488 BearingNet customers who are currently listing seals on the BearingNet site. This will give us over half a million lines of seal products which is a great starting point to attract other seal distributors to join the new website. We are also offering 6 months free membership to new seal distributors to encourage them to upload their inventory on to PTSOS - Seals. We would really like to work with a seal distributor to help develop the site even further.

4. Are you going to stop with Seals or are you planning on doing the same with more PT types in the future?

Peter: If PTSOS - Seals is successful then it would be fairly easy for us to extend it out to other products, such as belts, drives, gears and clutches. We will see where this takes us first but we could possibly start looking at vertical markets as well, for distributor companies that are dealing exclusively with certain industries e.g. Paper-mills or Timber.

5. Could you tell me anything about the PTSOS domain?

Gary: The domain was registered in 2001 - we were always looking for a generic website address in case we decided to go with this idea. Our USP is the emergency replacement market so we decided

The image shows a screenshot of the BearingNet search interface. It features a search bar at the top with a magnifying glass icon and the text 'SEARCH'. Below the search bar, there are several filter sections. The first section is 'PT Type' with a dropdown menu. The second section is 'Part' with a text input field containing 'e.g. 10035'. The third section is 'Qty >=' with a text input field. The fourth section is 'Inner' with a text input field. The fifth section is 'Width' with a text input field. The sixth section is 'Brand' with a text input field containing 'e.g. Chicago Rawhide'. The seventh section is 'Country' with a dropdown menu. The eighth section is 'Outer' with a text input field. The ninth section is 'Suffixes' with a text input field. There are 'Clear' and 'Search' buttons at the bottom of the filter sections.

PT SOS

Brought
to you by



to buy this domain with the thought that we would use it sometime in the future.

6. When will you launch the new website?

Peter: The plan is to make the site live in the first quarter of 2017. If we are lucky we should have something ready for the end of January. BearingNet will be exhibiting at this years Hannover Messe from the 24-28 April. If you are attending and want to find out more about this new service please come and visit our stand for a demo.

7. Will BearingNet users have free access to PTSOS?

Gary: BearingNet users will have free access to the inventory listed on PTSOS, however, they will access the inventory via BearingNet. Both the BearingNet and Seal databases will be linked, so our BearingNet members will have the benefit of seeing all of the inventory through

the combined search system and the seal distributors will benefit from the 1,800 potential buyers using BearingNet that will be able to search for their inventory.

8. You have recently launched the BearingNet search app, will PTSOS have one for seals?

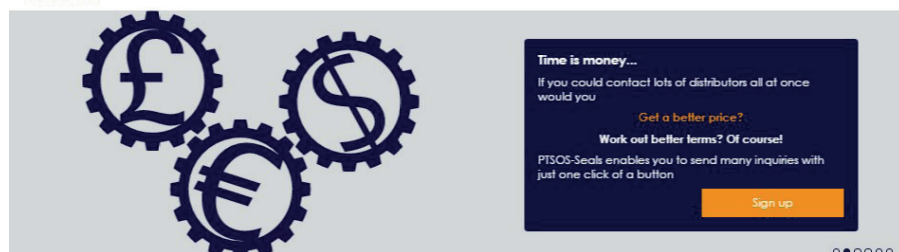
Peter: That's a good question! I can't think of any reason why we wouldn't. It would be fairly easy to redevelop if we wanted to. So if it's successful, if there is enough product demand for it, then yes we will develop an app. But right now we are just focusing on getting the website up and running and finding some customers!



If you are a seal distributor and are interested in finding out more about PTSOS-Seals please contact chrish@bearingnet.net

PTSOS
seals

MEMBERS LIST NEWS FREE TRIAL LOGIN EN



The Seal Distributor Network

About PTSOS-Seals

In the last 30 days:

Seals	628520
Searches	448
Users Visited	11
New Wanted Items	10
New Special Offers	0

This is a new product brought to you by BearingNet. Using our 20 years of experience in the bearing distribution business, we have created PTSOS-Seals, a database specifically for seal distributors to buy and sell from each other.

If your company is interested in stocking less but selling more and buying smarter try PTSOS-Seals today!

BUY

Find special, obsolete, emergency replacement parts

If you haven't got the part you need, instantly source it on PTSOS - Seals

SELL

Find new customers on PTSOS

Upload your inventory and sell your products to distributors worldwide.

Keep your inventory up to date and showcase your products 24/7

NETWORK

Being part of the PTSOS community will help you to trade more effectively

The largest online B2B community for seal distributors

Share knowledge and information by staying connected to your industry peers.

Companies using PTSOS-Seals



BNL Moulded Bearings

Specially designed and manufactured for improved performance over machined bearings





THE NEW MAIN PARTNER OF ANTANAS JUKNEVIČIUS' DAKAR TEAM

The Lithuanian team of Antanas Juknevičius and Darius Vaičiulis, which is going to compete in the 2017 Dakar during January 2017, made an agreement with its main partner and will have a new name – **CRAFT Bearings**

CRAFT Bearings, an international company established in Lithuania, is a manufacturer of automotive and industrial bearings with operations in 80 countries worldwide. According to director Vyngantas Rimgaila, the decision to cooperate together was driven by two main reasons – their similar approach to quality and experience.

"Customers around the world choose us because of our well-developed worthwhile products and reliability. For this reason, we place a great amount of emphasis on experience

in commenting about the new main partner. "While business in our country is often cautious about funding sports, even more than state institutions, there are bold companies that see the benefits of partnership."

The racer says that the choice of partners is primarily based on the values communicated by the company. "I can clearly see that the companies in the list of partners of our company have one thing in common. Whether it is a global brand or a Lithuanian company – all of them are known for professionalism and the high level of services or products in their area, and CRAFT Bearings is a perfect example. The Dakar challenge is not that overwhelming with this team of professionals."

Speaking of expectations of the place to be taken in the 2017 Dakar, Antanas, who will be driving the desert car for the sixth time, was cautious (it is his 8th start in Dakar).



The CRAFT Bearings team will try to achieve the best possible result. However, Antanas admitted that in terms of success, it can be unpredictable. In a good sense.

Lessons learned in the 2016 Dakar

According to the racer, Antanas Juknevičius, the focus in the preparation cycle for 2017 was on the most vulnerable points of the car in this year's competition.

"Last year, we learned the strengths and weaknesses of this car. This machine only had its debut during the last Dakar marathon, so we collected expertise and information. We had most of our problems with the power steering system, so the main task was to find a solution about how we could improve this system. I am very happy that our team of professionals have found the solution and will only have to test it in the conditions of the next Dakar."

A. Juknevičius, having taken part in the Dakar race for 7 times, is pleased to have the most experienced and resourceful Lithuanian engineers and mechanics on his team, so he is not looking for alternatives. "I think our team has some of the best Lithuanian specialists. All the unique solutions with the power steering and other systems show the highest level of professionalism. It is a pure pleasure to race when you have such technical backing", said A. Juknevičius in praising



and professionalism when we choose our partners. Antanas is the most knowledgeable Lithuanian in Dakar. His many years of experience and high achievements are the best reflection of these traits",

"Dakar is a unique challenge and it is not for everyone. Every detail matters and can often affect the final result in such a lengthy and tough competition. Our actions are based on the same approach, therefore, we are proud to be part of the professional team of Antanas." **V. Rimgaila.**

"First of all, I am very happy that the team is being supplemented by such a strong, internationally known Lithuanian company," said **Antanas Juknevičius**

Before the start of the Dakar rally, the Antanas Juknevičius team of CRAFT Bearings will still have a trip to France, to the city of Le Havre. It is from this port that cars, trucks, motorcycles and quads that will start in the competition, and will be shipped to Argentina after a technical commission.

We are unpredictable in a good sense

On Friday, Antanas Juknevičius and his new co-driver, Darius Vaičiulis, invited friends and journalists to a press conference in the Energy and Technology Museum of the capital city. Here, the fans of Dakar saw the upgraded Toyota Hilux Overdrive car that will be used in the 2017 Dakar for the first time.

The car has already seen a number of races. However, it is continually maintained and its components are renewed. Therefore, it is in great shape and ready for the desert marathon.

the achievements of his technicians.

Dakar monster dismantled to its very frame



A 330-horsepower Dakar monster before the 2016 Dakar start, the car had been carefully examined by Lithuanian engineers, but there was no time for significant modifications back then. According to the chief engineer of the RaceTech workshop, Marijus Bernotas, in preparing the A. Juknevičius car for 2017, the preparation cycle had perfect timing to rebuild the car to an almost immaculate condition.

“This year we had more time, so we reassembled and updated everything, essentially. The car was dismantled down to its bare frame structure. Then it was sandblasted, damaged areas were welded, and everything was reinforced and painted. During the races, the car chassis and body are exposed to huge loads and it is natural that the paint and protective layers are damaged by stones, branches or other objects on the track”, said the engineer.

After the 2016 Dakar, the team’s mechanics used factory parts to upgrade the Sadev gearbox and other

assemblies. The engine work was minimal: during the trip from South America, the valve seats corroded because of the humid environment, and 4 cylinders became leaky.

The engine block was disassembled and the heads were replaced. The Overdrive engine capacity can handle 20,000 to 25,000 km of speed stretches. So far it has traveled about 15,000 km. Thus, according to A. Juknevičius, the engine should be able to withstand the 2017 marathon.

New co-driver of A. Juknevičius – a punk

Antanas Juknevičius is going to his 8th Dakar with a new co-driver – Darius Vaičiulis.

“Including Darius in the team was no surprise to me or the other CRAFT Bearings team members. For many years, we have been joking that we would go together to conquer the Dakar, and this year it has become a reality. Dakar is a huge and daunting project, and ambition and financial resources are not enough alone to overcome it. Inner motivation, along with emotional and physical preparation play a very important role. Darius radiates these traits. In addition, his way of thinking and approach to life are very close to mine. We are both responsible and disciplined, but also

what might be called “punks” in our approach to life, said A. Juknevičius in talking about his choice of co-driver.

Although a Dakar novice, Darius Vaičiulis already has a lot of sand racing experience. He has participated in the rally raid competition, and together with Antanas Juknevičius, he won the Libya Desert Challenge in the Sahara desert in 2008. The new co-driver is not scared of challenges, he is as “punk” as Antanas. Darius has climbed to the peaks of Mount Everest (Asia, 8848 m), Aconcagua (South America, 6960 m), Kilimanjaro (Africa, 5895 m), Mount McKinley (North America, 6194 m) and Elbrus (Europe, 5642 m).

Two years ago, Darius Vaičiulis drove more than 5,000 km on a motorcycle along the routes of the future Dakar rally. The rally marathon that will

start in January 2017 will be held in Paraguay, Bolivia and Argentina.



In the 2016 Dakar, the crew of Antanas Juknevičius and Mindaugas Slapšys ranked

27th in the absolute automobile class standings. A. Juknevičius has already participated in Dakar races 7 times, and achieved his highest ranking, 25th place, in 2009. The 2017 Dakar Rally will start on January 2nd. You can follow CRAFT bearings team results at

WWW.CRAFT-BEARINGS.COM

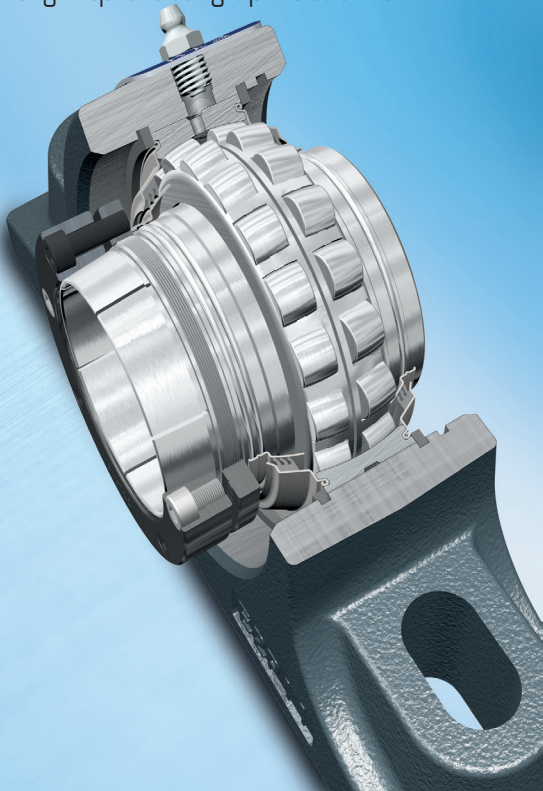


The team of Antanas Juknevičius and Darius Vaičiulis raised the level of standards for racers from the Baltic countries. CRAFT bearings team won the 21st place in the Dakar Rally 2017.

With 13 days and 8800 kilometres left behind them, the racers proudly stood on the Dakar Rally finish podium in Buenos Aires, after completing a very difficult competition this year.

FINDLING WÄLZLAGER

The sealed bearing units are equipped with an extremely robust and durable spherical roller bearing and installed in a housing of high-strength spheroidal graphite cast iron



The most important advantages of the SRU bearings at a glance

- Also available as four-hole flange (F, FC) and take - up unit (T)
- Extremely high rated loads for reduced installation space
- New sealing system compensates angular misalignment of $\pm 2^\circ$
- Integrated adapter sleeve can withstand high axial forces

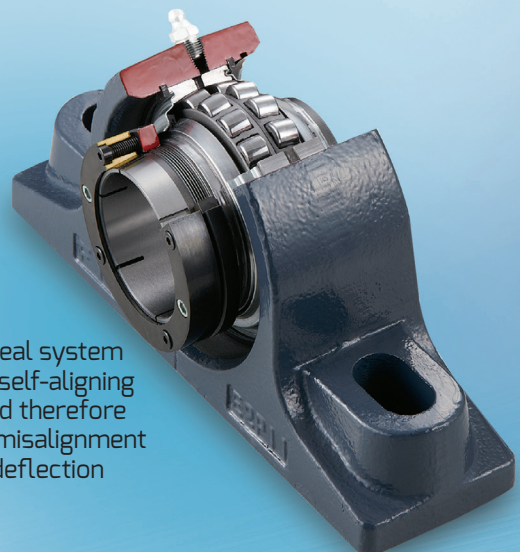
Ready-to-install, easy-fit spherical roller bearing units Findling Waelzlager presents; the alternative to two-part pillow blocks.

The ready-to-install and easy-fit spherical roller bearings of the renowned manufacturer FYH – also known as the SRU (spherical roller unit) series – compensate angular misalignment, feature a high rpm range and ensure extremely high holding forces on the shaft. Another user advantage is the ease of assembly with low fault susceptibility.

The sealed bearing units are equipped with an extremely robust and durable spherical roller bearing and installed in a housing of high-strength spheroidal graphite cast iron. The rated loads are many times higher than those of standard housing bearings. The units are available as pillow blocks with two or four oval holes, which means they are exchangeable with two-part pillow blocks. Other types include a four-hole flange bearing with or without a centring shoulder (F and FC design) as well as take - up units with a shaft diameter of 40-100 mm.

A special feature of the bearing units is the self-aligning triple lip seal. The patented seal system is self-aligning within $\pm 2^\circ$ and therefore compensates misalignment and shaft deflection. Another feature of the spherical roller units is a special safety locking system called the Z-LOCK. It comprises a locking ring with a conical outer diameter. The unique even 360-degree contact surface achieves extremely high holding forces without damage to the shaft and without negative effects on the bearing clearance and true running of the bearing insert. The innovative spherical roller units are available from Findling Waelzlager.

www.findling.com/sru



The patent seal system of the SRU is self-aligning within $\pm 2^\circ$ and therefore compensates misalignment and shaft deflection



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Who will keep the bearing industry in motion?

We spoke to some of the next generation of our industry...

The bearing and power transmissions industry... to those who aren't directly involved in the industry these words always seem to draw blank expressions. So how do young people choosing their first jobs in this field hear about it and pursue careers here?

To the rest of us the bearing industry is huge, with thousands of distributors and manufacturers making parts ranging from as small as 4mm in diameter to 20 feet wide. The first modern day ball bearing design was said to be patented in Wales in 1794 by Philip Vaughan, since then the industry has grown to be a multi-billion dollar business.

It has become apparent at the BearingNet User Meetings that the number of young delegates is on the rise. **Paulius Guzevicius** and **Martynas Martikonis** from Craft Bearings, Lithuania were two of these delegates at the Hamburg User Meeting in March. Both Paulius and Martynas enjoy the challenge that the bearing and pt industry offers them. After studying Finance and International Economics at University, both decided that the bearing industry was for them. Martynas knew about the industry because his mother works there, but both see the challenges that young people are facing. Many of the older people at the User Meetings are very shocked to see two young people in charge of a company and there is a worry that they cannot be trusted with important business. Although, Craft do not see

this as an issue "Young people in the industry is a positive thing, we're energetic and learn new things fast, it's great to be young in this industry!"

Many companies are constantly seeking students and young people to start and develop their careers in industry through schemes such as apprenticeships. This is no different from those in the bearing industry. Frohlich and Dorken GmbH have their own apprenticeship scheme where young people are given the opportunity to lay the foundation to a successful professional future.

According to the organisation Wise, a campaign that promotes women in STEM (Science, Technology, Engineering and Math) careers, the number of people, age 16, studying STEM subjects is on the rise. Leading to the assumption that the number of young people leaving school are more likely than ever to pursue their careers in an industrial or engineering trade.



Gianluca Conte started working at Werthenbach Konstruktionsteile GmbH & Co. KG in May 2012. Although he was not aware of the industry before joining Werthenbach, the role that he was offered really appealed to him. "I get to travel a lot, which is great. I like coming to the User Meetings and seeing familiar faces."

Both the EPTDA and PTDA work to extend their network of 'Next Generation' contacts (professionals under 40) to engage the emerging leaders of the power transmission industry. Both generations work to give their Next Gen members the chance to make contacts and develop their skills through educational and networking events.





Kristin Jennings,
leader of the
PTDA's Next
Generation &
BearingNet
ManEx member
said;

"When it comes to the industry as a whole, I can really only speak for the events I go to. I've definitely seen a slight increase in the number of young attendees at functions like PTDA, but in the case of national meetings, most of the attendees come from executive positions that my generation typically do not hold. However, when I look at my own place of work, Climax Metal Products Company, we had two people from the millennial generation when I first started back in 2008 – we now have 10 of us currently employed and many more who have come and gone. For a small manufacturer of 60 employees, that's quite a leap."

Kristin was lucky enough to be head hunted by Climax after graduating in 2008, leading her to believe it is a

placement students since 2000. I feel it is every company's responsibility to train the next generation of young people in their industries, whether this be apprenticeships, training schemes or undergraduates.

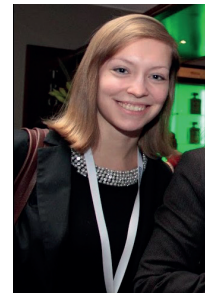
Each of our students have brought very different skills to the company. I have taken three of our placement students on full time – this has definitely been our most successful way or recruiting!

Young people tend to be fast learners, adaptable and great with technology, even without them realising it! They have a natural energy and enthusiasm which, if you can point in the right direction, brings tremendous business results.

BearingNet is a Technology Business and technology is a young person's game, and what we're trying to anticipate is what the next generation of bearing distributors are going to want in the future!

since then have fully integrated myself into the bearing industry. Being able to attend industry events around the world and also planning our own meetings has put us at the forefront of the industry. I have met and worked with so many great people over the past 10 years and the opportunity to travel means I get to meet so many more. It's a great industry to work in and nice to see lots more younger people joining the industry! There are so many family businesses in this industry and it's nice to see the knowledge being passed down to the

younger generations and seeing these people representing their companies."



Sandy Kaminski
from CW
Bearing GmbH,
a manufacturer
member of
BearingNet, was

originally working in the film industry, but saw longevity in her role at CW Bearing GmbH in an industrial career.

"Young people in the industry is a positive thing, we're energetic and fast at learning new things, it's great to be young in this industry!"

relatively easy industry to get into. However, Kristin often gets questioned by friends who are surprised to find that she chose to work in the manufacturing industry over consumer products that people have a connection to. She said, "There's this stigma that comes with our industry that remains a double edged sword – its lack of desirability to most creates incredible opportunity for some. Once you get past outside perception, the opportunity is tremendous and fairly easy to attain – especially when you have experience which those who came later in their careers are missing."

50% of the employees at BearingNet are under thirty with the majority returning to the company after a year's industry placement while at University. Peter Annis, Managing Director of BearingNet commented

"BearingNet have been employing

Nicola Beer started working at BearingNet 10 years ago, firstly as a placement student then returning to a full time position once graduated. Nicola now works alongside Chris Howard, a Sales Executive who came from the same placement scheme from the same University!

Nicola said "Funnily enough a career in the bearing industry wasn't something I ever thought of



when being asked as a child 'what do you want to be when you grow up?' But here I am!!

I didn't necessarily choose a career in the bearing industry I wanted to

work in marketing and events but

"It's an interesting industry to work in and be a part of. It's difficult, there is a lot to learn, study and understand, but I really enjoy travelling with my work and the people I work with. The majority of staff are under 30."

The Industrial Careers Pathway (ICP) is an organisation based in the USA who invest in the future of the industrial distribution workforce. They realise that in the coming years the Baby Boomers will continue to enter retirement and understand that it is entry level, millennial candidates that will be the future of our industry. The ICP encourage employers, parents, schools and young people to pursue careers in the industry and have great resources to aid this.

ICP Ambassador Stacy Breland said "If anybody thinks the youth of today is no good, they need to come to something like this. These young people are ready to work and take on leadership roles in the future."

IDC-USA®

INDIANAPOLIS, IN – IDC-USA, the world's largest power transmission distributor cooperative, announced that Jack L. Bailey retired as President and CEO at the end 2016. A succession plan was put in place in 2014 and Executive Vice President, George Graham, will assume the office of President and CEO effective January 1, 2017. Shareholders of the distributor-owned company were first informed during Bailey's annual State of the Cooperative Address.

Bailey, an attorney, represented the IDC as corporate counsel for seven years before taking the helm in 1997. Since then, the independent distributor-owned cooperative has experienced revenue growth of over 545 percent. It now represents over 200 distributor locations in the United States and Canada, with IDC Distribution Centers in Indianapolis and Reno.

"My 26 years of involvement with IDC has been a wonderful experience.



We've certainly come a long way since our humble beginnings in 'the little red barn,' Bailey said.

"I think what has been most special is the people I've come to know and now consider friends. I'm

looking forward to the next chapter of my life and think the timing is perfect for someone else to take IDC-USA to the next level. George Graham has tremendous industry experience and a great track record of leading much larger organizations. I can't think of anyone more suited to guide IDC to new horizons. My focus over the next few months will be to make this transition as smooth as possible."



"I am humbled by the vote of confidence from Jack and the IDC Board of Directors," said George Graham. "I've got some pretty big shoes to fill, but I am very excited about

Jack Bailey retires from the IDC-USA. We caught up with Jack to find out how the retirement is working out...

the opportunity. IDC-USA is currently engaged in some tremendous initiatives that I feel will be game-changers in the industry and I'm thrilled to lead that charge."

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 is comprised of over 200 independent distributor locations across North America representing over \$1 billion in annual sales. IDC-USA's Distribution Center, IDC University and Corporate Offices are head-quartered in Indianapolis, Indiana. IDC-USA serves the western half of the United States from its Reno, Nevada distribution center.

BearingNet caught up with Jack to find out how the retirement is working out...

"My 'retirement' has started off extremely busy. I just kind of put it out there that I would be available for consulting and speaking engagements and have been overwhelmed by the number of people and companies that have reached out to me! The nice thing is I am able to pick and choose what I want to do and it's great because I'm keeping involved in the industry."

BearingNet have been working in cooperation the IDC since 2009 – we offering IDC members benefits of joining BearingNet. It has been a pleasure to work with Jack during this time, we have had the pleasure of Jack attending our User Meetings and also meeting at the PTDA Industry Summits over the years.

"The relationship with BearingNet has been awesome over the years and I think the service BearingNet offers the industry is phenomenal! Certainly technology is the place to be in this industry now and that is what I get asked to speak about the most these days."

We asked Jack what have been the highlights of his career...

"In 2008 I was awarded the prestigious George E. Johnston Excellence Award by the IDC Owner-Distributors (IDC's equivalent of a Lifetime Achievement Award), and in 2010 I was inducted into the Indiana Cooperative Hall of Fame. These two honors were very humbling and I cherish each one. On a broader

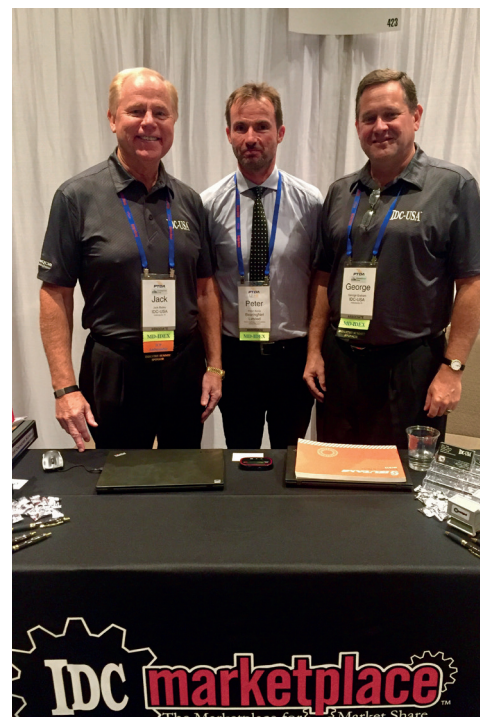
perspective, at our 2010 IDC Product Forum one of our 4th generation distributors came up with tears in his eyes and said without the IDC, his family business would have gone under in the 2009 Great Recession. That made the IDC-USA Mission Statement really hit home with me.

We asked Jack if he could go back and give young Jack some words of advice what would it be...

"Always remember that decisions have to be based on what is best for the membership majority. You won't always please everybody when you make difficult decisions, but if you know in your heart it is the right thing to do for the greater good of the distributors, you can sleep at night!"

Peter Annis Managing Director of BearingNet said "It has been a great pleasure for me to work with Jack over the years. As well as his excellent leadership of the IDC his warmth, humour and wisdom meant any encounter with Jack was always informative and entertaining. I'll miss him and wish him all the best for a long and active retirement".

Thanks Jack, we wish you all the luck for the future...We look forward to continuing our cooperation with the IDC-USA and working alongside George Graham!



BearingNet Search App

Don't forget to download the BN search app - if you think we could make it better send us your feedback

It is available to download on both Apple and Android - just type in BearingNet Search in the App & Play store.

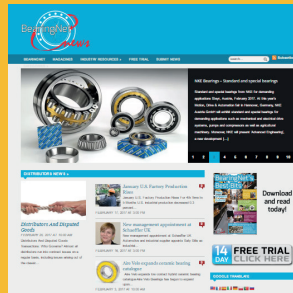
You can now search and send RFQs on the move!!



news.bearingnet.net

Our news site has gone from strength to strength this past year, with a new design and more articles than ever! It has a mixture of stories from our members and the industry, with some fun thrown in too, such as members' news, gossip, features and much more.

If you would like to contribute to BearingNet News just email your article to us at news@bearingnet.net



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You can choose from 3 different badges, simply go to the (BearingNet home page) **Utilities box > Membership Badge** and copy and paste the code into the HTML on your website.

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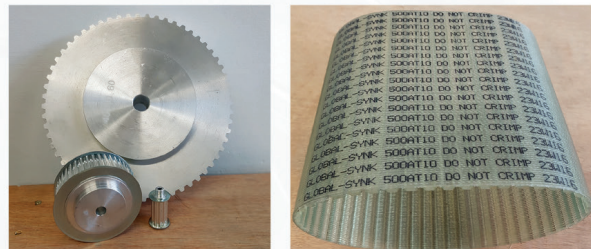


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ManEx...BearingNet for Manufacturers

In 2015, BearingNet launched ManEx (Manufacturers Exchange)...it was created to enable manufacturers to use BearingNet to promote their brand(s), grow their distribution network, educate people about their products/capabilities and of course increase sales! We are working with the following manufacturers who are all looking for new distributors to represent their products...



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D.Nayyar (Bob),
Umesh Nayyar



ktsleeves@gmail.com



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India

A.Nairsons Industries (India) started in 1969 manufacturing Bearing Sleeves, Locknuts & washers around Punjab. In 1973 we started selling into all parts of India. In 1980 we started manufacturing our products for some International clients. We started producing our range from agricultural parts, machiney parts and auto parts.



CLIMAX METAL PRODUCTS COMPANY



Kristin Jennings



kjennings@climaxmetal.com



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USA

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Cone Drive



Mike Page



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USA

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Curt Carlsson plans for retirement after 45 years with Nomo Group

In 2018 Nomo will celebrate their 70th birthday but 2017 marks the retirement of Nomo's CEO, Curt Carlsson, who has been with Nomo for 45 years!

Nomo have been a member of BearingNet for 20 years this year and we have had the pleasure of meeting with Curt at many of our own User Meetings as well as the EPTDA and PTDA conventions.

We spoke to Curt to find out what his plans are until he retires in September and what's next...

How and why did you get involved in the industry?

In 1972 I was doing my mandatory military duty - 11 months in the Swedish Air force. Unfortunately it was not as a pilot, I was just a clerk. During this period I took my driver's license. So when I got out all I wanted to do was drive!

I saw this little ad in the newspaper that Nomo were looking for warehouse personnel with the possibility to drive the delivery van (my dream job!). I applied and got the job, but was assigned the job as a packer, the lowest in the rank. After a year I was promoted to a picker! We had over-the-counter-sales to industrial and private customers and I was the only one that really liked that. I needed a lot of support from the sales guys at the office so we were in contact almost

every day. When a vacancy appeared at the office, at purchase/card-index (we didn't have computers at that time!), they asked me if I wanted to take the position.

So I did that for 2 years, and during this time I was also taking incoming phone calls as a sort of Customer Support. In 1976 they asked me

if I wanted to become a sales rep, which I gladly accepted. Every promotion included a salary raise!! And by the end of my career I have made it as CEO :)

What did you want to be when you grew up? Did you always want to work in the bearing industry?

I was born in a very small village up in the north of Sweden. There we had a Saw Mill and a Paper Mill - that was where everyone worked. My father was a purchaser at the paper mill so I thought that looked ok. I was also very interested in boats/ships, so a career in the civil sea business sounded attractive. I had no clue about bearings...

What are your plans for 2017? When does your 'retirement' kick in?

In February I handed over to the new MD at Nomo, Mattias Jaginder. I worked alongside Mattias during February. From the 1st of March I went over to AxIndustries, Nomo's owner, and am helping them with acquisitions in Europe. I believe my 45 years in the industry have given me some in-depth knowledge and a lot of interesting connections. My last working day will be the 29th of September. Then I will enjoy my retirement in Spain during the winter

nomo

period in Sweden.

I will be at the BearingNet User Meeting in Madrid and the EPTDA convention in Rome - a great way for me to say my goodbyes to my friends in the industry.

What have you enjoyed the most about your career with Nomo?

It has been fantastic to meet people from all over the world just by being a simple bearing sales rep! However, mostly one only sees airports, hotels and factories. But the meetings are very special to me, I enjoy establishing relationships and friends.

Any other highlights about your career in general?

There are a few key moments in my career that will stay with me; 1981, my first trip to the US, 1985 my first trip to Japan, 1987 traveling to China from Hong Kong, 1988 becoming Regional Sales manager, 1999 becoming Sales & Marketing manager and of course 2009 when I became CEO and 2015/16 becoming President of the EPTDA!



If you could give some advice to the young people starting out what would it be?

Don't be afraid. Everything is possible. Take the step and try your wings, it won't kill you! (What a cliché). Be open minded and curious, and enjoy it as much as you can!

We wish Curt the best of luck for the future and we hope he enjoys his retirement.

It's been a pleasure Mr Carlsson!



iwis forges new links with a leading industrial engineering component supplier Acorn Industrial Services Ltd

iwis Drive Systems Ltd is pleased to announce its new partnership with Acorn Industrial Services Ltd, part of AxIndustries and a key player on the Global power transmission stage. ACORN's level of stock-holding and expertise within the UK market will bring a new dimension to iwis' presence across the country and allow many new and existing customers immediate access to standard products held locally and at competitive prices.

Commenting on the new venture, Managing Director for iwis, Andrew Fletcher said "This is a great opportunity for iwis Drive Systems Ltd to partner ACORN® who are a well-known and respected entity within the power transmission market. We are thrilled they have taken on board our Elite and iwis roller, conveyor and leaf chain brands as a core component of their existing portfolio. It is very important that we work with a distribution partner who is prepared to support our brands and promote them as one of their own and for this reason, we welcome the opportunity to work with their team and grow our mutual interests."

Gordon Smith, PT product manager for ACORN added: "We aim to provide our customers with best in class service on market leading brands. iwis is without doubt one of the leading chain brands in the world and we are excited to have the opportunity to

take it to market through our Central Distribution Centre in Rotherham and nationwide distribution centres. Same day dispatch from our extensive stocks coupled with back-up from iwis' own national stock-holding ensures that our customers can now benefit from the best possible service and availability of this world class product."

iwis Drive Systems integrates precision and ingenuity, producing chain and transmission products which remain unsurpassed after 100 years of manufacturing. Consisting of Motorsystems, manufacturing 40,000 timing systems each day for global automotive markets, Agri systems for agricultural equipment and Antriebssysteme (Drive Systems) for transmission and conveying, iwis produce over 70Km of chains every day. The group's footprint spans the globe and is synonymous with performance & value.

Acorn Industrial Services Ltd has been supplying power transmission product to industry for over thirty years. Headquartered in Rotherham, South Yorkshire, it is one of the largest stocking distributors of high-quality maintenance, repair and overhaul products in the UK, with a stock-holding of over six million items, and nine regional distribution centers across the country.



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January

2016

NKE
BEARINGS



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.

P.T. International Corp. (PTI) recently signed on with BearingNet to expand our North American distribution network. We invite the BearingNet community to contact PTI for your "hard-to-find" large housings, spherical roller bearings and accessories.



February

2016

Antifriction Components and Timken sign major distribution deal

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



TIMKEN



Motion Industries Acquires Missouri Power Transmission...

A distributor of power transmission equipment and industrial supplies since 1970. Specialising in chains, sprockets, bearings, seals, electric motors and controls, belting, and related industrial parts. Tim Breen, Motion's President and CEO, added, "We welcome all Missouri Power Transmission employees to the Motion family, and we look forward to the contributions they will make to our Company in the upcoming years."

May 2016



TIMKEN

Linear Systems and MRO products are proud to announce an exciting new partnership with the highly regarded, market leading manufacturer Timken. Accredited as the leading authority on tapered roller bearings, the Timken Company manufactures a full range of bearings as well as transmission, gearboxes, belts and chain which are utilised all over the world in many industrial sectors, such as aggregate, aerospace, agriculture, construction and the machine tool industry.

Acorn Industrial Services Ltd, distributors of Bearings, Power Transmissions,



ABF has built a new 2,000 m2 warehouse for its youngest division, ABF Motors. Due to the strong growth since the start of the wholesale in electric motors in 2012, there was need for extra storage and distribution space.

July

2016



Hayley Group celebrates 40th anniversary
Established on 6th May 1976 by Lee Willitts and Bernie

Noakes and initially based in Blackheath, West Midlands was operating under the name Hayley Bearings Ltd, and as the name implies, it supplied bearings only. As the company was expanding its product range and services, the name was changed to Hayley Group PLC in 1992.



Bowman International has unveiled its new

UK manufacturing facility, which has been specifically designed to offer a faster and more efficient end-to-end service on larger, non-standard sized wrapped bearings above 75mm in diameter.

August

2016



India-fastest-growing economy

Though our country further improved its GDP growth to 7.5% in the following January to March quarter, the overall GDP growth for fiscal 2014-15 stood at 7.3%. Then, in fiscal 2015-16, India's economy grew at 7.6% establishing itself as the fastest growing among the world's major economies.

BearingNet Search App

We have made a Search App! You can now search and send RFQs from your mobile!

It is available to download on both Apple and Android just type in **BearingNet Search** to find the app.

If you have any feedback on how we could improve the app please email support@bearingnet.net



November 2016



Bailey To Retire From IDC-USA;

A succession plan was put in place in 2014 and Executive Vice President, George Graham, will assume the office of President

and CEO effective January 1, 2017. "My 26 years of involvement with IDC has been a wonderful experience. We've certainly come a long way since our humble beginnings in 'the little red barn,'" Bailey said.

NSK (Nippon Seiko

Kabushiki-gaisha) is celebrating today 100 years of providing the engineering market with optimised motion technologies. Today, the company has the biggest share of the bearings market in Japan and is one of the largest bearing suppliers in the world.

IKO
Innovation, Know-how & Originality



IKO acquires 75% of UBC Shanghai and UBC Suzhou

This collaboration will result in a synergy of activities, such as cross-selling of IKO/

UBC/AXPB products. By utilising the sales network of IKO, UBC Shanghai and UBC Suzhou there will be cost reductions from joint procurement and optimised global production strategy.



As always, it is great to see our loyal delegates returning year after year but this year was particularly special as we had so many first time attendees as well. **We had over 387 delegates from 35 countries and 125 of these were first timers!** It really is a great feeling for us to stand back (or on the balcony) and to see and hear the room come alive with business talks; and having you all there for the weekend.



KUKKO-Werkzeugfabrik announces new 'The European' tool

We produce tools to find solutions to problems or reinvent them. There are two seemingly easy ways to do this. Either you develop a new way to solve an existing problem or you take an old tool and reinvent it.

Craig Eddas, Managing Director of EDCO said: "Our aim is to become the premier MRO specialist supplier in the UK and expand our services overseas. Using BearingNet will allow us to continue to build our reputation within the MRO



sector, both domestically and over seas"



"HEPA WÄLZLAGER will fit perfectly into ZITEC Gruppe, in order to jointly drive forward our activities in the north and east sales areas," states Dr. Otto Max Schaefer, CEO of ZITEC Gruppe: "A strong focus on the PT segment and HEPA's powerful regional presence will help with the future growth of HEPA whilst supported by ZITEC Gruppe."



Translation tool gadget that fits in your ear The system, dubbed **the Pilot**, comprises two earpieces to be worn by two people who do not speak the same language and uses an app so the duo can converse with ease.



To further enforce its market position BUENAVENTURA GINER INC. has decided to join forces with IPH Group. With sales of more than €1.1 billion, IPH is one of the most



important technical distributor groups in Europe. In the last ten years IPH has added a number of powerful European players to the group, including ZITEC and KISTENPFENNIG in Germany, OREXAD in France, MINETTI in Italy and BIESHEUVEL TECHNIEK in the Netherlands.



Pacamor Kubar Bearings (PKB), a manufacturer of ball bearings for aerospace and defence systems, was recently awarded a contract by Sierra Nevada Corporation (SNC) to supply critical hardware for the Mars 2020 mission.



Descours & Cabaud achieves a historic milestone in its international expansion strategy by acquiring a 50% stake in Hayley Group Limited in the United Kingdom.



SKF delivers largest ISO-dimension spherical roller bearing ever The bearing is equipped with SKF SensorMount. The bearing weighs 7,780 kg. Each roller within it weighs 42 kg.



SKF India opens distribution center in Chakan, Pune Spread over 64,000 square feet, the India Distribution Centre (IDC) will significantly improve SKF's distribution and logistics footprint in India. The center is strategically located in the industrial belt of Maharashtra and in the vicinity of key automobile manufacturers it is also well connected with the factories.



Online shopping giant Amazon says it has successfully delivered its first package to a customer using a drone. In a world first for the company, the drone drop took place on 7 December and contained a bag of popcorn and an Amazon Fire TV stick.



NBI Bearings opens new Application Engineering Center in Romania

In order to guarantee the excellence of its products, the new Application Engineering headquarter will focus its activities on giving a totally customer- oriented service, without neglecting the technical development of its products and the creation of Know-How for the company.

Godiva Bearings celebrate their 40th year in the industry

Godiva Bearings celebrated their 40th birthday in January 2017. BearingNet went along to see them and find out about the Godiva journey...

The company started back in 1977 by Godiva Bearings in Coventry, which is where the name comes from (the famous Lady Godiva who rode naked on horseback through the streets of Coventry...)

Due to the lack of logistics back then if you wanted to serve customers in different areas you needed several branches, which is why Ian Cuthill opened a shop operated from his Mum's front room in Weybridge, Surrey.

About six months later, fresh out of school, a young nipper of 15, Paul Cuthill, came to help out his big brother Ian by working in the office, and also delivering and collecting bearings on his motorbike. Business wasn't going so well at the time but as luck had it Godiva were able to source a part for a local company which resulted in their first major contract and saw the start of the success that is Godiva Bearings today.



Tom Hamlett joined Godiva in 1991 as the 'summer help' in the warehouse.

"The summer of 91 turned into the longest summer of my life, 25 years later and I'm still

here" said Tom. Tom Hamlett became a shareholder of Godiva Bearings in May 2012.



Godiva Bearings now has 3 directors, Paul, Tom and Trevor Brain who is the Financial Director and works at the Shepperton Head Office, Trevor has been with Godiva for 15 years.

We asked Paul and Tom what have been the biggest changes in the industry and BearingNet popped up in the conversation!

Paul told us "The use of technology has forced us to react much quicker, to offer more competitive prices and to work at a much faster speed. BearingNet, Google etc has turned everyone into a buyer. Technology has changed all of our lives and BearingNet have transformed the bearing industry".

"There have been a number of big takeovers in the last year which have really shaken up the industry. Things are continuously changing and we always have to be ready to adapt. The thing that has helped to hold our position the most in the industry is our 'Trade Only' policy - it really gives Godiva our USP."

"We have created loyalty with our customers by not selling to their customers. We pride ourselves on the excellent relationships we have, not only with our customers but our staff, suppliers, delivery drivers and even the postman! The doors at Godiva are always open and everyone is always welcome."



Paul continued with "No one ever wants to leave, we have big screens showing sports, we give out tea and cake - we make sure

everyone feels welcome and enjoys their Godiva experience!"

Paul and Tom went on to talk about the staff at Godiva as they are the foundation of the company.

As you walk into the Godiva building, in the reception area, they have their employee 'Wall of fame'.

Every employee that has been with Godiva for 5 or more years has a certificate on the wall - and



you can see from the vast amount of certificates and the years of experience that Godiva have a very low turnover of staff and offer a happy work environment!

Paul and Tom are very proud of this and talk very fondly of their employees. We got a real sense of 'team work' walking through the offices and saying hello to everyone. Paul and Tom are convinced their low level of sick days from the staff is due to the happy environment they have created at Godiva (that or the sports and the tea/cake!!)

We asked what have been the best bits so far for Godiva Bearings?

Tom explained "The two major milestones was first in 1982 when Godiva were appointed IKO agents and secondly in 2003 when Godiva became official FAG agents, it was then that we also became 'Trade Only'. We now have our training room which is themed like IKO and our main meeting room which is FAG. Both Manufacturers have sent us artwork which is displayed around the room."

Paul told us how Godiva has expanded over the years; the Shepperton

branch opened back in 1981 with the Newcastle branch opening in 1996. They went on to open the branch in Dudley in 1998 which has now expanded over two units giving them much more warehouse space. All of this helps to deliver the 80,000 orders Godiva receive each year!

Another game changer for Godiva was becoming members of BearingNet back in January 1997. BearingNet's founder John Bass approached Paul Cuthill to tell him about his new company, BearingNet. Godiva Bearings decided to get on board and that was the start of a long standing relationship between the two companies. Godiva attend all of the BearingNet User Meetings and now have an even bigger presence at the meetings with a Premium Location.



Something else that helped Godiva stand out in the industry is their unique branding, so we asked Paul and Tom about Godiva Man and Woman and where did they come from...

"Godiva Man was born in 2005, Godiva

Woman joining him a couple of years later. We had the idea of a Super Hero to help us out with our Trade Only policy. It was at the BearingNet User Meeting in Amsterdam 2012, where



Godiva Man & Woman had their first public appearance! Since then they have been traveling around the world with us!" said Paul.

How did the 40 year celebration day turn out?

"Thank you to everyone who came and helped us to celebrate our 40th Anniversary. It was great to share our celebrations with our Godiva Team and Customers, in fact the celebrations went right into the early hours and were deemed a hit from everyone who managed to attend. We would like to say a big Thank you to everyone and here's to the next 40 years!"

What do you see for the next 40 years?

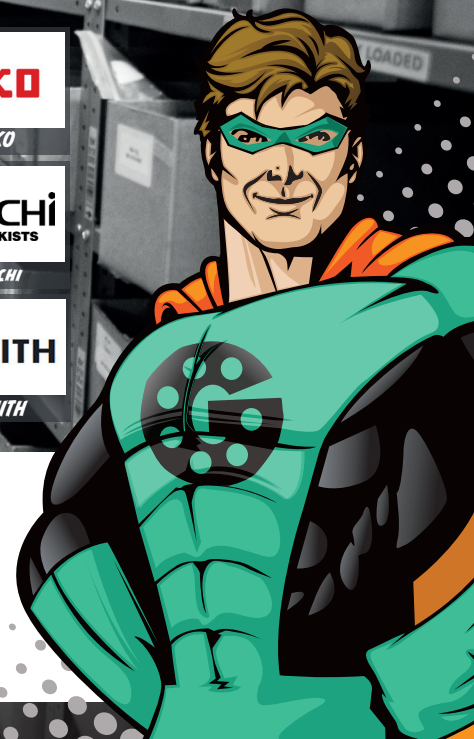
"We have a very busy 2017 - Our big day in January

first followed by exhibiting at the BearingNet RoadShow on the 3rd March, Hannover Messe in April, the Madrid BearingNet User Meeting in June, the Washington DC BearingNet User Meeting in September and finally the EPTDA Annual convention in Rome in September!! It is going to be a hectic year but we can't wait" said Tom.

Paul explains "We will always continue to be trade only and to keep Godiva a great place for our employees to work as well as continuing to expand the business. Who knows I might even still be here in 40 years time, probably parked somewhere out the back of the Warehouse!!"

Finally we asked Godiva has there been any bad bits or anything they would do differently...

"Just like every company, we have our bad days, but we always deal with them head on...our good days massively outweigh the bad and Godiva is the reason we get out of bed in the morning. We love it and long may it continue!"



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BUENAVENTURA GINER INC. to enter into a strategic alliance with IPH Group

To further enforce its market position and prepare itself for the challenges of the future, BUENAVENTURA GINER INC. has decided to join forces with IPH Group.

BUENAVENTURA GINER INC. is a leading technical distributor created in 1939 with today's sales above €30 million developed through 12 sites in Spain. A constant growth has led them to become one of the most important companies in the in Spain in the business of Industrial Supplies. BUENAVENTURA GINER INC. has a broad range of products including roller bearings, power transmission and drive technology, pneumatics, hydraulics, sealing technology, lubrication technology, tools and services for maintenance. BUENAVENTURA GINER INC. is managed by a strong management team, including the family. This team will remain at the helm of the company, providing expertise and continuity to the Group.

With sales of more than €1.1 billion, IPH is one of the most important technical distributor groups in Europe. Over the past 10 years, IPH has actively driven consolidation of the industry by adding a number of powerful European players. Today, IPH Group is present in Europe with many strong brands, notably ZITEC and KISTENPFENNIG in Germany, OREXAD in France, MINETTI in Italy and BIESHEUVEL TECHNIK in the Netherlands.

"This is the right step and the right time to now become part of a European entity with IPH Group, one of the leading companies in the industry in Europe," explains Federico GINER, President of GRUPO GINER and son of the founder of BUENAVENTURA GINER Inc. "This will strengthen the development of BUENAVENTURA GINER Inc. As part of this process and in line with our long-term commitment to the industry and to BUENAVENTURA GINER Inc., the family remains deeply involved in the development of the company on the Spanish market."

Jose Ramon SURROCA, CEO of BUENAVENTURA GINER Inc. emphasises: "The market is changing fast. The alliance with IPH will allow us to prepare ourselves better for the changes in the markets and continue on our dynamic growth path. Furthermore, it will give us greater

flexibility in particular in the areas of e-commerce, logistics, and continuing our move to large customers' access." "We have known the BUENAVENTURA GINER INC. family for a very long time and respect BUENAVENTURA GINER INC. as one of the leading players in Spain", states Pierre POULETTY, CEO of IPH, and Walter NEMETZ, Chief Strategy and Development Officer of IPH adds "we are looking forward to working with the GINER family members to more developing our base in Spain."



"BUENAVENTURA GINER INC. has a clear vocation of service to its customers" says its Chief Sales Officer Jordi GIL, "as we are intensively focused to helping our clients to improve their profitability through a high quality service, establishing with them a relationship of trust and confidence, we are sure that the alliance with the IPH group will help us to reinforce this position."

"We are convinced that through this alliance, we will have more access to international accounts, and we will expand our current product range, essential for our growth" adds also Federico Giner Peyra, Key Account Director.

The company will remain under the chairmanship of Federico GINER, who will also lead integration into IPH and the development in Spain. He will work together with the project team to develop a strategy on how to strengthen the market position in Spain with the

GINER brand. This will call for strong relationships to the main suppliers and strong growth to continue in Spain.

IPH Group is supported by PWC Spain, SL (financial and tax advisors) and Watson Farley & Williams, both Madrid and Paris' offices (legal advisors), BUENAVENTURA GINER INC. is advised by Toda & Nel-Lo Abogados (legal advisor) and Lincoln International (M&A advisor) for this transaction.

BUENAVENTURA GINER INC. is active in Spain where the company operates under the name of GINER. Overall BUENAVENTURA GINER INC. represents a network of 12 branches with more than 135 employees and develop a global revenue of nearly €30 million.

BUENAVENTURA GINER INC. operates in 6 products segments, with a major part (nearly 75%) done in power transmission and bearings. The company has also a specialised department in services for industrial maintenance in the power transmission and bearings sectors.

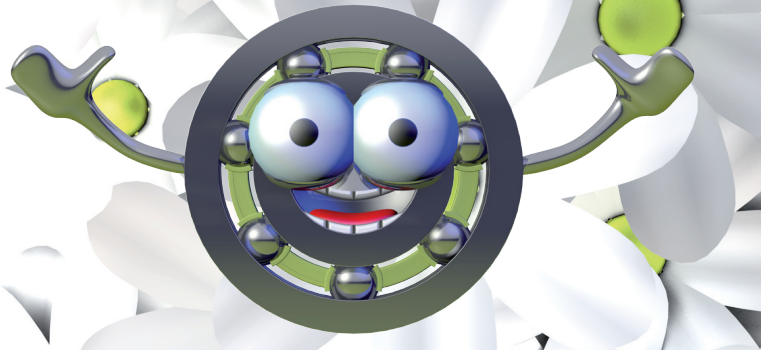
BUENAVENTURA GINER INC. together with IPH has previously developed partnerships to serve International Accounts throughout Europe.

BUENAVENTURA GINER INC. has nearly 4,500 active customers and 1,000 well-diversified suppliers.

IPH is known under the name of OREXAD in France, D'HONT in Belgium, ZITEC and KISTENPFENNIG in Germany, MINETTI in Italy, BIESHEUVEL TECHNIK in the Netherlands, MONTALPINA in Switzerland, NOVOTECH in Romania and ROBOD in Poland. IPH has a turnover of over 1.1bn euros through more than 250 branches and has more than 4000 employees.

While being among the leading player on the European market, IPH or its subsidiary is N°1 in France, N°1 in Germany in power transmission, N°1 in Italy in power transmission, N°2 in the Netherlands and N°3 in Belgium.

IPH has more than 100,000 active customers and 15,000 suppliers. IPH operates in 6 product segments: Power transmission, Machining, Tools (hand and motorised), Assembling, Workshop Equipments and Personnel Protection Equipment. Power Transmission segment represents 40% of the sales.



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ANY BRAND IN ONE HAND!

Our official partners:

MOTION & CONTROL™

NSK

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„Happy Bearings“ are produced on the highest quality level and are offered at competitive prices.

Our own testing room with brand new machines enables us to check every produced quality with the most modern testing methods. In addition we continually supervise the production in the manufacturing plants together with our partners.

Modern logistic systems and our data processing system permits us to react quickly to your purchasing requirements and to deliver the goods by the agreed deadline.



Feel free to contact our happy qualified bearing specialists for finding the perfect products for your processes!



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www.happy-bearing.com

Midland men invent a tool to remove wheel bearings and now sell them for \$600 each!!



A pair of Midland men have come up with an invention that may help take some of the sting away from big auto repairs.

Thirty years of using hammers and chisels to remove hub assemblies to fix wheel bearings was too much for J.P. Desroches.

One day Desroches had an idea. He welded some metal pieces together and called a friend who specialises in tool and dye making.

J.P. Desroches and Grant Eckenswiller hold their invention the Bearing Bulldog in Midland, Ont. on Tuesday, Feb. 7, 2017. (K.C. Colby/ CTV Barrie)

"I've known J.P. for about 20 years and he's the kind of guy that always has a new idea or invention on the go," says Grant Eckenswiller. "I saw a diamond in the rough."

Together they came up with the Bearing Bulldog, a 30 pound high-grade steel tool made locally.

"It removes the bearing by pulling it straight out of the hub, adding 30 pounds of force," says Desroches. "It takes it out efficiently."

Once in place, the Bearing Bulldog removes the hub in just a few seconds, much quicker than other tools.

"Time is money in this industry. So if you can get more cars in your shop turned around quicker it makes you more money and saves the customer money," says Eckenswiller.

Shops and mechanics have started buying the \$600 tool.

The Bearing Bulldog could be made cheaper overseas, but Eckenswiller and Desroches say it's important to them that it be made right here in Canada.

Liebherr delivers a bearing with diameter of ten meters

Components Division of the Liebherr Group is further expanding its large diameter bearings portfolio in the area of segmented bearings.

The largest roller bearing slewing ring that Liebherr has so far manufactured has a diameter of ten meters, delivered and assembled.

In addition to the standard series with a range of diameters from 800 mm to 6,000 mm Liebherr now offers larger diameters in single-piece as well as segmented versions. The largest roller bearing slewing ring to date, with an outer diameter of around ten metres, was recently completed at the Liebherr site in Biberach (Germany).

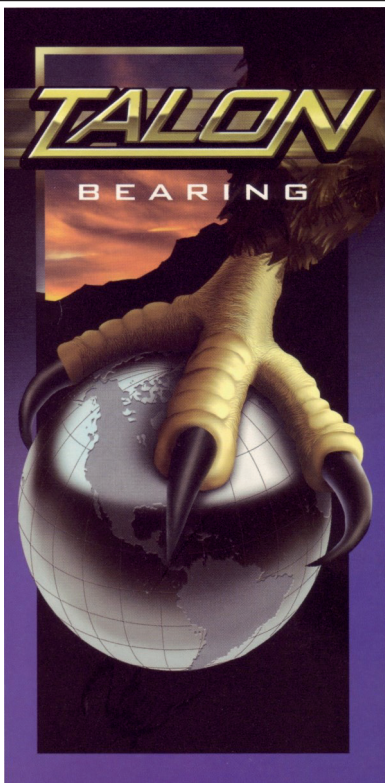
As a result of the expansion of its portfolio in the field of large-diameter bearings, Liebherr offers single-piece as well as segmented bearings with diameters of more than 6,000 mm. Large segmented bearings are mostly

designed as the three-row roller bearing slewing rings. The biggest one so far was produced at the Liebherr plant in Biberach. It has an outer diameter of about ten meters and a weight of about 40 tonnes. Such large bearings are mainly used in ship and offshore cranes. One of the special features of the hitherto largest roller bearing slewing rings is an integrated reduction measurement system, which reliably monitors the state of the huge bearing.

Due to the size, the bearing was machined in individual segments and inductively hardened. After approximately twelve months of development and production, the complete bearing was dismantled for transportation and has already been successfully installed on site. In the future, Liebherr's Components Division will set forth the expansion of its large diameter bearings portfolio.



LIEBHERR



WHEN OTHERS CAN'T . . .

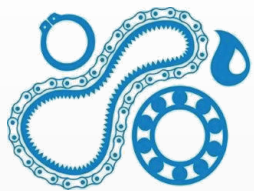
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Over the past few years, Talon has added many types, sizes and styles of bearings that are increasingly hard to come by from today's manufacturers. We have also added stainless steel radial ball bearings, thermo-plastic mounted ball bearing units and stainless steel mounted ball bearing units . . . On our shelf and ready to ship to you same day. We look forward to helping you grow in the coming year!

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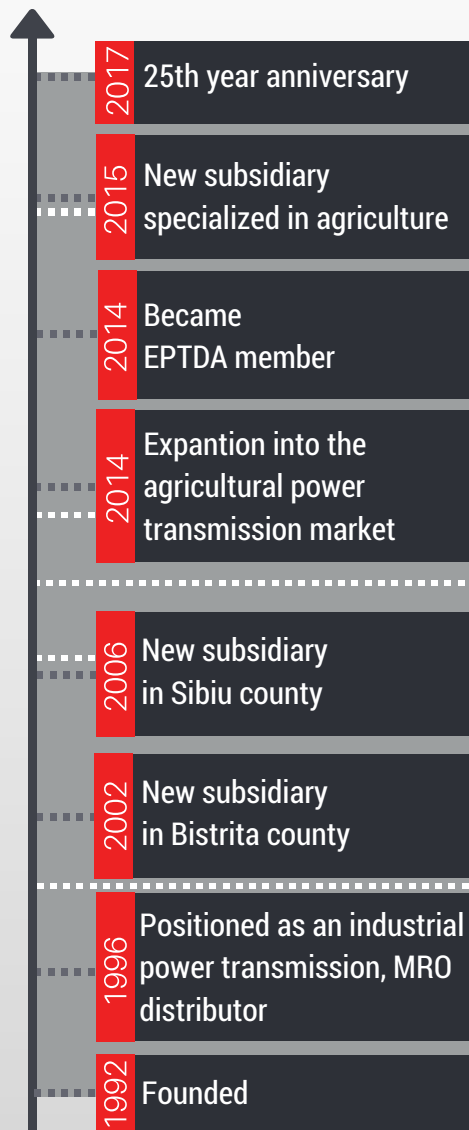


LECO

TEHNICA MIȘCĂRII

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Member

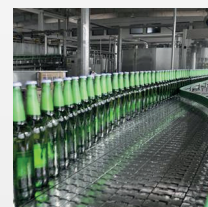
among
TOP 5
MRO distributors
in Romania



Gates
DISTRIBUTOR



Family owned
business in the
2nd
generation



45+
employees

DONGHUA
DISTRIBUTOR

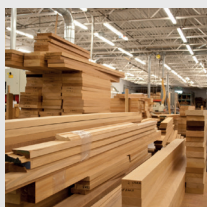
€1,1 M
yearly
inventory level



800+
Sq m inventory
capacity

3,5 K
yearly active
customers

Koyo
DISTRIBUTOR



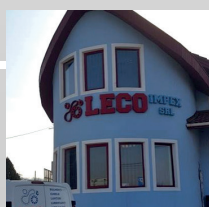
135 K
yearly
items sold

31 K
yearly
completed orders

TOTAL
DISTRIBUTOR

SKF
DISTRIBUTOR

7+
trusted
retail partners
countrywide



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SKF destroys 15 tons of fake bearings

Counterfeit bearings with a market value of approximately EUR 1,000,000 were destroyed in Greece, following the successful completion of legal proceedings commenced in 2009.



Göteborg, Sweden, 1 February, 2017: SKF has recently completed legal proceedings against a dealer of counterfeit bearings in Greece. Initiated in 2009, a total of 15 tons of counterfeit SKF bearings were seized as part of a raid at a dealer's warehouse in the area of Piraeus, with whom SKF had no business relationship during these years. The bearings have now officially been declared counterfeit by the Greek courts system, resulting in their destruction.

The raid in 2009 resulted in the seizure of 17,000 pieces of counterfeit rolling bearings, with a total weight of 15 tons and a market value of over EUR 1,000,000. These have now been destroyed at a metal recycling facility in Greece, by crushing them in a scrap press, to ensure they will not resurface on the market.



A wide range of companies from the marine and other industrial sectors were affected by the counterfeit SKF bearings sold by this non-authorized dealer in the Piraeus area. Instead of getting the premium quality product they thought they were purchasing, the customers ended up with

products of unpredictable quality and performance.

"We are very happy that this case is officially closed and has resulted in a positive outcome for SKF and our customers. We will continue to fight the problem of counterfeit products and importers in Greece. This is vital for us in order to protect our customers and their business as well as the reputation of the SKF brand", says Rania Patsiopoulos, Managing Director, SKF Hellas S.A.

SKF actively supports law enforcement globally to stop the trade of counterfeit SKF products. This trade is illegal and may lead to substantial fines or imprisonment.

"Counterfeit industrial products like bearings are not bought intentionally by customers, so the best way to fight counterfeit is to raise awareness. Customers who accidentally purchase counterfeit products are being cheated financially and risk damage to their machinery and expensive downtime", says, Tina Åström, Director, SKF Group Brand Protection.

The financial damage resulting from the counterfeit products is difficult to quantify. Lost sales and significant loss of image are definitely some of the consequences. Dealers that sell counterfeit products risk both financial damage as well as their credibility and reputation.

SKF urges its customers to carefully select their supplier of SKF products. The best way to safeguard authenticity is sourcing through distributors authorized by SKF.

End customers that install counterfeit components will suffer the most. A recent case proved once again that significant damage can be caused by the failure of a rolling bearing. An anonymous customer says: "We spent

EUR 100,000 on large size bearings, purchased from an un-authorized supplier. We needed the bearings urgently and the supplier matched our required lead time. Their failure was a fact after only a few months, while the expected service life was several years. We faced costly downtime and broken promises to our customers. All this could have been avoided, by more awareness and caution in our sourcing. We will not allow this to happen again."

To distinguish a counterfeit bearing from an authentic SKF bearing often requires expertise. Customers that suspect they might have been sold counterfeit products should use the SKF Authenticate app for smart phones to take and send photos of suspect products directly to SKF for verification. The app can be downloaded for free from Apple App Store or Google Play. They can also e-mail pictures of the suspected bearings to genuine@skf.com

All premium brands are affected by counterfeit products. SKF, along with other bearing manufacturers affected by counterfeiting are working to fight against this problem and have launched a counterfeit awareness campaign through an umbrella organization, World Bearing Association (WBA). The campaign aims to make customers aware of the risks and problems with counterfeits. More information can be found at www.stopfakebearings.com



Designing with Hybrid Bearings

If extreme speeds, temperatures and lifetimes interest you, then you're at the right place. Erick Sloan from Carter Manufacturing Limited writes a follow up to designing with ceramic bearings, as an Engineer's guide to designing with hybrid bearings.

We will discuss the advantages and disadvantages of hybrid bearings along with a few of their many associated cutting-edge applications.

Let us begin by defining the terms hybrid bearings versus ceramic bearings. For the purposes of this article, hybrid bearings are defined as a composite assembly of metallic rings and ceramic rolling elements while ceramic bearings have both ceramic rings and ceramic rolling elements.

Here are a few common hybrid bearing configurations:

	Outer Race	Inner Race	Rolling Element	Cage/Separator	Shield/Seal	Lubrication	
						Coating	Grease/Oil
Corrosion Resistant				PTFE	*	*	*
High Temperature				Ribbon	*	*	*
Vacuum	440C	440C		PEEK/Stainless Steel		*	
Cryogenic			Silicon Nitride			*	
Non-magnetic	316	316		TN9/PTFE	*	*	*
Insulating				PEEK	*	*	*
Clean	440C	440C		Ribbon	*	*	
High Speed	52100	52100		TN9	*	*	*

* = Many options are available

All suggestions are subject to each individual application and are for comparative use only, in order to suggest the correct specification please contact one of our Engineers. Hybrid bearings have many advantages that set them apart from conventional steel bearings; however, there is also a disadvantage or two. We'll start with the advantages.

Advantages

Increased Speed Capabilities

•Silicon nitride is 58% less dense than conventional bearing steel

which minimizes the centrifugal forces acting on the raceway as the ceramic balls rotate. This increases the speed capabilities by 20-50%.

Applications: Motorsport, Machine Tool Spindles, Turbomachinery and Jet Turbines.

Increased Lifetime

•Silicon nitride is roughly 2 times harder than standard bearing steel. This causes the ceramic balls to polish the metallic raceway as it rotates creating a smoother running surface thus prolonging lifetime.

Applications: any application trying to maximize service life.

Run Lubrication Free

•Hybrid bearings are able to run lubrication free as the interaction between steel and ceramic do not induce micro-welds.

Applications: Ultra High Vacuum, Cryogenic, Space/Aerospace, Scientific Instrumentation and Chemical/Medical.

Extreme Temperature Capabilities

•Cryogenic temperatures, -273°C, are achieved due to silicon nitrides low thermal expansion coefficient and ability to run without

lubrication.

Applications: Cryogenics, Scientific Instrumentation and Space/Aerospace.

•Hybrid bearings with full complement construction and specialist high temperature alloys such as BG-42® can achieve temperatures of up to 900°F (482°C).

Applications: Gas Turbines, Jet Propulsion and Exhaust Butterfly Valves.

Minimised Start-up/Running Torque

•Hybrid bearings don't require



lubrication, are harder and have lower

inertia than conventional bearings. This minimizes the start-up and running torque allowing the bearings to initiate and sustain rotation effortlessly.

Applications: Scientific Instrumentation, Paper Mill and Piezoelectric Motor.

Corrosion Resistance

•When paired with stainless steel or a Unasis XtraChrome coated races, hybrid bearings can provide vastly superior corrosion resistance. Hybrid bearings using Cronidur® 30 races exhibit extreme corrosion resistance without compromising on hardness unlike 316 Stainless Steel.

Applications: Offshore, Ultra High Vacuum, Cryogenic and Food Processing.

Electrical Insulation

•Ceramic materials impede the electrical current through the bearing which makes hybrid bearings ideal for applications requiring electrical insulation.

Applications: Electric Motors and Scientific Instrumentation.

Disadvantages

Reduced Static Load Capacity

•Due to the brittle characteristics of ceramic materials, the static load capacity is reduced by about 30% from the conventional steel equivalent while the dynamic load rating remains the same.

Limited Availability

Hybrid bearings are highly specialized bearings and because of this, the supply chain is minimal. It is important to have a trustworthy supplier with a large investment in high quality stock such as Carter Manufacturing Limited.

Sensitive to Quality

Ceramics, as a material, are brittle and therefore sensitive to cracks, flaws and contamination from manufacturing. Manufacturing ceramic balls requires technical expertise and rigorous quality control. It is important to know that your hybrid bearings come from a reputable source to prevent premature failure.

**Hybrid Bearings****Advantages**

- ▶ Increased Speed Capabilities
- ▶ Increased Lifetime
- ▶ Run Lubrication Free
- ▶ Extreme Temperature Capabilities
- ▶ Minimized Start-up/Running Torque
- ▶ Corrosion Resistant
- ▶ Electrical Insulation

Disadvantages

- ▶ Reduced Static Load Capacity
- ▶ Limited Availability
- ▶ Sensitive to Quality
- ▶ Increased Cost

minimised start-up and running torque, corrosion resistance and electrical insulation provide solutions to many extreme environment applications. Although there is a reduction in static load capacity, limitation of availability, sensitivity to quality and increased cost, the

advantages dwarf the disadvantages. These bearings have been tested and evaluated in many industries including ultra-high vacuum, cryogenic and space/aerospace among many others.

If you find yourself in a situation where your bearings are not performing to the standard you desire, hybrid bearings could be the solution. Please contact Carter Manufacturing Limited

with details of your application and our experts will advise the best bearing solution for you.

web: www.carterbearings.co.uk

Tel: +44 (0) 1865 821720

email: sales@carterbearings.co.uk



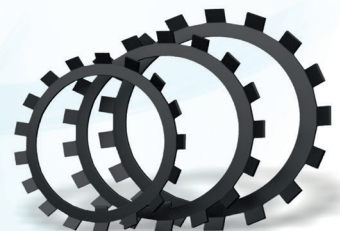
Carter Manufacturing Limited is the European master distributor for Napoleon Engineering Services, the premium manufacturer of custom hybrid bearings from the USA which run small volumes with full aerospace certification AS9100C for flight critical bearings.

Increased Cost

Hybrid bearings are more expensive than their standard steel bearing equivalents. However, in general, they are much cheaper than ceramic bearings. Carter is a highly competitive supplier that doesn't compromise on availability, quality or technical expertise.

Conclusion

Hybrid bearings have proven to have substantial benefits for many industries. Their increased speed capabilities, increased lifetime, ability to run lubrication free,

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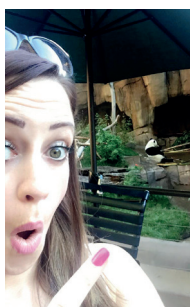
E-mail : ktsleeves@gmail.com, sales@ktkingtiger.com

Social Media deemed 2016 one of the worst years in history, but it wasn't all bad...honest!

Celebrity deaths, controversial elections, and natural disasters left a bitter taste in many mouths...However it wasn't all doom and gloom...Some really great things happened in 2016 and here are just 10 of them...

1. Giant pandas are no longer endangered

There are now 2,060 giant pandas in the wild, leading the species being upgraded from endangered to "vulnerable" by the International Union for Conservation of Nature. The growth was due to an increase in the number of giant pandas being born in China.



2. HIV cure closer after trial clears virus in British man

The first patient being treated in a recent HIV study showed no sign of the virus after initial treatment. The treatment combined antiretroviral drugs with a drug that reactivates dormant HIV and a vaccine that stimulates the immune system in an attempt to destroy the cells carrying the virus.

3. Juno spacecraft reached Jupiter's orbit

Nasa's Juno space probe braved intense radiation and space debris on its 1.8-million-mile journey into orbit around Jupiter. It arrived at the planet in July after a five-year journey and for the next 20 months it will explore the origins of the largest planet in our solar system.

4. Paris Climate Change Agreement came into force

On November 4, the Paris Climate



Change agreement came into force. 55 countries with 55 per cent of the world's greenhouse gas emissions agreed to keep the increase in global average temperature to well below 2°C above pre-industrial levels. Countries will have to rapidly reduce their emissions but it's a step towards solving the problems of climate change.

5. Volunteers in India planted 50 million trees within 24 hours

According to reports, 800,000 volunteers worked 24 hours to get the job done as part of the commitment India made at the Paris Climate Conference last year.

India agreed to spend almost £5 billion to reforest 12 per cent of its land – bringing total forest cover to 235 million acres by 2030.



6. The world was given the gift of Pokémon Go

Ah Pokémon Go. The augmented reality game, which allowed people to run around with their smart phones and catch Pokémon in cities and towns, had a peak of 45 million people playing the game when it launched in 2016.

7. Most distant signs of oxygen in the Universe detected

The most distant signs of oxygen ever detected have been pictured by scientists. Using the Atacama Large Millimeter Array (ALMA), a group of astronomers detected a "clear signal" from SXDF-NB1006-2 galaxy located 13.1 billion light years away – the most distant oxygen ever detected. The detection may be a key step to understanding the early history of the universe and how the first stars formed.

8. A plane flew around the world just using Solar Power

The plane, with a wider wingspan than

that of a Boeing 747 and 17,000 solar cells on its wings crossed both the Pacific and Atlantic Oceans using no fossil fuel, spending more than 23 days in the air.



9. New rapid cancer tests could save 10,000 lives a year.

New rapid cancer tests in the UK are set to save thousands of lives.

Under guidelines from the National Institute of Health and Care Excellence (NICE), GPs are specifically encouraged to order urgent gastrointestinal endoscopies for patients showing possible signs of stomach and oesophageal cancer.

It also advises GPs to order blood tests for patients presenting with symptoms that suggests bowel cancer but who do not meet the current referral criteria, meaning patients will be fast-tracked to cancer tests.

AND FINALLY...

10. The discovery of the best biscuit for dunking was finally found!

One of the longest-standing questions mankind has always struggled with was settled in 2016: what's the best biscuit for dunking? Scientists from the Institute of Physics used a robolink D robot arm by igus to test 10 biscuits for 'dunkability' and the winner was Mcvities Rich Tea!!





2016 on BearingNet



PTI REVOLVES AROUND YOU WITH INVENTORY

We stock the widest range of split-cap pillow blocks in the industry. Our SAF and SDAF blocks and accessories are available from stock for 3/4" to 24" shafts. Metric SN and SD Plummer blocks and accessories are stocked through 400mm with larger sizes available upon request.



Serving the industrial power transmission industry for over 20 years, PTI has grown to have one of the largest inventories of split pillow blocks and Plummer blocks in North America.

Think of PTI for those hard-to-find and special sized mounted bearings.



P.T. INTERNATIONAL CORP.

www.ptintl.com

ABF BEARINGS

Updates from ABF...

ABF expands its warehousing due to rise in orders.

In response to a substantial growth in orders, ABF has expanded its warehousing department. Two new colleagues now strengthen our warehouse team. New investments in equipment were also required to accommodate growing demand.

"Our warehouse activities continue to grow. We are currently shipping 200 to 400 order lines a day. Our quality monitoring of our huge stock is also a top priority. And we have more than 6.000.000 bearings and electric motors," explains Niels Boot, Warehouse Manager at ABF.

Now with a larger team and a new reach truck and order picker, ABF can guarantee quality same-day shipment for each order received before 17:59 hours.

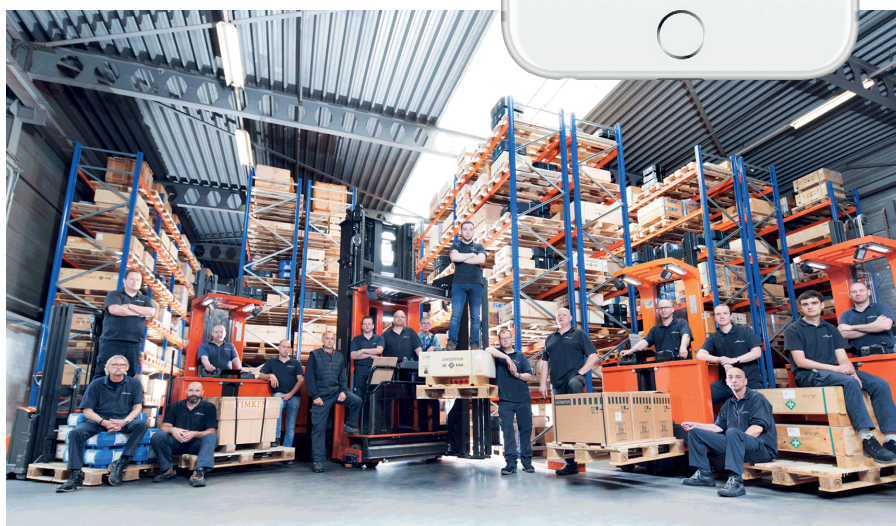
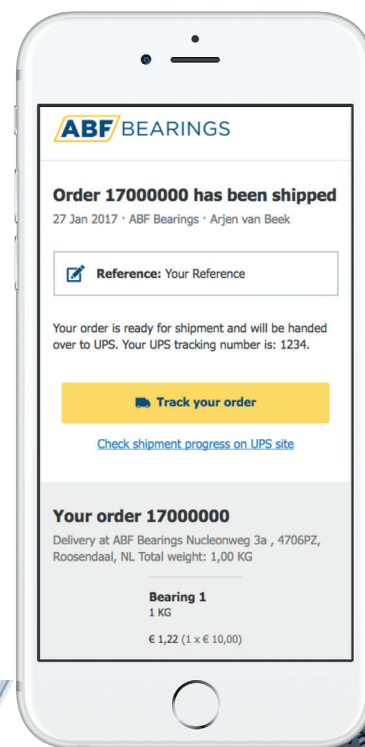
ABF has extended its service with shipping notifications.

From now on customers from ABF will receive an email when their order at ABF has been shipped. This email will include a tracking number for shipments with UPS. For their other carriers (DPD, TNT

or Schenker) ABF will inform its customers when their order is ready for shipment.

About the ABF shipping notifications:

- Sent for every order at ABF
- Including a tracking number for UPS shipments
- Special email when an order is ready for pick-up
- ABF offers same-day shipment until 17:59h



www.bearingnet.net

BALTIC BEARING COMPANY - NEW EUROPEAN BEARING MANUFACTURER



Baltic Bearing Company was established in 2015 in Riga, Latvia. Nowadays it is the high-technology plant equipped with the modern production and measurement equipment with the quality management system conforming to the requirements of ISO9001, ISO/TS16949, ISO14001 series standards.



The priority direction of our activities is production and sales of ball, tapered, cylindrical, spherical and spherical plain bearings. Our products are supplied to various industries – automotive, electrical, machine tools, metals, agricultural machinery industry, fuel and energy complex, etc.

A three-stage control system is arranged at the plant: incoming inspection of supplied materials and work pieces, periodical inspection of bearing parts grinding process and of finished bearings acceptance inspection. During assembly, all bearings are exposed to hundred percent operational control, many parameters are controlled automatically. Processes of marking and bearing conservation are also automatic.

«Baltic Bearing Company» invites our actual and future partners to BearingNet User Meeting Madrid at the NH Eurobuilding hotel in Madrid, Spain on the 8-10 June 2017.



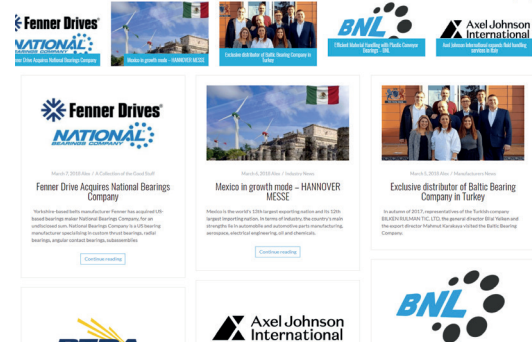
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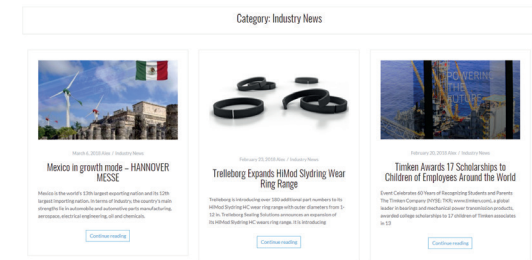
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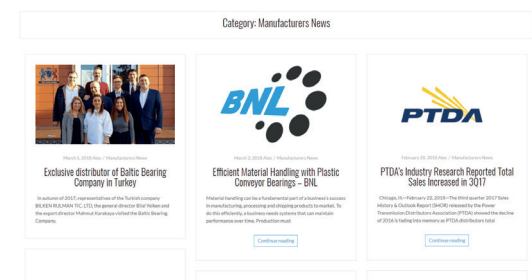
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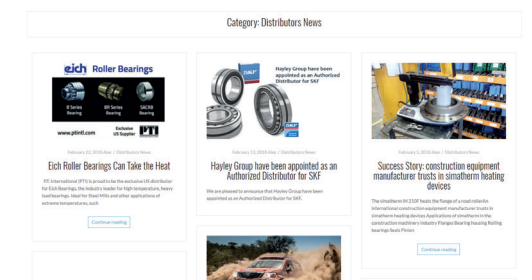
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Travel Diary...It's all work and no play on the Kavial business trip to the Far East (or is it?)

Myself, (Stanislav Kaleis) and three of my colleagues, Andrei Zaitsev, Alexander Petrenko and Andrei Vasiliev planned to visit our suppliers in China and Taiwan. We decided it would be a great opportunity to combine seeing our suppliers with a visit to the Shanghai Bearing Fair 2016. This is an account of our trip:

Our journey began at Tallinn airport and we set off to Finland (no direct flights from Estonia to China). On arrival in Helsinki we found that our next flight was delayed for 1.5 hours (obviously, nobody could tell us why!) After some time at the airport working on our appreciation of Estonian beer we received information that our plane was cancelled and we needed to wait for the next one...we were not off to a great start.

We eventually got on a plane going to Hong Kong instead of China...all part of the adventure I guess!

After 26 hours we finally ended up in Hong Kong. The change of schedule meant we had lost a day we planned to spend meeting our suppliers in Shanghai. Two days later we left for Taiwan for a working weekend but it turned out that Taiwan is one of a few countries in the world where

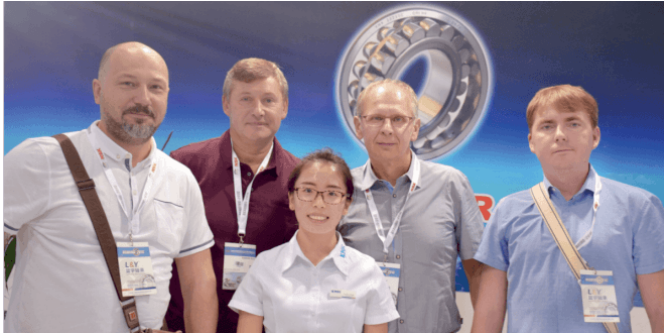
people don't work during weekends – no factories are open, everything is closed. What else could we do but enjoy ourselves and visit some of the most beautiful places in the world, one of these being Sun Moon Lake!

Back home, the temperature at this time of the year reaches a maximum of +15C. In contrast the average in Taiwan is +33C. We reached Sun Moon Lake without delays thanks to the high-speed Taiwan train (which does work at the weekend!). Unfortunately, we were unable to swim in a beautiful lake as it's a holy place (disappointed again!!) so we decided to hire bikes and cycle round the entire lake.



The time flew by in Taiwan. While there we had no option but to sample the various restaurants serving seafood and spicy Taiwan food followed by a view of the Sun Moon Lake in the moonlight, absolutely amazing and I can highly recommend it. We did also fit in some time to go and visit two factories...TTO, a rubber technology manufacturing company, who we have been working with for 10 years now. We represent TTO in the Baltic Region – it was a great opportunity for us to meet everyone there. We also visited Precision Motion Industries Inc for the first time and hope that our trip has resulted in long-term cooperation for the future!





With the weekend coming to an end, we had to move on to the Taiwanese city of Taichung. With a population of 2.7 million people, it's a huge city, with lots of hotels and shops, and most importantly lots of factories so we could actually get down to business. However, we were 'lucky enough' to come across Typhoon Megi! It was the 17th typhoon this year. I have never seen anything like it ever before! As soon as it started city was completely deserted-literally!

All the places around us were shutting down, only the little shops and pharmacies stayed open.

We were staying on the 30th floor of our hotel. From the rooms, we could hear strange sounds and it felt like the building was swaying. It was supposed to be such a nice holiday (sorry, business trip!!).

All of the doors in the hotel remained open just in case of an emergency evacuation, so it's easier to get to the exit. We couldn't leave the hotel for two days until the Typhoon had definitely ended.

The shops and places opened again and life came back to the city. So we started moving towards the south of Taiwan. We figured out that if each typhoon takes two days and this one was the 17th this year it means people get 34 days off a year on top of their holiday (a definite positive for relocating to Taiwan). My company attends the Shanghai Bearing Fair every two years. The fair was first held by China Bearing Industry in 1990, so more than 20 years have passed now and the Fair itself has become more mature and more international. The entire Fair spans over two levels and totals 53,000 sqm – a HUGE event to attend!

Attending the Fair allows us to meet with our business partners and for me, it's also the best way to meet and to look for more specific products from different suppliers. This way I maintain relationships with suppliers I already

know but at the same time, I have a chance to meet new ones.

We will surely remember this trip for a very long time. We might not have seen as many places due to natural disasters, but we did have lots of adventures and successful time at the Shanghai Bearing Fair – we look forward to our next visit!



Nippon Thompson (IKO) acquires 75% of UBC

Nippon Thompson Co., Ltd. Announces that the Board Member of the Company resolved on October 17, 2016 that the Company acquires the equity of UBC (Shanghai) Precision Bearing Manufacturing Co., Ltd and UBC Shanghai and its subsidiary UBC (Suzhou) Bearing Co., Ltd.



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- Chains

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Being a Bearing Distributor in India



We spoke to Raja from Triveni about having a thriving business in India, the economy and Handbags!!



Is Triveni Needles a family business? How did it get set up?

My Dad was a cloth merchant in Punjab working with his uncle. There were very few opportunities in the Punjab back then so he moved to New Delhi looking for work whilst staying with his Uncle. My Dad started working in the Auto Bearing Business dealing with all kinds of automobile related bearings. In 1968 Triveni Automobile was formed and in 1970 he became a distributor for NRB Bearings Ltd who at that point were manufacturing Automobile Bearings for Bikes, Motorcycles and Trucks.

In 1977 my Dad opened another branch and started working in the Industrial segment working with Needle Bearings.

In India we do not have a distributor system like in Europe and other parts of the world. We have something like a fruit and veg market, and you go there to buy your bearings! Every city in India has a bearing market – if I'm not wrong we have about 20,000 bearing shops in India.

We started importing bearings from INA, in fact Triveni Trading was the sole distributor in North India until 1997 and we were importing Nadella, TOM, TIMKEN and SKF.

When did you join the company?

After I finished school I did a Diploma in Computer Applications (nothing to do with bearings!) and I was also

learning to speak French. Whilst doing my diploma I starting working in the Accounts Department at Triveni. I used to do all of the invoicing and it was this way I started to learn the different parts numbers and brands for the bearings. During this time I also used to travel a lot (on my Dad's money!), I enjoyed traveling to Europe, especially London where I used to stay with my Uncle for months at a time.

In 1998 my Dad said to me "It's always good to earn and spend" that's when I had to stop spending my Dad's money and start making my own... it was then I started my career in the bearing business.

Triveni started importing Torrington and IKO and I got to go and visit the customers - I became a Salesman, a salesman that had to crawl under bearing machines to check the



Will your children be joining the family business?

My son is only 11 so ask me this again in a few years time!

I hear you are a bit of an entrepreneur, what is your hobby/side line businesses?

I dabble in bearings, real estate and exporting women's hand bags!

I have some very nice clutches if you are interested?

Is your business more focused on domestic or export sales?

We are doing lot of OEM and MRO business in India, supplying to different manufacturing units from Paper, Pharmaceutical, Medical, Automotive, Bikes, Machine tools companies etc. We are actually open to every customer domestic or exports...if you have the money to buy the bearing we will sell you the bearings!

You have been a member of BearingNet since 2007, how has being a member of BearingNet helped your business?

BearingNet has really helped our business, especially for the export market. Being able to see how we stand compared to the rest of the world has helped us change the way we do business for the better.

BearingNet has helped us fulfil our customers' needs as we can still get hold of bearings that are not available in our own country.

The best thing about being a member of BearingNet is the people



bearing numbers...all of my bearing experience has been practice, everything learnt on the job. But now I don't need to look at my computer to check what's in stock. Working internationally I might receive an inquiry at 2am and I will be able to quote instantly as all of the information is stored in my head.



I have met. I have made some great business partners and friends from being a part of BearingNet. Business is not all about the money you make sometimes it is about the good experiences and the people you get to meet.

I really enjoy the BearingNet User Meetings – I always enjoy meeting up with the people I only usually get to do business with over the phone/email. It is always a pleasure to meet with everyone and always brings a smile to my face.

How is business and the Indian economy?

Business is good, not bad! We have 80% home consumption so we try to keep a lot of our business within the country. We have a growing economy and many industries are growing fast. We are getting a lot of help from the US and have a lot more Nuclear Power Plants which the US are helping us to develop – this is also helping to create more jobs.

In 2016 we heard a lot about the high currency Rupee notes being taken out of circulation, did this affect business?

Yes! On the 8th November 2016 the government decided to pull 500 and 1000 Rupee notes. The Indian economy is based on physical cash before plastic and banking. We believe that what you have in your hand is your own.

Pulling this money out of circulation has affected lots of small and medium sized businesses who mainly dealt in cash. But I guess if you want to compete with the rest of the world you have to learn to run much faster, much longer distances and become

much more organised as a country!

It takes time to change old practices and the younger generation prefer using plastic to cash so I think as more of the younger generation take to the business world the economy will become stronger.

Why do you think India as an economy is doing so much better now?

The younger generation is better educated now. Our major advantage is that we speak the language of the world, English, much more fluently than most other countries; in fact India has more English speakers than Canada and the USA!

India is a huge market for everything, from consumer products to large machinery to cars etc. We have the second largest population in the world, everyone has something to sell here, and everyone is looking to make money.

Lots of industries are opening factories in India, the government is giving lots of subsidies and support to business around the world to open in India, e.g. Honda Nissan BMW AUDI etc.

We also have a very high level of Expats living in India, 25000 French Nationals alone, these people see a future in India and so do I!

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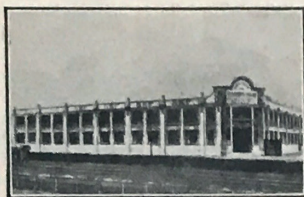
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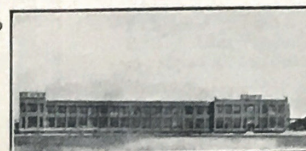


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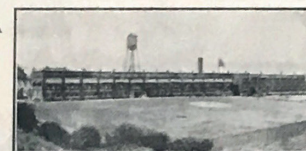


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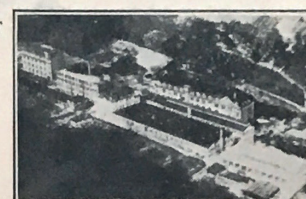
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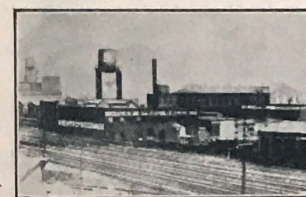
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ANNUAL CONVENTION
2017
20-22 SEPTEMBER

A large, ornate circular frame with intricate floral and scrollwork patterns in a golden-brown color. The frame encloses the text for the event. The text is centered and reads "ROME" in a large, serif font, followed by "ANNUAL CONVENTION" in a smaller, sans-serif font, then "2017" in a large, serif font, and finally "20-22 SEPTEMBER" in a smaller, sans-serif font. Small decorative flourishes are placed on either side of the year "2017".

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Fax: +49 (0) 40 67 10 80-20
E-Mail: info@cwbearing.de
Web: www.cwbearing.de

Hayley Group announces 50/50 partnership with Descours & Cabaud



Descours & Cabaud achieves a historic milestone in its international expansion strategy by acquiring a 50% stake in Hayley Group Limited in the United Kingdom

Thanks to this acquisition, Descours & Cabaud now covers 14 countries and thus enters the small circle of MRO B-to-B distributors able to operate over the entire European market.

Leader in wholesale distribution in France and a major player in Europe, Descours & Cabaud has acquired a 50% stake in Hayley Group, one of the leading MRO distributors in the UK.

This acquisition provides Descours & Cabaud with its first ever operation in the UK and is totally in line with the external growth strategy the Group launched two years ago.

Since 2014, Descours & Cabaud has greatly expanded its presence in Europe, particularly in the Netherlands with the integration of the companies Wiek de Laat Security, Kroon and Nomag; in Northern Italy where it has acquired CCRE; in Germany and Austria, where it acquired earlier this year the companies Rala and Steyr-Werner and most recently in Spain, with the companies Helios Dica and Bou.

In total, eight European companies have joined the Group in the last two years.

Hayley, a major player in the UK

Created in 1976, Hayley services all sectors of industry and has developed a great expertise in the rail, food and



DESCOURS & CABAUD

beverage, aggregate & cement, utilities, agricultural and engineering sectors.

Hayley offers a comprehensive range of MRO products for industrial maintenance bearings, power transmission, sealing products, tools, personal protective equipment, and fluid power. Combined with value-added services such as assembly and repair facilities, to support its clients in their search for improvement in productivity and efficiency.

With 40 branches covering the whole country from Poole to Inverness, Hayley generated in 2016 a turnover of £114 million pounds sterling (€135 million) with circa 600 employees.

"For 40 years, we have fostered a culture of excellence, product expertise and a very high sense of customer service," declares Lee Willitts, Joint-Founder and Managing Director of Hayley.

The Hayley Group operates mainly in the UK with a small operation in the Czech Republic but has no operations in the French market.

A key step towards the establishment of a European leadership in industrial supplies

In markets that are in a process of rapid consolidation, Descours & Cabaud aims to establish itself as the European leader, especially for the distribution of MRO supplies and personal protection equipment.

With eight successive acquisitions in Europe over the past two years,

Descours & Cabaud is now one of the few distributors able to provide services in the whole market and satisfy the growing demand of key accounts looking for an integrated transnational solution.



Taizhou Yongning Bearing Manufacturing Co., Ltd



"We are implementing a strategy of extremely selective external growth. Beyond profitability and complementary skills, we are looking for partnerships with entrepreneurs who share the same values of excellence, technical expertise and customer focus as our Group. We pay special attention to the culture of the company, its people and its core skills. The key objective is to pool our resources together to better serve our clients. Hayley fits perfectly these demanding criteria and will make a huge contribution to our European ambitions", concludes Alain Morvand, CEO of Descours & Cabaud.

ABOUT DESCOURS & CABAUD

Wholesale distributor for industry and construction - with the largest offering on the market. Descours & Cabaud is in daily contact with its 450,000 customers in the building, industry and the public or private tertiary sectors.

The leading wholesale distributor in France and a major European player, Descours & Cabaud's expertise has

developed over the 234 years it has been in business. Descours & Cabaud has a turnover of €3 billion, with over 600 sales outlets worldwide, including 450 in France.

Descours & Cabaud offers its clients a broad and complete range of products: personal protection equipment, metallurgical products, products for building and public works, construction and fittings hardware, tooling, industrial supplies, components and maintenance products, as well as heating, sanitation and plumbing.

With its two European brands: Dexis, aimed at all sectors of industry, and Prolians, which targets professionals of the construction industry and local authorities, Descours & Cabaud is perfectly placed to be the privileged partner of its customers.

ABOUT DEXIS

Through Dexis, its MRO brand, Descours & Cabaud offers a range of technical products, advanced logistics and global buying solutions for industrial players operating on a European scale.

With the acquisition of Hayley, the Group now operates 167 branches under the Dexis brand, in ten European countries (Spain, France, the Netherlands, Belgium, Germany, Austria, Slovakia, Czech Republic, Italy and the United Kingdom).



We are professional in the design and production of high precision bearings.

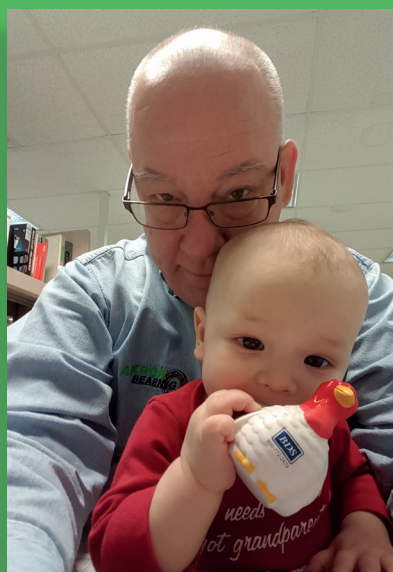
Through 12 years of expanding and development, our capacity has increased to 16 million US Dollar annual output.



Contact us:

Email: yongning@ccbm.com
Website: www.bearingccb.com
Tel: 0086-576-89368593

Remember the cute baby that made the cover of the 2016 edition of Best Bits...well here he is one year on, still hanging out in the Akron Bearing Shop (this time being supervised by Grandad Matt!)



Poland are this year's partner country at Hannover Messe



Polish companies and help them expand internationally. The international industrial trade fair in Hannover gives Polish companies an excellent chance to showcase their technologically advanced products and engage with valuable contacts. As

already boasts a lineup of some 80 Polish firms intent on demonstrating their country's industrial and R&D expertise. For example, in Hall 3 (Stand G25) various Polish exhibitors are showcasing prototypes and developments in the fields of space research, electrical and automation technology and robotics.

Poland is very important for BearingNet as well, being our 5th largest market...

We have 85 Polish members. Between them they are listing 610,000 lines of inventory. In the last two years we have signed up more new companies from Poland than any other single country!!

In 2007, seeing Poland as a promising market we had the BearingNet website translated into Polish. We have also employed three Polish members of staff on temporary or permanent contracts in the last few years - hopefully they are making sure our translations make sense, because the rest of us don't have a clue!!

Aleksandra Skwierczynska, the newest member of the BearingNet team joined BearingNet in June 2016. Aleksandra is part of the News & Marketing team.

We are looking into the possibility of holding the 2018 European User Meeting in Warsaw. We were there for our second meeting in 2006, but think it's time to go back as we now have so many more customers in the region.

Poland will be honored as the official Partner Country for HANNOVER MESSE 2017, as announced today in Hannover by the Polish Ministry of Economic Development and HANNOVER MESSE organiser Deutsche Messe. Paweł Choraży, Undersecretary of State in the Polish Ministry of Economic Development, and Deutsche Messe Managing Board member Dr. Jochen Köckler signed the Partner Country agreement at the Polish national pavilion during HANNOVER MESSE.

"We are delighted that our neighbour Poland will be the Partner Country for HANNOVER MESSE 2017," said Köckler. "Many sectors of Polish industry are achieving impressive innovation and growth. This presents a range of opportunities for businesses and investors all around the world. HANNOVER MESSE is the ideal platform for highlighting these opportunities and hence for putting the strengths of the Polish economy in the international spotlight and building closer economic relations, both multilaterally and bilaterally between Germany and Poland," said Dr. Jochen Köckler.

Polish Undersecretary of State Choraży emphasised the opportunities expected to arise from his nation's Partner Country role: "One of the Polish government's most important priorities is to support innovative

the official Partner Country for HANNOVER MESSE 2017, we will be portraying the varied and dynamic nature of Poland's economy as well as its highly innovative spirit, and seeking to further our foreign trade relations with international partners."

Poland has been enjoying rapid and stable economic growth for many years and is now the sixth-largest economy in the European Union. None of the other states which acceded to the EU at the start of this century have achieved such dynamic growth rates. In addition, the Polish government's extensive investment in transport infrastructure and other public works is stimulating interest in the country among foreign investors. Poland's foreign trade performance is another success story, with last year's foreign trade volume totaling 354 billion euros - up 8 percent from 2014. Poland's Ministry of Economic Development is currently pursuing a "Plan for Responsible Development" aimed at re-industrialisation, fostering innovative businesses, building up development capital, opening up foreign markets and promoting social and regional development. Specific projects envisaged by the plan relate to eco-friendly local public transport infrastructure, IT security, unmanned aerial vehicles, and ships and mining machinery.

The upcoming HANNOVER MESSE

We spoke to some of our Polish customers to find out how their business has developed and how BearingNet has helped them grow...



... by świat nie stał w miejscu

Our company joined BearingNet in 2003, this has been one of the biggest milestones for our company in our 60 year history. We joined before Poland became a member of the European Union. Foreign trade was very difficult back in 2003, however, since then a lot has changed. When joining the EU in 2004 it made trade a lot simpler for us, like custom tax, so we could focus on acquiring more customers. In addition cooperation

with foreign partners has become easier and more reliable.

On the other hand by opening the economical borders we also gained several large competitors with foreign capital. The challenge was to remain as a leader in the industry. For us it became an incentive to work even harder in order to develop our product range and continuous improvement of product quality.

Our customers needs and requirements have primarily changed throughout last 15 years. They started to pay attention to complexity and flexibility of supply. 'Just in Time' has become a common model to fulfil the orders. Additionally, more often our customers decide to outsource maintenance departments, which in many cases it is economically justified.

In order to meet customer expectations we naturally stopped seeing ourselves just as a trading company and started to supply high-quality products and equipment for maintenance, as well as technical advice. We have also established the Training Centre, where we share many years of experience to help our customers.



Albeco have been in business since 1989, we offer bearings, linear motion and power transmission products, tools and technical chemistry. We focus on high product quality, availability and short delivery times. We have offices in Poznan, Olsztyn and Katowice. We co-operate with the biggest manufacturers of bearings, among other: NTN SNR, Schaeffler Group, JNS, ACCURIDE, HepcoMotion, AMES, BEGA, FLURO.

Albeco became a member of BearingNet in 2006 and since then we have attended seven BearingNet User Meetings. These meetings are an excellent opportunity for us to promote the company and show other companies what we can offer, especially companies that are not in our home market. These meetings gives us the chance to meet new companies who we have the possibility of doing business with and the meetings make it easier for us to showcase our company to existing customers, in person.



TRANZAX is a company with more than 25 years of experience in sales and distribution of bearings, seals and V-belts.

We have a wide range of bearings, in which there are many types of bearings well-known brands, as well as developing Polish brand bearings VTL POLAND.

We have been members of BearingNet since 2004. The BearingNet network has given us the opportunity to work with partners around the world (companies we would never have done business with if we hadn't both been members of BearingNet) and it has helped us to meet all the needs of our customers.

We are constantly increasing our product range to satisfy our customers even more.

BearingNet's Polish members and the year they joined...

Brammer S.A. 1998
Rombor Sp. z o.o. 1999
Orion Sp. z o.o. 2003
Prema SA 2003
Wamet.com Sp. z o.o. 2003
Firma Handlowa Bald - Lozyska 2004
TLC Lozyska Sp.J 2004
Tranzax 2004
Ewmar - Ness Co Ltd 2005
Hedan Sp. z o.o. 2005
Quay BHU Sp. z o.o. 2005
Rak and Roll Sp.J. 2005
Wika Sp. z o.o. 2005
Albeco Sp. z o.o. 2006
Alex S.C. 2006
Alfa Dariusz Trzaska 2006
Denar-P Firma Handlowa 2006
FLT Polska Sp. z o.o. 2006
Kool Jurkiewicz i Wspólnicy sp. j. 2006
Marat Sp. z o.o. 2006
Margo 2006
Mastal P.P. 2006
Optimal P.W. 2006
Rema - Pol Sp. z o.o. 2006
Rollmax 2006
SKF Polska S.A. 2006
Craft Bearings Sp. z o.o. 2007

Mark Way S.C. 2007
Metal-Market Sp j. 2007
P.H. Volpex 2007
P.H.T. OM s.c. 2007
SVL Sp. z o.o. 2007
Walkowiak Firma Handlowa 2007
IWMARK 2008
FH Mazurek 2008
Marbet Lipsko Sp. Zoo. Sp.K 2008
Agencja Handlowa J.T.Mireccy sp.j. 2009
F.H. Kolmet 2009
F.H. Metal Service 2009
Kami Hurt-Detal Export-Import 2009
Metal-Mart 2009
Inter Trade sp. z o.o. 2010
P.H.U. Harmax Mariusz Haremza 2010
Helion s.c 2011
Metex Sp. J. 2011
P.H. Atut Andrzej Koscielniak 2011
P.W. Galazka Stanislaw Galazka 2011
PKZ Lozyska s.c. 2011
Vervo Sp. z o.o. 2011
F.H. Gewa Ewa Gorska 2012
Nemra Sp. z o.o. Sp.k. 2012
P.H.U. Coala 2012
P.Pi Z.H. ZATEX-POL 2012
Probel Sp. z o.o. 2012
Sped Sp. j. 2012
Aron Hurtownia Techniczna 2013
Edmax Hurtownia Lozysk 2013
FHU Delta 2013

Lagertechnik S.C. 2013
Nectech Europe Sp. z o.o. 2013
P.H. Rokon Konin Lozyska Toczne 2013
Popako Krzysztof Górski 2013
Rolmet S.j 2013
Sklep Techniczny M.Szoser 2013
Tech-mech Hurtownia Przemysłowa 2013
Wibet ZHU 2013
F.H. Specjal Kurkiewicz s.p. j. 2014
FHU Wasylów - Marcin Wasylów 2014
Intervito 2014
P.P.H. "Grad" Beata i Pawel Grad Sp.j. 2014
Rem Elblag Sp z o.o. 2014
Serwiskrak S.C. 2014
TG Ersatzteile Polska Sp. z o.o. 2014
Nipol s.c. 2015
Proem Mariusz Kozłowski 2015
Tech Solutions Sp. z o.o. 2015
TechWelt 2015
Abakus Industrial Sp. z o.o. 2016
August Kuhfuss Sp. z o.o. 2016
Champion Centrum Zaopatrzenia Przemysłu 2016
F.H. Arteks 2016
Hennlich Sp. z o.o. 2016
P.H.T. Omega s.j. 2016
PPW Nabor G. Naborczyk 2016
Rado-Lab Centrum Frezowania CAD-CAM 2016
Aktim Sp. z o.o. 2017
LSF - Linear Shafts Factory Mateusz Pondo 2017

20 years of NKE Austria



Steyr, Austria, October 2016. Bearing manufacturer NKE Austria GmbH is celebrating its 20th anniversary this year. Based in the Austrian city of Steyr, the company was founded in 1996 by Heimo Ebner and Harald Zerobin, both previously leading employees of former bearing manufacturer Steyr Wälzlager. NKE produces standard and special bearings for all industrial applications, with



engineering, product development, production, final parts processing and assembly, quality assurance, logistics, sales and marketing being centralised at its Steyr headquarters. The bearings are distributed through 12 international representative offices and 240 distribution outlets in 60 countries.

In its first ten years, NKE experienced rapid, constant growth, with its turnover increasing on average by more than 20 percent a year. As early as 1996 its employees numbered about 80. To keep up with the growth, the company's premises in Steyr-Gleink were expanded several times, but still proved too small.

Consequently, new premises were completed in the Stadtgut Steyr business park in 2009. The new premises, in which NKE invested more than 15 million euros, had a building area of 10,000 m². As well as doubling the production capacity, the relocation facilitated a greater vertical integration and more efficient logistics. Despite the financial crisis, NKE increased in turnover in 2009 while its number of employees grew to 200. An important growth sector in this respect was wind energy, with China as the number one growth

market. It was in the same year that NKE opened its first Chinese sales office in Shanghai. In the end, however, the global financial crisis did not pass NKE by without leaving its

mark: today, staffing levels are down to 120. With the aim of uniting strengths and expertise and taking advantage of synergies, Spanish bearing manufacturer Fersa Bearings, which is specialised in the automotive

sector, acquired an interest of 49 percent in NKE in 2016. The resulting group of companies boasts three production sites, five distribution centres, and three research and development locations.

After guiding the company for 20 years, its two founders and former General Managers Heimo Ebner and Harald Zerobin passed the company's management on to Thomas Witzler in July 2016. With their many years' expertise and experience, they

continue to be active in NKE, dealing with strategic planning within the company.

"It is with pleasure and a little pride that we look back on the past two decades, in which we have succeeded, together with our staff, in establishing NKE as a manufacturer of premium bearings" says Harald Zerobin. "With the reorganisation we can now invest more time in strategic topics to shape and plan the next 20 years."

Regarding his future plans for the company, the new General Manager Thomas Witzler says: "Our aim is to continue our success story of the past 20 years. We will increase our focus on technical solutions, not least as a partner in the development of smart bearing solutions. Initial confirmed customer projects and feedback are already showing that we are on the right path. In addition, we have been able to bring 'Advanced Engineering' – the development engineering department for the entire group of companies – to our Steyr headquarters. In five years we want to make 20 percent of our sales with products that haven't even been developed yet."



Madrid

8-10 June 2017



"BearingNet has made the world much smaller. The User Meetings allow me to **meet distributors from all over the globe**, to find out their inventory strengths and create business relationships **enabling me to buy and sell worldwide!**

Jim Ordehook
Eastern Industrial Automation



Washington

7-9 September 2017





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