

BearingNet's Best Bits



April 2018

The next chapter

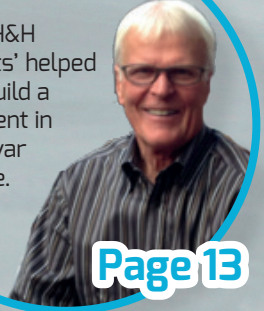
We say goodbye to Jenny as she retires from BearingNet and sets off on her world travels!

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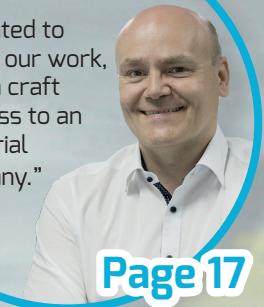
Saludos Auf Wiedersehen
thank you hola **addio**
Goodbye Tchau
Cordialement **Toodles**
gracias **I will miss you all**
See ya! **Grüße** regards

How 'H&H Exports' helped to rebuild a continent in post-war Europe.



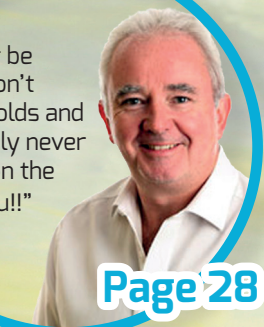
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"I wanted to evolve our work, from a craft business to an industrial company."



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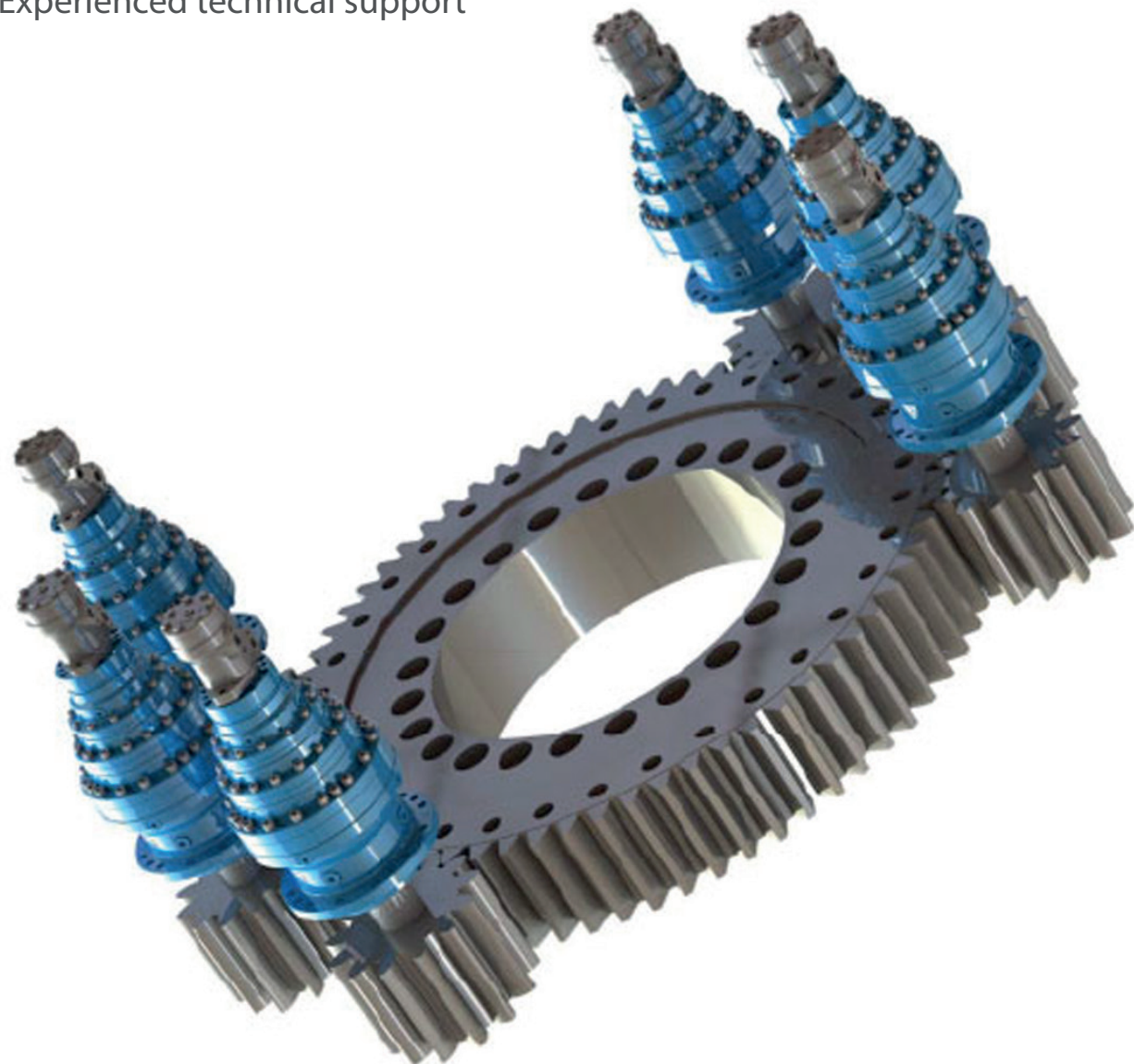
"Never be late, don't have colds and certainly never mention the man flu!!"



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SLEWING RINGS, SLEWING DRIVES & RING GEARS

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

We also have our own News site news.bearingnet.net which features a range of news from distributors, manufacturers and the industry. BearingNet's Best Bits is a collection of articles from our news site.

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

You can find the source of the articles included in our Best Bits magazine on news.bearingnet.net

Meet the team at BearingNet

In the past 6 months a lot has changed at BearingNet. We hired a Business Development Manager, Marcin. Jenny has retired and been replaced by Cheryl, our new Finance Manager. Julian and Ania have joined the Sales & Marketing team and we have Steve our Project Manager to keep us all under control!

The owners



Peter Annis
Owner & Managing Director

Peter started BearingNet in a basement over 20 years ago! He has a family history in the bearing industry; his uncle, John Bass, is the founder of BearingNet and his Grandfather manufactured miniature bearings.



Gary Jenkins
Owner & Technical Director

Gary started BearingNet along with Peter back in the 90's. He is the technical genius at BearingNet! Gary leads the technical and development team. If Gary can't fix it no one can! (Well, maybe Stephen!)



Jenny Palling
Owner & Finance Director

Jenny started as our accounts lady in 2000 and has been a monumental figure in the development of BearingNet and the User Meetings. Jenny has now retired but will still be involved as an owner.

Senior Management



Nicola Beer
Commercial Director

Nicola started working with BearingNet during her placement year at university and came back to join us full time in 2007. Nicola leads the Sales & Marketing team as well as running the successful BearingNet User Meetings.



Marcin Krzaczkowski
Business Development

Marcin is enthusiastic, ambitious and Polish! Marcin works remotely in Poland for 3 weeks of every month and is in the BearingNet office 1 week of the month. Marcin has brought lots of changes to BearingNet in the past year.



Cheryl O'Hara
Finance Manager

Cheryl joined BearingNet in November 2017. Cheryl is in charge of the money and looking after us all (Cheryl's favourite job is to write policies, her previous job was in a school!). Cheryl also manages the Finance & Admin team.



Steve Day
Project Manager

Steve is the newest member of the team who joined us at the end of 2017. Steve is here to make sure all the BearingNet team are working hard, sticking to their deadlines and doing the best work for the benefit of our members.

Sales & Marketing



Alex Skwierczyńska
Marketing Executive

Alex is a part of our marketing team. She works on our marketing for new distributors, User Meetings and our customers. Alex also helps Nicola to organise the User Meetings and make sure everything runs smoothly!



Julian Gore
Marketing Executive

Julian is one of our new starters. He has joined the marketing team to mainly work on the ManEx project. Julian has a creative eye and has brought a fresh approach to our design and marketing campaigns.



Chris Howard
Sales Executive

Chris was another successful placement student, who took over from Nicola when he was just 19! Chris left us for pastures new but was dragged back in 3 years ago to become our man who looks great in a suit and can sell to anyone.



Ania Walton
Sales Executive

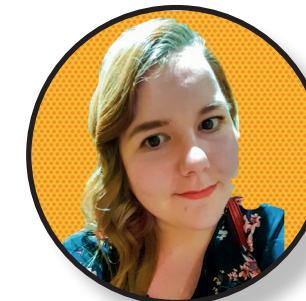
Ania has joined Chris to work on our world domination! Together they are getting more members for BearingNet, new Manufacturers who are searching for distributors and enhancing memberships by selling them a Bolt-on or two!

Development



Stephen Penney
Web Developer

Stephen is our main programmer. He works on all the 'behind the scenes action' which keeps BearingNet running efficiently. Gary and Stephen currently have their heads in the clouds where they are trying to put our BearingNet server!



Lee Pearson
Web Developer

Lee is our content and front-end developer. Lee creates our User Meeting videos and pictures. She also has the loudest sneeze of all mankind which, I am sure some of you have heard from your offices around the world!!



Marcin Wiatrzyk
Web Developer

Marcin W is our man of mystery! He travels the world and works on BearingNet projects from whichever town or beach he is currently visiting. All the posh pretty stuff you see on the website, that's Marcin!

Finance & Admin



Scott Yates
Inventory Specialist

Scott has been with BearingNet since the beginning. He is the inventory specialist and any questions you have about your inventory Scott is the man to ask! He is also in charge of making sure our customers are ok.



Pascale van Koolbergen
Admin & Accountants

Pascale helps out with all parts of BearingNet, she also answers the phones, so if you call up and need something solving, Pascale is the person to get it sorted for you! Pascale has recently taken on our book-keeping too.

Fastest growing meeting to date.

With nearly 200 delegates registered for the next European User Meeting it looks set to be our biggest meeting yet! The meeting will take place at the Hilton Warsaw Hotel & Convention Centre, just a 20-minute walk from the Old Town.

What is a BearingNet User Meeting?
Think speed dating...

We put hundreds of distributors all in one location over one weekend to meet, talk business and build long

lasting relationships. We also throw in some good food and drink to ensure everyone has a great time!

We have been hosting the User Meetings for over 10 years now and have learnt something from each meeting. What we do know is that our distributors want the time to talk to each other about what they have to offer, so we have given them just that! There are no strict time structures for your meetings, you could have a meeting that lasts 10 minutes or 1 hour...you can even continue the meeting later in the bar!

We have tried to create a relaxed atmosphere, one which ensures delegates look forward to attending the event, but also know that they will leave the meeting with excellent business connections.

Who should attend and why?

The BearingNet User Meetings attract distributors from over 40 countries worldwide. It is an excellent opportunity for BearingNet members to meet lots of companies all in one location, to see old friends and make new

"An interesting and informative meeting which enabled me to meet people from the same field. It's good to know who is doing what and to get to meet these people face to face. Meeting in person is an altogether different and longer lasting experience."

Best Wishes G Singh
Triveni Needles P Ltd

To:
BearingNet
Members
Worldwide

business connections. The meetings are typically attended by business owners, sales and purchasing managers and import and export specialists.

The meetings have been designed to be the perfect way to enhance your online business relationships and turn them into successful face to face connections. People still like to do business with people they trust. Face to face is still the best form of communication and attending the User Meetings gives you 3 days to meet your peers helping you to build really strong, profitable relationships!

Manufacturers' Opportunities at the meetings

As well as the BearingNetworking we also invite our manufacturing members (ManEx) to take part in our 'Manufacturers Showcase'. This is a unique opportunity for Manufacturers to promote their products to hundreds of distributors and to talk to these distributors in person. You will have time to meet with the distributors in a less formal setting over food and some drinks and also 2 full days of networking to have the business talks! You will be given your own table to hold meetings and display your products. BearingNet will also help to promote your company to our 1,850 distributor members, letting them know who you are, what you have to offer and giving them the opportunity to meet with you in Warsaw!



Join us in Warsaw

11-13 October 2018

Book your place to attend the 2018 User Meeting at the Hilton Warsaw Hotel & Convention Centre

email nicolab@bearingnet.net

Introducing FluidPowerNet

Designed exclusively for
Fluid Power companies!



BearingNet was founded in 1996 by John Bass, his nephew Peter Annis and work colleague Gary Jenkins. The aim of the Bearing Distributor Network has always been to enable bearing and power transmission distributors to do business, easier and more efficiently with each other. This hasn't changed in the 21 years since BearingNet began and now a brand new member of the BearingNet family has been announced.

Using our extensive knowledge in the bearing and PT industry working with distributors, we are very excited to launch FluidPowerNet (FPN), an adapted and dynamic platform for the Fluid Power industry.

Under the experienced guidance of Peter and Gary, our business development team Nicola Beer and Marcin Krzaczkowski are excited to bring this new B2B platform to the market and help Fluid Power companies trade and do better business.

Just like BearingNet, FPN helps distributors locate parts that they either do not have in stock or have a long lead time from the manufacturer. FPN is also a great resource for Fluid Power companies. It offers a selection of catalogues, a Marketplace for bespoke parts that need manufacturing and for those companies that can fulfil these orders, forums to share industry knowledge and requirements. Plus it has wanted and offers pages for those

items that cannot be found using the search tool.

We know what you're probably thinking right now: "bearings and fluid power parts are very different!" but we have done lots of research to work out what the similarities and differences are.

We have also been testing the new website with a number of Fluid Power companies to collect feedback and to create a system that works well for the types of companies that will be using the service. We are not trying to disrupt or change the industry, we are trying to enhance the traditional distributor channels and make them more efficient.

Our official launch is during the Fluid Power Systems show at the NEC Birmingham from the 10-12 April 2018. Nicola and Marcin will be there, ready to demonstrate the site, answer any questions you have and show you how the site can work for your company. If your company is involved in the fluid power business and you are interested in helping us to trial this new platform, please contact us:



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e: sales@FluidPowerNet.net
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2018 Hannover Messe Partner Country: Mexico



Mexico is the world's 13th largest exporting nation and the 12th largest importing nation. In terms of industry, the country's main strengths lie in automobile and automotive parts manufacturing, aerospace, electrical engineering, oil and chemicals. It is a major producer of automobiles, and is in fact the world's fourth largest exporter in the automobile sector. Mexico traditionally has close economic ties with the USA. North America accounts for some 80 percent of Mexico's foreign trade.

Mexico is Latin America's second-largest economy, achieving a GDP of USD 1,043 billion in 2016 – an increase of 2.3 percent on 2015. The country's GDP comes primarily from the services sector, industry and commerce and in 2016 worked out at about USD 8,623 per capita. About one third of Mexico's GDP comes from industry, which generates some 35 percent of the country's exports.

The energy market reform process, which began in 2013, has breathed new life into the country's oil, gas and electricity sectors. The reforms have brought various private investors into the energy market alongside the country's big state-owned companies PEMEX and CFE. Over the past seven years, Mexico's overall energy requirement has grown by 25 percent. This growth includes a 50 percent increase in the country's electricity requirement. While this energy requirement is currently met primarily from oil and gas, the government now has a diversification strategy aimed at generating 35 percent of the country's total energy requirement from a mix of renewables, such as wind and hydropower, and nuclear by 2024.

The growth areas of the Mexican economy include renewable energy, mechanical engineering, healthcare and logistics. Of particular interest is the logistics industry, which currently generates about 15 percent of Mexico's GDP. The bulk of this relates to transportation. Mexico is currently working on improving its logistics performance, a score on which it aims to join the ranks of the global top 20 by 2030.

"The eyes of the entire industrial world will now be turned to Mexico. This partnership is a win-win for everyone and will do much to grow and improve economic relations between Mexico and Europe."

Dr. Jochen Köckler, Chairman of the
Managing Board, Deutsche Messe



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Jenny Palling

BearingNet Legend Retires



“ I want to say a huge thank you to everyone who has helped to make my time in this business so enjoyable.

There are some amazing people in this industry – crazy ones, loud ones, funny ones, generous ones, argumentative ones (sometimes all of these things!). ”

BearingNet has been in the Bearing & PT industry for over 21 years.

In that time, employees have come and gone but one particular staff member has stayed to provide her expertise for nearly 20 years. Jenny Palling has been the glue of the company – arranging accounts, reading through marketing collateral and organising meetings for hundreds of people!

With Jenny now retiring from her many roles at BearingNet to go on adventures with her husband, we asked her to reflect on her years in the industry...

We're so sad to see you go, Jenny! How did you come to work for BearingNet?

I know! I'm sad too. It's definitely mixed emotions for me.

Before having children, I worked for the National Audit Office in London. I resigned after my son was born as I didn't fancy the combination of night feeds and an early commute. I did a few local part-time volunteer and paid roles while my children were young, eventually ending up in a firm of local accountants. I didn't enjoy it very much so when I saw an advert in the local paper for a part-time bookkeeper to join a young internet company I applied for the job. I knew nothing about the internet or bearings (many will say I still don't!). I remember the interview with Peter – he wanted to know what my foreign language skills were, so I told him I could order two beers in any language. That seemed to do the trick and I was offered the job.

How has the Bearing & PT industry changed since you started?

Well, from our point of view the major change has been the increased use of technology. I remember in the early days doing a Roadshow in France to demonstrate BearingNet to local distributor companies. Many of them said it was a great idea, but it would have to wait until they had installed desktop computers in their offices and connected to the internet. After the Roadshow we went out and successfully ordered two beers - it's a shame there

were three of us!

Is there anything from your career that you would change if you could?

I would probably have avoided that job at the accountants!

Is there anything about BearingNet that you'll miss?

Tons of things! The main thing will be the salary people, both colleagues and customers. We are a small company and over the years I have probably spent more time with my colleagues than my family. It feels like a family (we even have arguments about who does the washing up and takes out the bins!) so it's going to be a big change not coming in every day and hearing the latest gossip. I'm going to miss them all terribly.

What won't you miss?

Washing up and taking out the bins!! Only joking. I won't miss the alarm clock (I've never been a morning person) or the rush hour traffic. I also won't miss restricting my holidays to a maximum of two weeks.

Who's been the stand out character that you've worked with?

Two stand out characters – Peter and Gary. They are completely different personalities but together they have made BearingNet the success it is today.

They took the risks in the early days – working all hours in the basement of Peter's flat to get BearingNet up

and running and to convince sufficient companies to load their inventory and use the site. Since then they have continued, and still continue, to devote their time and energy to constant improvement.

How have the BearingNet User Meetings changed since your involvement?

They have changed hugely. The first one I was involved with was in Prague in 2005 - we had 94 delegates. I carried everything we needed for the delegates in one bag (which I accidentally left in the bar on the first night). Since then the meetings have grown considerably. With Nicola's help, we have been able to develop the potential of the meetings with sponsorship, premium locations and the Manufacturer's Showcase.

What's been your biggest satisfaction working for BearingNet?

Well, it has to be the satisfaction of being part of a young, start-up business and helping it to grow and develop. When I joined BearingNet we had 370 customers. We now have over 1850! I remember we sometimes worried whether we could pay the salary bill in the early years, and there were only four of us in the company. Now we employ 16 staff, and they all get paid on time.

What are your retirement plans?

My immediate plans are a two-month trip with my husband to Singapore, Australia and Bali. We have family and friends in Australia who we have visited before, but never had the time to travel

to other parts of the country. We're taking the Ghan train from Adelaide to Darwin, calling in at Uluru on the way so we can see sunrise and sunset at the Rock. When we get back I want to get work done on our garden and I'm looking at local volunteer roles. I will continue to be a shareholder in BearingNet so I will be calling in from time to time to see how business is going.

You've had quite a career in the industry but your next adventure is on the horizon. Any closing comments?

I know, my husband and I are very excited!

I want to say a huge thank you to everyone who has helped to make my time in this business so enjoyable. There are some amazing people in this industry – crazy ones, loud ones, funny ones, generous ones, argumentative ones (sometimes all of these things!). I couldn't go without saying goodbye to many people, so I will be at the Warsaw User Meeting in October, hopefully looking more relaxed than at previous meetings because Nicola and her team will be handling all the stress!



nomo®

Nomo acquires Swedish bearing distributors

Nomo, part of Axel Johnson International, strengthened its position on the Nordic market for bearings, transmissions and seals by acquiring Roter Kullager in Täby AB and Roter Kullager in Västberga AB on February 2, 2018. The Roter Kullager companies have annual sales of SEK 27 million.

Roter Kullager supplies bearings, transmissions and seals combined with related services and strong technical skills to industrial customers on the Swedish market. The company was founded in 1997 and has a wide product portfolio with strong and well-known brands.

“Our ambition is to further strengthen Nomo’s position in the Nordic market as a leading technology solution provider of bearings, transmission and seals,” says Mattias Jaginder, CEO of the Nomo Group. “Roter Kullager has a loyal customer base with relationships that go back 20 years. Its strong local presence and competencies within our product areas mean that we can strengthen our offer to the market together”

Roter Kullager has worked with Nomo for many years and sees great benefits in becoming a part of the company. “Nomo’s vision and business concept are entirely in line with how we want to develop the company,” says Johan Pilskär, Roter Kullager’s majority shareholder. “Becoming a part of Nomo and Axel Johnson International gives us the opportunity to continue to grow our business.”



AX Axel Johnson International

Axel Johnson International expands fluid handling services in Italy

AxFlow Italy, part of the Fluid Handling Solutions business group of Axel Johnson International, on February 27 acquired Cinti S.r.l., a specialist in installation, service and repair of centrifugal pumps based in northern Italy. The move aims to strengthen AxFlow Italy’s service offering and position it for further growth. With 21 employees, Cinti serves customers mainly in the municipal water, irrigation, agriculture, water treatment, and fire protection. The acquisition includes all the tools and facilities needed to make a complete service offer.

“By bringing Cinti to AxFlow Group we will strengthen our service offering in Italy and in Europe. It is in line with our long-term aim to have the best customer service on the market,” says Ole Weiner, CEO of AxFlow Group.

Cinti is an authorised service centre for water pumps for civil and industrial applications, including many well-known brands. It has certifications and authorisations for public works in Italy.

Cinti’s Managing Director Marco Cinti, sees big benefits of being part of a larger group. “We are looking forward to increased visibility and sales activity generated by AxFlow Italy’s sales staff, he says. “Cinti will have a wider portfolio now, including PD pumps and agitators, and we will be able to expand our service offer to other industries.”

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The missing piece in post war Europe.

How ‘H&H Exports’ helped to rebuild a continent



The United States of America decided not to adopt the metric measurement system, in part because in 1793 British pirates stole a copper kilogram weight intended for Thomas Jefferson, one of the Founding Fathers.

The United States has continued with the Imperial system ever since and the difference in measurements continues to marginally cost the American economy, primarily due to the fact the rest of the world has adopted the metric system (apart from Myanmar and Liberia.) However, at least in one case, this disparity created a business opportunity for one college student in the 1970’s...

Following World War II, European economies slowly started to rebuild in the hope of reviving each country’s prospects for the future and to rebuild the bombed towns and cities. To help with the rebuilding process, the United States donated \$13 billion dollars to Western Europe, better known in the history books as the ‘Marshall Plan’.

As part of this donation to the continent, machinery for agriculture, transportation and manufacturing equipment was included. Since machinery from the United States had been manufactured using its standard



measures, it would one day require inch-sized replacement parts.

The story of H&H Exports in all of this started in 1976 when a young Bill Howard received a phone call from a friend in Germany.

Wolfgang Dreja and Bill had become close friends years earlier in Stuttgart and Wolfgang called his American pal with an interesting business opportunity. Bill still smiles when he recalls that telephone conversation:

“Wolfgang asked me if I’d like to source inch-sized ball bearings for export to Germany and despite being happy to receive his call, I said that’s a great idea, what’s a ball bearing?”



Within a year, Bill launched H&H Exports, Inc. Initially sourcing inch-sized bearings and power transmission parts for the



German market, H&H Exports soon exported to other European countries such as the United Kingdom.

In the late 1970’s, Bill travelled throughout continental Europe visiting bearing distributors from Germany to Poland. The H&H offering was innovative for the time in that pricing was quoted in the customer’s currency and landed at their airport.

H&H Exports quickly became a key source to those distributors already recognised as their country’s primary source for American replacement parts. Over the years, H&H Exports expanded its business throughout Europe and Asia.

“When I look back on the business, it’s certainly changed dramatically since the invention of the Internet.

Back in the early days, customers commented that I made it dead easy to do business with, like going to the local bakery. And that’s what set me apart from the others.

I’ve seen the whole world, I’ve met some incredible people in this industry, it’s been a phenomenal ride, a great way to spend 40 years of my life.”

L O N D O N

A N N U A L C O N V E N T I O N

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Every now and then, a company will receive a request to produce something out of the 'norm' – something that exceeds capabilities and pushes limits. Take 250 chefs in Naples for example, who worked together to make a world record-breaking pizza measuring 1,800 metres long.

As far as manufacturing goes, Industrial Starkline beltmakers Moltech, based in Röske, Hungary were faced with a more unusual request than they normally get. A customer requested a 63-meter-long industrial belt for a huge wood processing machine. Not quite a world record, but the beltmakers faced the challenge head-on.

The challenge was simple – produce the belt in a few hours within the Moltech workshop that measured only 23 meters. A lack of adequate space, however, didn't stop the Moltech team and with an open mind, open windows and some spacious

Essential Flexibility Belt makers Moltech go the extra mile

out of the box thinking, the Li belt was produced – starting with the base, adding the tensile members (cord) to the base after finishing with the top belt. It was just a matter of coating the belts with a white top measuring 70mm in width.

The customer received the Starkline belt after 8 gruelling hours of production, where it's now being put to good use producing wooden doors.

Anko Reijnders, Export Manager at Moltech highlighted the challenge involved for the team:

"This was a huge challenge that our team worked hard to conquer, mainly due to the immense length of the belt.

We did not have enough space in our workshop. It was actually quite

amusing seeing the belt being created out of the workshop windows and into the courtyard!"

Another challenge to complete this belt was the tension due to the heavyweight. We had to use a company car to take the tension!"

Moltech have built a reputation for producing custom built and tailor belts not only in any length but also with a variety of covers for different grip needs.

Got a bespoke requirement?

Contact the Moltech team for a chat, even if you need a 63-meter-long belt, they're happy to help...

Call +36 62 573057 or email Anko.Reijnders@moltech.hu



STARKLINE

CRAFT Bearings – The 40th edition of the world-famous Dakar Rally



The 40th edition of the world-famous Dakar Rally was brutal for the car category drivers – only 43 teams reached the finish line after 14 days of racing in South America. Toughest ever for some, it was named fairly easy and very interesting by the Lithuanian CRAFT Bearings Dakar Rally team.

Led by 9-time Dakar starter Antanas Juknevičius together with his co-pilot Darius Vaiciulis, the team has thrived in the treacherous conditions. Starting from the 21st position on the grid, the crew took the start of the Dakar slow and steady and came back to its original pace in stage two, where the crew finished in P19. As every competitor in the Dakar Rally would say – there's always one day in the competition, when you have to go through hell to reach the finish line. This was just the beginning of all the troubles as the crew later had

to change additional tow tires and after borrowing some from the competitors, the crew finished the last 40 km with blown-out rear tires. Nevertheless, Antanas Juknevičius and Darius Vaiciulis ploughed on with a smile on their faces and eventually started going back up the leader board.

After the unexpected rest day, when stage 9 was cancelled due to the weather conditions, CRAFT Bearings Dakar Rally team was in P16, but cranked up the rhythm and climbed 4 additional positions into the record-breaking 12th overall at the finish line. This was the third time Antanas Juknevičius has broken the record of the Baltic states – the first being in 2009, when he finished 25th overall, and the second last year – 21st place overall.



Ruland in 2018: The Big Picture

Ruland is continuing to expand our standard line of shaft collars, rigid couplings, and flexible couplings. Already in 2018, Ruland has added mountable shaft collars and additional threaded shaft collars. Mountable shaft collars have holes in the outer diameter, or flats and holes in the outer diameter, allowing them to be mounted to each other or to components such as sensors. New threaded shaft collars include acme, trapezoidal, and left hand. Throughout the course of the year, there will be new products released in the flexible coupling line, although more details cannot be given now.



The best way to see what's new is at ruland.com.

Ruland mountable shaft collars allow designers to work with a standard component in systems with perpendicular shafts or where mounting of components such as cylinders is required.



Robert Watkins, Vice President of Sales and Applications, Ruland Manufacturing, Marlborough, Massachusetts, USA

Ruland Manufacturing Co., Inc. was established in 1937 as a manufacturer of precision components. Ruland's focus for the past 40 years has been on high performing shaft collars and couplings. All Ruland products are made in its Marlborough Massachusetts factory. The complete line of products includes shaft collars and rigid couplings, and a full line of motion control couplings: beam couplings, bellows couplings, oldham couplings, miniature disc couplings and zero backlash jaw couplings.

Phone: +1 (508) 485 1000

Email: sales@ruland.com

www.ruland.com

Progression driven by challenges.

The story of Kettentechnik Roeder



On the outskirts of a small German town in 1969, Engineer Günther Roeder bought several manufacturing machines including a pressing machine for assembly and set them up in a rented barn with aspirations of using his engineering experience to grow a manufacturing business.

Initially working with his father in a drive technology trading company, Günther decided to evolve his new company from a supplier for the chain industry to a manufacturer of special chains. This put Kettentechnik Roeder in a pivotal position within the market with a high level of vertical integration, propelling them into the industry as craftsmen with industrial character.

Like any humble business owner, Günther attributed the initial success not only to his drive and ambition but also to his wife, Hannelore and would admit freely that the business would not have been a success without her.

The running of the business was split into the technical side with Günther using his engineering experience and Hannelore managing the financial side, as Günther (in his son, Marcus' words) was "too much of a technician and did not care about the numbers."

In 1995, Günther Roeder's son Marcus joined the company following not only a successful mechanical engineering degree but additionally spent 3 years at a printing company. This experience gave Marcus the drive and energy to transform Kettentechnik Roeder:

"When I joined the company following my father's ill health, I was very interested in evolving our work, from a craft business to an industrial company with an international reputation. This is still going on today! We strive to change and evolve around the industry, especially with our 50th anniversary coming up in 2019."

Following the retirement of Günther in 1998, Marcus took over as Managing Director with the task of making sales steady again, following a few years of instability.

Sitting at his desk enjoying a small glass of Scottish whisky before the 2017 Christmas period began in the town of Willich, Marcus reflected on the number of challenges facing Kettentechnik Roeder in the coming years:

"We see ourselves as the manufacturer of special chains with small needs and I'm certain we should be the chain manufacturer that completely fills this niche. For this, we'll invest in machinery

and measuring equipment to help us fill the niche most effectively and get noticed globally."

Kettentechnik Roeder joined BearingNet in 2016 and will be attending both the EPTDA annual convention in September 2018 and the BearingNet User Meeting in Warsaw in October 2018.

Looking for special chains with specific requirements?

Contact Marcus Roeder
Email: mr@kettentechnik-roeder.de
or call +49 2154 94510





More than a workplace

World Bearing Trade offices leading in the bearing industry

**What do you look for in an office environment?
Many employees look for comfort, reliability and usability.
But what about design?**

A recent study carried out by Dale Office Interiors indicated that nearly half of respondents said "having a variety of spaces to both work and de-stress in would be the best step towards improving their productivity."

World Bearing Trade (WBT) have attempted to 'buck the trend' in the bearing industry with an office that could not only be a showroom, but a great place to work - giving them the opportunity to deliver the best possible service to their customers whilst also providing their employees with areas to relax and de-stress.

WBT was started in 1996 and soon outgrew its small office. In 2001, the first business property was founded. In 2014 WBT moved to their current office near to the port of Rotterdam, in a building with a warehouse of 2.800 m2 filled with A-brand bearings.

Whilst designing their office and stockroom, the owners wanted to make sure that they created a place with a good atmosphere, the latest technologies and appliances to ensure their employees had the right tools to perform at their best. The building and rooms in it had to reflect what World Bearing Trade stands for.

Amongst the modern architecture, warm colours and ample lighting, employees

also have access to a well-equipped kitchen and dining area, a professional gym where employees can take part in classes, and even a small bar for after work socialising.

"We believe a workplace should be a place where people feel at ease. Customers, as well as employees, should all feel welcome. Our company philosophy "big enough to handle your needs, small enough to care" does not only apply to our customers, but to our employees as well.

The philosophy of WBT is not just about coming to work and doing your job, it's also realising that these are people that work for the company. Providing them with home comforts and spaces to unwind is essential if we want people who work here to be happy people."

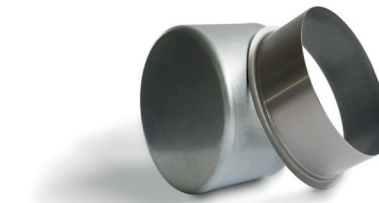
Not only is comfort considered but safety as well, the large stockroom is well equipped with the latest technologies and appliances.

"Thanks to the great atmosphere, partly created by the really modern large-sized offices, I really enjoy working at WBT. World Bearing Trade is known for their familial bond; it reflects in the things they do for their personnel. The secondary working conditions are great; daily fresh fruit and two gyms are just two examples".



Baart Industrial Group is now stocking **Durusleeve wear sleeves in sizes up to 8 inches**. Durusleeves are a fast, easy and economical fix for worn shafts. Over time, the lip of an oil seal may wear a shaft. A replacement seal should not be installed until the grooved shaft is repaired. Fixing the shaft with a wear sleeve is often the most economical option.

Disassembling machinery to get to a worn shaft can be very time-



consuming. Machining and reassembly add even more delay.

Avoid unnecessary downtime. No special skills are required to fix a shaft surface with a Durusleeve. Every Durusleeve comes with step-by-step installation instructions.



Baart Industrial Group manufactures quality bearings and power transmission products to sell through distribution. Our philosophy is to stock a wide breadth of products in large quantities to cover our customers needs. With good pricing and a large inventory, we hope to become a preferred vendor.

Phone: +1 (844) 462-2278

Email: dbonner@baartgroup.com

baartgroup.com



MMB Bearings becomes an authorised NMB distributor

Expansion is important – the industry would agree on this. In order to 'cast their net' further, one particular company has made positive steps in their progression.

North Carolina based bearing distributor and supplier MMB Bearings, has been appointed as an authorised distributor of NMB which is a part of the MinebeaMitsumi Group of Companies.

MinebeaMitsumi Inc. is a comprehensive manufacturer of high precision components, from high precision machine processing technologies such as bearings, motors, sensors, semiconductors and wireless technologies.

The MMB Bearings President and CFO, Barbara Zayat - commented on how this appointment will have a positive effect on the company:

"As one of the SIX authorised NMB distributors in the USA, we will further expand our market share in miniature and small sized ball bearings.

"Our goal is to continuously improve our product offerings and by expanding our brands, increase our ability to better serve our growing customer base."

Barbara also mentioned the expansion of a White Cleaning Room, which will be added shortly to their facility in Mooresville, North Carolina.

MMB has been a value added supplier of all types of bearings to THE INDUSTRY for over 40 years.

Rapid delivery of Dodge bearings and transmission products to your door



As an ABB authorised value provider, Race Transmissions is now the first accredited UK provider of ABB's Dodge mechanical power transmission products - supplying and supporting the full range of Dodge bearings - including **mounted E Type taper roller bearings, Grip Tight, E-Z Kleen** and **the S2000 series spherical bearings**.

With some £500,000 of Dodge bearings and transmission products, its ready-stocked UK warehouse and fleet of vehicles is supported by overnight carriers to ensure speedy, efficient delivery locally, to UK, Europe or worldwide.

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TRANSMISSIONS

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Authorized
value
provider

ABB

Race Transmissions sign exclusive agreement with ABB for its Dodge product range

RACE
TRANSMISSIONS

Race Transmissions has been appointed the first accredited UK provider of ABB's Dodge mechanical power transmission products.

The ABB authorised value provider program has been operating between ABB and its third-party sales channels for over a decade. In the UK this currently covers variable speed drives and low voltage motors. An ABB authorised value provider delivers the accredited offering of sales, support, service and engineering in close cooperation with ABB.

For Race Transmissions this means bringing ABB's Dodge products and services straight to the customer's front door, with dedicated support from ABB engineers, as required. With some £500,000 worth of Dodge bearings and transmission products, the company has the largest stockholding outside of the USA, where the products are made.

"We are totally dedicated to serving our UK customers and the European market exclusively with the UK's largest stock of Dodge products, supplying the full catalogue of items," says Race Transmissions' Chris Fell. "We have a ready-stocked UK warehouse and our fleet of vehicles is supported by overnight carriers to ensure speedy, efficient delivery locally, to Europe or worldwide. If you don't have it on the shelf, you simply won't get the order. We offer a just in time delivery, so no one needs to wait for anything."

Although it has been operating in the UK bearings market for 32 years, Race Transmissions was formed in 2016, following a restructuring which

saw it divest its lubrication business. At the same time ABB decided to consolidate its distribution network by offering Race Transmissions UK exclusivity of the Dodge range of Grip Tight mounted bearings and shaft mounted gear units. Since then Race has grown the business by some 120%, which led to ABB offering the company the opportunity to join its authorised value provider program.

Race Transmissions supplies and supports the full range of Dodge bearings - including mounted E Type taper roller bearings, Grip Tight, E-Z Kleen and the S2000 series spherical bearings. As Dodge products have unique features, they appeal to all users. In particular, the ISN and IP bearings value-add features are ideal for the food & beverage, mining and quarries sectors and those industries using North American made machinery.

"We pride ourselves on our user-friendly approach and our vast knowledge of the many applications using Dodge products. As such we offer an incredibly rapid answer to those companies seeking a quick turnaround for replacing Dodge bearings."

Qualifying to be an ABB authorised value provider is no easy task, as ABB's Tristin Hurst explains:

"The vetting process is rigorous, as is the product and application knowledge required to meet ABB's high integrity standards. Customers can rest assured that wherever they see the ABB authorised value provider logo they are buying into safety and security and genuine parts."

As a member of the ABB authorised value provider network, customers are guaranteed access to genuine Dodge products with valid warranty periods. This avoids any concerns over either counterfeit bearings or the grey market, whereby products that are several months, if not years, old are pushed back into the market by unauthorised distributors.

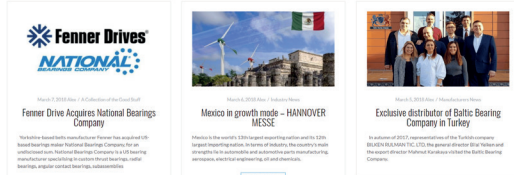
Buying from the so-called grey market for bearings in the UK could put both end users and distributors at risk, says Hurst. **"While the products may be genuine, purchases do not necessarily know how the bearings have been stored, under what conditions and for how long. This will affect the warranty, resulting in the manufacturer unwilling to support the product."**

While ABB will continue to support its current original equipment manufacturers (OEMs), the bulk of Dodge sales and support is now through Race Transmissions.

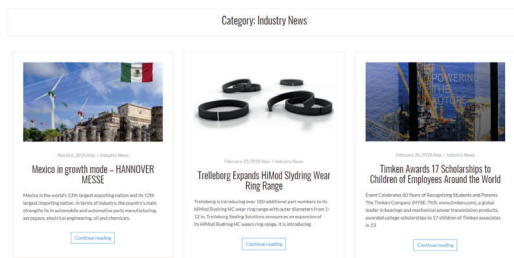




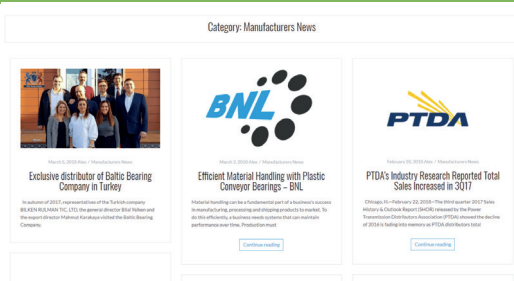
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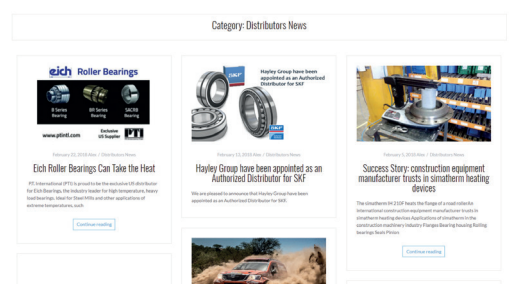
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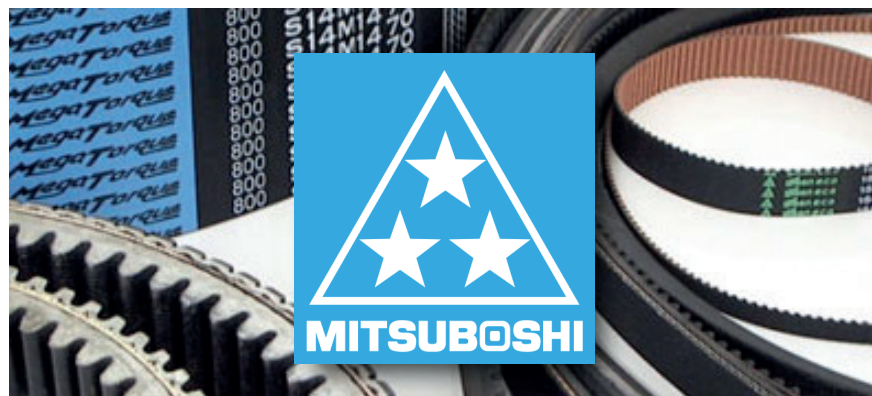
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Please contact us at sales@mblusa.com or call +1 (815) 4318487 so that we can assist you with your belting needs.

www.mblusa.com



ABF launches new online store

ABF launched its new bearing and electric motor online store on December 18: www.abf.store. This optimised and user-friendly online store means customers can rapidly find and order parts.



"When our customers need a product, they want it right away. Searching for a part costs time, especially when you're looking for that needle in the haystack. Now everyone can find that specific bearing or electric motor in 'no time'"

Arjen van Beek, Marketing Manager at ABF

Phocas.

Got data. Get results.

Phocas for BearingNet members

Determining what products your customers truly need is a challenge. This is where data analytics comes in. BearingNet have partnered with Phocas, to bring you an analytics solution that is designed to help members sell more, stock better, reduce costs and improve margin.

Stock and inventory management

Highlight under or over stock with timely insight of supply availability for easier trading

Sales analysis

Fingertip access to product and customer performance, untapped sales opportunity and key industry trends

Financials

Dashboard your key financial indicators with access to profit, overhead, aged debt, pricing and cost efficiencies

Easy set up

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Empower your workforce with access to Phocas on smart phones and tablets

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Discuss and comment on findings with your team, customers & suppliers

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Use the dashboard or the lightning fast grid to get the answers you need

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WMO™

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BEARINGS

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BOWMAN®

New warehouse expands CW Bearing capacity

Within any business, it's important to expand and grow. But how do you grow and what route do you take?

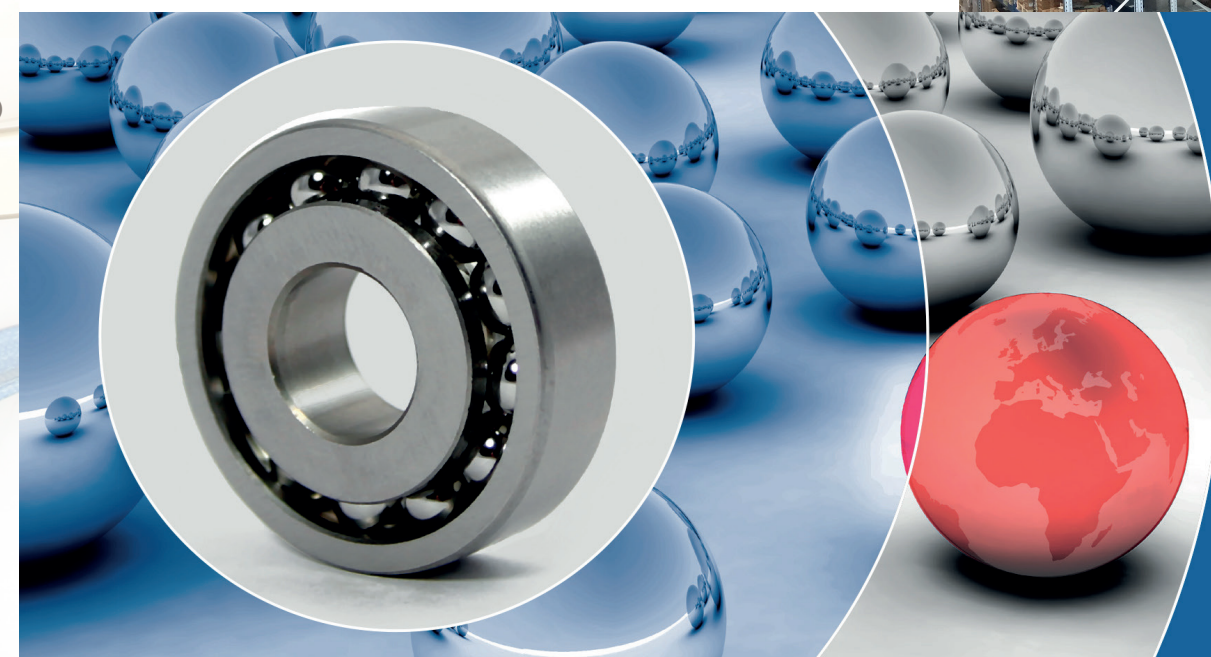
In a recent study, 93% of businesses make changes to their original strategy and many don't know how their business plans are going to evolve.

This, however, isn't necessarily the case with CW Bearing GmbH. In the past, the CW Bearing Headquarters in Hamburg also contained its warehouse, keeping costs low. However, space was limited and due to the fast-growing nature of the business, the facility could no longer support its process chains.

Therefore, a decision was made in September 2017 to expand warehouse capacity at a new site near the company headquarters in Hamburg. The new space offers a larger storage area and good connections to the port & highway, where the company can optimise its internal logistics processes.

Martina Bremer within the Sales & Applications department commented:

"We're really pleased with the new, bigger and more modern warehouse. It's another step in the company's history and we look forward to using more advanced and modern processes such as space for 7,000 Euro pallets, optimised scanner systems and a more advanced loading ramp. This is the first step and we anticipate further expansion will follow."



**BEARING
CW**

Global Reach, Local Focus

CW Bearing is a trusted partner of major industrial and automotive brands, with a worldwide sales, distribution and production network that ensures local contact is never far away. Whatever their requirements, our customers can be assured of a wide range of premium quality bearing products for use in applications where the highest precision, quality and reliability are essential.



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Precision Adapter Sleeves Expert

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- Hydraulic Adapter Sleeves (HOH Series), 油缸轴承套筒
- Metric & Inch Withdrawal Sleeves (AH, AHX & ASK, SK), 退卸套筒
- Hydraulic Withdrawal Sleeves (AOH Series), 油缸退卸套筒
- Metric & Inch Lock Nuts (KM, HN, HNL, N, AN & ANL Series), 锁紧螺帽 (公制/美制)
- Metric & Inch Lock Washers (AW, MB, AWL & W Series), 锁紧华司 (公制/美制)
- Metric & Inch Lock Plates (AL, ALL & P Series), 定位片 (公制/美制)
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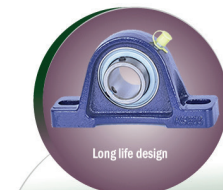
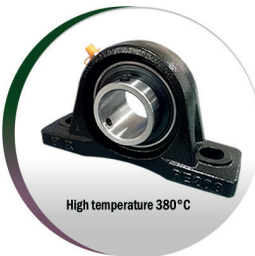
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Moore International celebrates 20 years

A lot happened in 1997...NASA's Mars pathfinder landed on the red planet, a computer called Deep Blue defeated the world chess champion and Britain handed Hong Kong back to China...

But for the Moore family of Poole in Dorset, 1997 will forever be remembered as the year they launched their bearing and transmission distribution business. November 2017 marked the 20th anniversary of Moore International, which now has its own precision machining workshop and is a UK distributor for three of the world's leading manufacturers of linear transmission products.

For seven years the company was run by five members of the Moore family – brothers Mark and Colin, Mum Kay, Dad Michael and Auntie Gillian.

The family began by distributing items such as bearings, belts and bushes from a small shop in a busy shopping street between Poole and Bournemouth.

During this time the Moores got a lucky break – they were asked to provide a quote for a large volume of leadscrews for a company in London that made parts for buses. Mark approached Swiss

manufacturer Eichenberger Gewinde, who were so impressed by the potential volume of the order that they offered the Moores the UK distributorship for their range of high-quality ball screws and leadscrews.

As Moore International's product portfolio diversified Mark and Colin moved the company into an industrial unit, invested in a lathe and employed their Dad to machine the ballscrews and leadscrews to customers' drawings. Another family member, Uncle Ken from KS Moore Engineering, joined the team and machined thousands of gears for the company.

Despite turbulent times for the economy, Moore International continued to grow at an impressive pace.

The company expanded their premises to include two adjoining units, they hired more engineers and sales staff, and they increased their product offering by becoming key UK distributors for German linear specialists Schneeberger (linear rail and carriages) and Zimmer (linear clamps).

As the upwards trajectory in growth continued, additional space was required to fit new machines and additional stock. In 2015 Mark and Colin were forced to move out of the rented buildings and buy a much larger industrial unit.

The new premises now house an array of CNC lathes and mills, meaning that



in addition to end-machining Moore International can make custom nuts and mill a multitude of different parts exactly to customer requirements.

To keep the office administration in parallel with customer demand Mark and Colin invested in a state-of-the-art CRM system, keeping instant track of stock levels, with links also, to an interactive website.

The system enables customers to check stock of their own custom-machined parts or to order complementary parts including bearings, bushes, anti-vibration mounts, grease nipples, seals and more! As Mark finalises plans for Moore International's upcoming 20th anniversary party, he reflects on the journey his company has come on so far:

"Running a business can be like riding a rollercoaster, but through the hard work of our team, the loyalty of our great customers, the incredible expertise of our suppliers and a little bit of luck along the way, Moore International is still proving to be successful after 20 years. And we continue to offer an excellent service."

Mark concludes:

"The future's looking bright as well...we are on track to achieve our best ever annual turnover, and we're buying additional new machines to keep up with our continued growth, together with offering new products by Eichenberger, Schneeberger and Zimmer".



Paul Cuthill 40 years in the game

After 40 years in the business, Paul Cuthill could tell stories as long as your arm...

The enthusiastic, spicy food hating (we found this out during our dinner date) owner of Godiva Bearings has many a story to tell about the industry that he's loved working in for over four decades (actually, many of them he can't tell!).

Paul was kind enough to invite the BearingNet team out for a curry and drinks, along with some laughs and calling people the wrong name!

We spoke to Paul after all the food (and drink) had been consumed, to share his stories about his career so far:

What a career you've had Paul! If you could do it all over again, would you?

Absolutely, it's been a privilege to work with so many scallywags (and I mean that as a term of endearment) and also some professional people too. The variety of the people never ceases to amaze me. And for me, the people are so important to each company they represent.

Is there anything you would change?

In hindsight, I should have completed my engineering degree but it was one thing or the other: work full time or study for four years. In the end the money won.

What have been the highlights of your 40 years in the industry?

This is a bit of a cliché but there have been far too many to list. One of them has to be the opening of our Newcastle branch in 1996 (picture above). Wolfgang Hutzl (head of INA at the time) came



Paul Cuthill, Wolfgang Hutzl & Ian Cuthill

over as our special guest and myself and my brother Ian presented Wolfgang with a signed picture of Sir Geoff Hurst, scoring a goal in the 1996 World Cup Final (who just happened to be my next door neighbour and friend!). Our German friend was very pleased to receive such a gift! Also, winning the 'Schaeffler Cup' (a golf competition) in Herzogenaurach two years in succession will be right up there. Especially as I was in a four-ball with some great German guys who were determined not to let me win! Some great memories with my German friends!

Who has influenced you most?

My brother, Ian - His ethics were fantastic. He was good with figures, people & had a 'never say die' attitude.

Other legendary people within the industry include Ronald Henderson, a ruthless and successful businessman and Ron McDonald, for his enthusiasm for a task, no matter what it was.

What advice would you give to people starting out in the industry?

Never be late. Don't have colds and certainly never mention the 'man flu', as there is no such thing. Never take 'sick days' and most of all work hard and work smart.

Do you think the bearing and PT industry is a good industry for

young people to get involved in?

It's a great industry to be involved in. Godiva is proof to everyone that you can start as a summer helper then work your way to the top. The bearing industry rewards hard workers. Look at our main man Tom Hamlett, he started helping out one summer and now he's the Managing Director!

What changes have you seen in the industry over the last 40 years?

Technology is the main area where things have changed. Gone are the days where we all wrote numbers on scraps of paper; it's now punched directly into our systems. Plus of course the transparency of everyone's inventory via a certain site! Another huge change is that we all (us included) think we need the goods for the next day. That's not just the bearing industry of course.

What's next for Godiva Man and Godiva Woman?

Lots of travel this year and in 2019 maybe even a television appearance! They had a bad spell last year when things were a bit rocky between them but they've patched that all up and are now more in love than ever. Maybe the pitter-patter of tiny feet is upon the horizon.

What's next for Paul and Godiva?

The next goal for me is 45 years with Godiva. And then 50, but who knows. My main objective is to always put Godiva first. With so many wonderful people working for us for so long why would I want to walk away?

For Godiva? You'll need to ask Tom!

Paul's most recent love is his new granddaughter, Beatrix (West Ham has now become his second greatest love! Beatrix must be something special).



Helping Kids to reach the finish line...R&M Bearings contribute to F1 in Schools

With cars whizzing around the track at breakneck speed, the team's finely researched and analysed race car has inspired the eager participants in a unique, global platform.

This isn't professional Formula 1 but F1 in schools, the only global multi-disciplinary challenge involving students.

F1 in Schools offers students a way to learn science, technology, engineering and maths (STEM) in a dynamic and exciting way. Part of the challenge for the students from all around the world is to design their cars through physics, aerodynamics, branding, sponsorship and manufacturing - including bearings.

This is where R&M Bearings, based in Dundee, Scotland, stepped in to supply schools throughout the world an optimised performance full ceramic ball bearing. R&M sponsor 2 teams every year and one of the schools from Northern Ireland won their heats and went to the world finals in Malaysia in September 2017, where a school from Victoria, Australia claimed the F1 in Schools World Championship.

R&M Bearings had an eventful year in 2017. Not only did they miss the BearingNet User Meeting for the first time ever, in Madrid, due to a family wedding, they launched their exclusive web shop for Bearing Trade customers which is proving to be very successful. And what about 2018 and beyond? R&M Bearing's Business Development Manager, Craig Robertson outlines their plans for the future:

"We're expanding our ceramic bearing range adding sizes every month and promoting our exclusive trade webshop for customers in the UK and overseas, showing how easy it is to order from us. We're also happy to sponsor 2 new schools this year who are participating in the 'F1 for schools' competition and wish them luck."

R&M Bearings have registered for the BearingNet User Meeting in Warsaw and look forward to meeting old friends and hopefully making new ones.



BDH Belts is expanding our power transmission belting line to include material handling and conveying products.

Three new belts are:

*DuroDrive Friction Top: A strong link belt with a thick top cover of reinforced clear urethane. Use for abrasion resistance and product grip.

*DuroDrive Felt Top: A top cushion layer of white felt on our belt for gentle conveying on glass, sheet metal or fragile parts etc.

*DuroDrive Leather Top: Our brown belt with a top ply of brown leather. Use for historical restorations. "This new very strong belt looks very old".

European and Asian Distributors Wanted

Email us: sales@bdhbelts.com
Phone: +1 (717) 8710994
www.bdhbelts.com

About the F1 in schools project...

Offering a way to learn Science, Technology, Engineering and Maths (STEM) related subjects in such an exciting way is achieving great results and we know we are increasing the intake of students into Engineering careers. F1 in Schools have the support of the Formula One™ community - in particular Mr Ecclestone at FOM and, of course, the Formula One™ team who make the students welcome in the F1™ paddock and in their factories.

There are many success stories who have actually come through the initiative and have gone on to achieve significant outcomes in their lives including positions in Formula One teams.

As F1 in Schools moves into the future they will continue to expand into more and more countries. This is the largest and most successful school-based STEM program in the world and will hopefully continue to grow!



BearingNet Bolt-Ons to enhance your membership!

Webshop

Do you have a shop facility on your company's website?

You can link your inventory on BearingNet directly through to your own webshop to allow other BearingNet members to buy instantly from you!

Our Search Results pages get over 60,000 views every day so it is an excellent place to give your webshop greater exposure.

Contact Chris to talk Bolt-Ons
chrish@bearingnet.net

Promo Pack

Stand out amongst the 1,850+ members on BearingNet.

Showcase your company with our Promo Package which includes two banner adverts (displayed 100,000 times per month) and your very own Promo Page within BearingNet.

Stand out from your competitors with this package by promoting your offers and promotions and direct companies to YOUR sales team today! Plus, it's free to update as often as you want!

Authorised

Are you an authorised distributor?

You may have noticed that lots of companies display the logos of their products on the search results page – this shows the brands they are authorised distributors for.

Showing your authorised status on BearingNet gives other members extra confidence when they need to buy through an authorised channel.



Public Stock Search

Would you like to receive inquiries from OEMs and end users through your own website?

BearingNet can provide you with a small piece of code to insert on your website. This allows visitors to search for part numbers and directly links to your current inventory listed on BearingNet. They can send you an inquiry for the part and you can then process the sale!

Show visitors you have the item in stock before they visit your competitors site and find the part they require...



Fenner PLC acquired US-based polymer and metal bearings firm National Bearings Co for an undisclosed sum. Fenner, which manufactures industrial belts and rubber hoses, said National Bearings supplies a number of leading multinational industrial customers.

The acquisition was undertaken by Fenner's US subsidiary Fenner Inc. "This acquisition further supports our stated strategy to grow our Advanced Engineered Products division, and in particular it will complement the product and customer portfolio of our Precision Polymers business within AEP," said Fenner Chief Executive Officer Mark Abrahams.

"I am also pleased to say that the employees of National Bearings have joined Fenner's Precision Polymers business and that the president and majority shareholder Jessica May is working with us on a consultancy basis to help ensure a smooth transition."

Mark Abrahams will be replaced by the current boss, Brett Simpson, from Low & Bonar PLC in May. Abrahams temporarily resumed the role of CEO at short notice in January 2017, having previously served in the role between 1994 and 2011.



Mineral Circles Bearings

Gearing Towards Growth And Development In 2018



Managing Director Hassanein Alwan (2nd from left) and Founder Amar Ridha (3rd from left), join Mineral Circles Bearings' annual convention on January 7, 2018. MINERAL CIRCLES BEARINGS/Mary Precious Macugay

A well deserved promotion is always welcome news in any business. This type of change is not unusual, but for Mineral Circles Bearings (MCB) formally announcing well-known 'bearing industry expert', Hassanein Alwan as their new Managing Director, the company's commercial strategic growth has taken a massive boost.

The main focal point of MCB in promoting Mr Alwan is to help realign strategic growth from a customer and supplier-centric perspective. Wherein the absolute goal is to show to all that as a company, it can offer additional services and products.

Mineral Circles Bearings, which is led by a Board of Directors and Managers, has always envisioned dynamically improving its staff by allowing each member to play to their own strengths. These conclusions resulted in new titles for the management, who

would be responsible for handling the growth of their own respective departments.

Hassanein Alwan, the newly-appointed Managing Director stated,

"I'm delighted to accept this position in order to focus not only on the company but on the stakeholders as well."

Furthermore, when asked about his scope of responsibilities, Mr Alwan said that he would be prioritising strategic contract negotiation as well as from deepening

business relationships with manufacturers and customers.

Mr Alwan had previously worked as the Sales and Marketing Director prior to his promotion while representing the company in organisations such as the European Power Transmission Distributors Association (EPTDA) that allowed him to expand his business knowledge and market know-how.

"I'll be focusing more on aligning our actions towards our priorities and one of these is aiming for a profitable growth to our external partners. As a leader, I don't want to sit far from my people. I prefer engaging myself with them so that I can personally see and assess for myself how I can look for a strategy, on how people can grow more, by centralising our workforce."

Since 1984, Mineral Circles Bearings, has taken care of their credibility, always valuing the importance of courtesy and business trust. Currently, with a wider scope of responsibilities and global footprint, it intends to deliver professional and world - class customer experience to keep moving forward in this challenging era of the bearing aftermarket industry.



مينرال سركلز بيرنكز
mineral circles bearings

Baltic Bearing Company is the new European manufacturer of a wide range of bearings. The company has its own plant equipped with modern and high-performance grinding machines, assembly lines and control equipment in Riga (Latvia), its own warehouses and dealership network in the CIS and Europe.

At the end of 2017, we can confidently say about the positive results of achieving the company's goals for the performance of the production plan, customer satisfaction and sales volume.



"Indicators for the performance of the production plan for a relevant year are 100% in volume and in nomenclature. Over the past year, new bearing types have been developed, production has been modernised, and 4 additional assembly lines for the ball and tapered bearings have been installed and launched, the technological process of washing and preservation on automatic washing machines has been mastered and introduced. The actual production release in comparison with 2016 has grown by more than 50%."

Director
Shevelev S.



"Today the main advantage of the company is the optimal balance of competitive prices and a constantly high level of product quality. The main goal is the customers' satisfaction. In particular, a shining example of this can be the level of 0 PPM, controlled by our OEM customers."

Chief Customer Officer
Nosenko S.



"An integral part of the successful product promotion on the market is the constant work of improving the marketing management system at the plant, market analysis and development of the sales network. This year, for example, we opened an office in Poland (Lodz). The company constantly works with consumers, and regularly participates in industry exhibitions."

Director of Sales
Lorencs A.

Baltic Bearing Company invites present and future partners to visit our booth stand № D 44 in Hall №22 at the exhibition in Hannover (Germany) from 23 to 27.04 2018. Regarding regional distribution, please contact us by e-mail bearingnet@bbcr.eu



You can find more information at our website www.bbcr.eu
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Kühne Industrie

What's news for 2018

KÜHNE
INDUSTRIE BV

Kühne Industrie BV is a producer of the Feroball spherical plain bearing and is the specialist in the field of machining, bearings, seals, friction technology, engineering plastics and insulation technology. Kühne Industrie has developed into a supplier for the industrial market and is an authority in the field of high-grade plastics, composites and ceramic materials. Kühne Industrie is your preferred partner for a large number of top brands and only supplies A-brands and A-quality products.

As a producer of spherical composite bearings we are a fast growing company and planning to scale up our facility in September 2018 with extra space and machinery. The demand for Feroball® bearings is growing more than expected and we are planning to expand our production capacity with extra CNC machines to keep lead times short and keep maximum flexibility in our production. Due to our large sales in maritime applications, we see a growing OEM use and therewith a large maintenance market behind it. Specific for the maintenance market we are searching for more sales activity locally. Since we joined BearingNet, we can offer our products directly to your company.

For further information please keep in contact with us at:

info@kuhne-industrie.com
www.kuhne-industrie.com
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PTI Unveils 2018 Catalogue

Includes 100+ NEW Product Pages

Metric and American Industrial power transmission parts manufacturer P.T. International (PTI) is pleased to announce the arrival of our latest product catalogue. The 2018 edition features a full-colour introduction, 100+ new product pages, enhanced line art, updated images, and easy navigation tabs.

New products highlighted in the catalogue include: SRE/SR2200 Mounted Spherical Roller Bearings, Fan & Blower/Double Pillow Blocks, PHUSE/Wide Slot Take-Up Frames, CUC Corrosion Resistant Mounted Units (with Thin Dense Chrome Inserts), Stainless Steel End Covers, Linear Bearings, additional offerings from WINKEL Linear and much more.

Contact: +1 (704) 588 1091

View the 2018 catalogue online at our NEW website: www.ptintl.com/catalog



TIMKEN

Timken Awards 17 Scholarships to Children of Employees Around the World

Event Celebrates 60 Years of Recognising Students and Parents

The Timken Company (NYSE: TKR; www.timken.com), a global leader in bearings and mechanical power transmission products, awarded college scholarships to 17 children of Timken associates in 13 locations around the world today. These scholarships, valued at up to \$540,000 over a four-year period are funded by The Timken Company Charitable and Educational Fund, Inc. Since the program's inception in 1958, it has awarded more than \$23 million in scholarships to deserving students.

Chairman John M. Timken, Jr. hosted the recognition event for students and their families at The Timken

Company World Headquarters in North Canton, Ohio. Local scholarship finalists attended the event in person, while other finalists and their parents joined via global webcast. **"This year marks the 60th anniversary of our scholarship tradition,"** said Timken.

"Throughout the years, our alumni have used their scholarships as an opportunity to make a positive impact on the world through their careers, and I am confident this year's class will go on to do the same."

The \$140,000 Henry Timken Scholar Award recognises the top-ranked applicant. This year's Henry Timken Scholar is Nicholas LaPlant, the son of Scott LaPlant, manager of

manufacturing technology at the company's bearing plant in Asheboro, N.C. Nicholas, a senior at Randolph Early College High School, will study biomedical engineering at Duke University. Nicholas aspires to someday be a physician.

The \$100,000 Jack Timken Scholar Award was presented to Smriti Suresh, the daughter of Suresh Kumar, head of mobile industries in the company's technology centre in Bangalore, India. After graduating from the Indian Institute of Technology in Bombay, Smriti plans to work for a multi-national company in the field of data analysis.

Test your brain



Word Bearing

Want to win some free advertising? Test your word skills and be in with a chance of winning an advert in our next magazine!

Here are the rules:

1. Find as many words as you can, they must all include the central letter - "V"
2. Words must be in English & must appear in the dictionary
3. Enter your words via email: marketing@bearingnet.net

The winner will be announced in our next edition of Best Bits coming out in October!

The Bearing Wordsearch

BearingNet is available in many languages. Do you know the word for **bearings** in the following languages?

O A M V X H K O V C R O B A
U L B O S C I T U R H N A R
F V O S E I V S Q M L S H O
H C J Z V E C Z J Y M T W L
O Q N O Y I Q S O U K N A A
W L P Y N S J J N U N E L M
Z I D E R P K N K C T M Z E
S O T N E I M A D O R E L N
J T S G N I R A E B O L A T
I G B F O L F D K Y N U G O
I I Q B N K K N N U I O E S
R J Z D C Q H L T U N R R G
I T D Y D P I R U Z A M Q E
P I J S C R R G M W L U O W

1. English: _____
2. French: _____
3. Spanish: _____
4. Italian: _____
5. German: _____
6. Polish: _____
7. Portuguese: _____

Now try finding these words in our wordsearch!



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