

Best Bits

Your industry magazine by BearingNet

BEARING
Net
March 2019

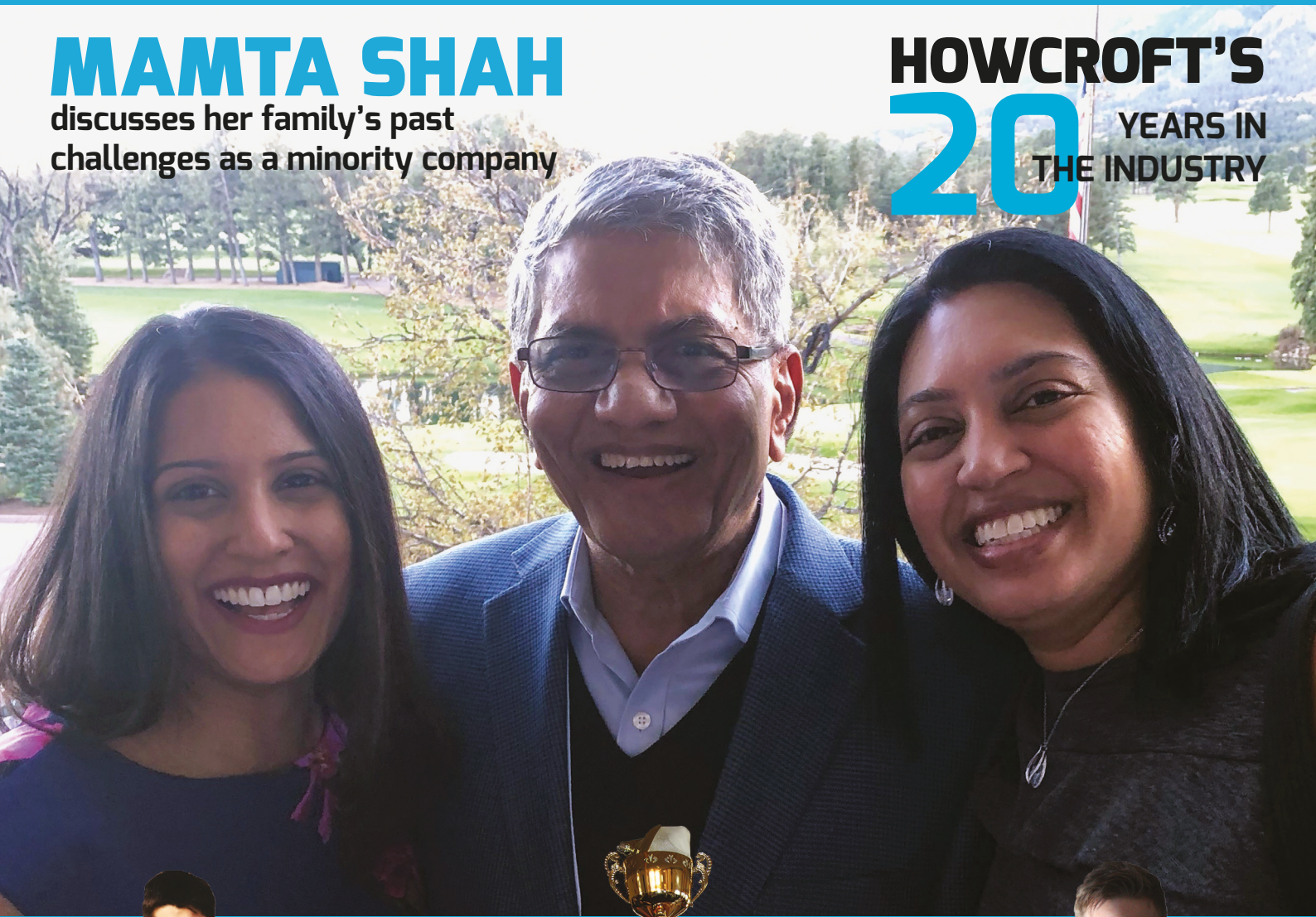
MAMTA SHAH

discusses her family's past challenges as a minority company

HOWCROFT'S

20

YEARS IN
THE INDUSTRY



JAMIE MARCH
FROM KICKING BALLS TO
ROLLER BALLS



KAVIAL OÜ
FINDING THE NICHE IN THE BEARING
MARKET IN A POST USSR COUNTRY



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THE BEARING BUSINESS

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MARCH 2019

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.

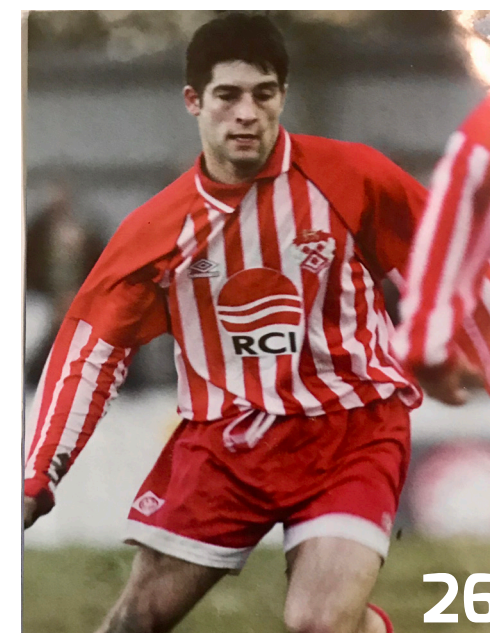
If you would like to feature on BearingNet News, please send your stories to news@bearingnet.net. You can find the source of the articles included in our Best Bits magazine on news.bearingnet.net



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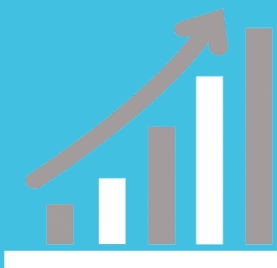
2018 ON BEARINGNET



1,880+
COMPANIES



3,390,026
USER LOGINS



11,524,456
Lines of inventory



Bearings - 9,539,245



Belts - 458,820



Sprockets - 132,372



Pulleys - 132,372



Chains - 85,242



Misc - 451,761



Seals - 724,644

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Interested?

Here is what to do next!

Contact Chris or Ania in our sales team today!



A note from
Gary Jenkins,
Technical Director of
BearingNet

A lot of the development work over the past 6 months has been happening in the background. We have been working on the infrastructure, adding more systems to monitor performance and fine tuning parts of the site. Additionally, we have been making BearingNet automatically deal with as many technical issues as possible and added the ability, in case of a large disaster, to move everything to a separate setup (with as little impact as possible). Whilst we can't cover every eventuality, we hope to have most scenarios covered, and we have only had a total of 2.5 minutes offline in the last 3 months including maintenance time. We are now performing some detailed analysis of site usage to examine what can be improved visually on BearingNet.



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"It's been a huge experience and we now feel like we're a worthy name in the market"

Finding the niche in the bearing market in a post USSR country

Following the collapse of the USSR in 1991, many of the countries within the Eastern Bloc needed to choose their own path.

With the shackles of the USSR finally removed, Estonia rose from the ashes to become an internet giant in Eastern Europe.

Companies such as Skype and Kazaa (an early file sharing network) were developed by eager tech geeks and the country was the first in the world to introduce online voting in a general election.

However, the young Estonian economy in the early 90s was on the verge of being left without bearings. Much of the equipment used was made in the USSR and therefore had to be very specific. Centralised deliveries from GPZ - plants and Western manufacturers could not offer the right alternatives at the right price.

Estonia in the mid 90s also had to deal with many obstacles including high crime levels, influence from the West and bearings were sold not as separate products but by the weight of the steel.

However, some young, ambitious and experienced entrepreneurs - Andrei Zaitsev, Alexander Petrenko and Igor Dunaev decided to set up Kavial OÜ in 1994. They decided to occupy a niche in the bearing sector in order to move the bearing industry in Estonia away from the use of USSR components.

Based in the historic city of Tallinn, Head of the Purchase Department, Stanislav Kaleis, believes that their ability to read the new market helped them to progress, despite the obstacles:



"The first few years were a real test. So much was unclear and there was a lot to learn. We went on courses in Germany and France, where they trained specialists from bearing manufacturers and conducted courses with our clients. It became easier to change bearings inside the mechanisms; we were constantly trained."

Many companies in Estonia started changing their machines to meet the ISO standard for European bearing brands by ordering equipment from Europe. Fast forward to the present day and Kavial OÜ have maintained a strong position in the Baltic market following some difficult hurdles at the start.

"Our product range during this time has been significantly enlarged with premium brands and we now have a team of 30 excellent specialists."

It's been a huge experience and we now feel like we're a worthy name in the market. And with the help of BearingNet, the world of bearings is always spinning!"



info@kavial.ee



www.kavial.ee

I've had some wonderful working relationships with a lot of guys & gals in this industry

One Source Industrial Sales Inc is celebrating its 7th year in business and with business booming, owner Andy McCarty spoke to BearingNet about starting the company and how the marketplace and friends in the industry have helped him.

Before I started One Source Industrial Sales (OSI) in March 2012, I was working for another company and had been there for 19 years. I was, unfortunately, let go from that company so I decided, "You know what? I'm going to start up my own!"

Like many bearing companies, I started in a small office/warehouse, in Nicholasville, Kentucky with the aim of expanding as quickly as I could.



The world is getting smaller and smaller, it's easier for far away countries to be your competitors. You need to make sure your product and services are perfect!

What I love about coming into work is how well we all get on as a company; we laugh every single day. If you can't have fun at work doing what you're doing, quite frankly, you need a new job.

Business has been booming, thanks to people in the industry I now call friends, and of course

BearingNet; which I'll get to in a minute. So fast forward to the present day and we've grown into a large office with 3 employees and some temp help in the summers. Our warehouse is 5 times as big as when I originally started!



Joining BearingNet has had a huge impact on my business

I always knew that BearingNet was a huge resource for listing inventory but it wasn't until the summer of 2012 that I joined, and we haven't looked back since. We use BearingNet to source inventory and as we grew, we purchased more and posted it on BearingNet.

It's a huge part of my business in the day to day process - listing and checking sources for inventory. So, without BearingNet I would probably only have 50% of the business I have today.



There are too many great people to mention, but here goes

Thanks to BearingNet, I've also built relationships with many companies and it's hugely benefitted my distribution network. The most prominent companies for OSI have had a huge hand in the success and growth of the company.

For example, Van Nance from Allied Industrial Supply Inc in Hickory, North Carolina USA continues to be one of my best customers and suppliers. Mitch Bouchard from GBS in Canada is basically a 'brother from another mother' and we've always helped each other out.

Dave Price from Atlantic Industrials in the UK was a big part of OSI from the beginning. I know some people hate him and some people love him, but I think a lot of Dave and his support goes a long way!

Dave and everyone at Atlantic helped in any way possible and assisted me with pricing, vendors and I now call him a dear friend - someone I would never have met without the networking abilities of BearingNet - he's also a 'brother from another mother'!

Not only Van, Mitch and Dave, but many others have helped me progress OSI including Jimmy Ordeshook from Eastern Industrial Automation USA, who I remember telling me if I ever tried screwing him in business, he'd squash me and that to always remember that he will always pee further than me, something I will never forget!

There are some people in the industry who I would never have met without doing business globally. People who, without them I would never have been as successful as I am now - that's what makes this industry the best industry to work in!

The game is changing and it's going hybrid

- Reduced Friction
- Increased Service Life
- Reduced Operation Costs
- Increased Competitiveness

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Inventory on FPN - Who, where and how many lines!

Bühler Hydraulik GmbH, Germany, **293831**
Ralakde Automation, UK, **44097**
Beaumanor Fluid Power Products, UK, **32082**
Godiva Bearings, UK, **31365**
Motion Industries, USA, **18360**
Hayley Group Limited, UK, **16805**
HYDRO ZNPHS Sp. z o.o., Poland, **16657**
Thorite, UK, **13027**
Pegasus Hydraulics Ltd, UK, **9732**
Cotswold Hose & Fittings Ltd, UK, **5988**
USC Hydraulics Ltd, UK, **4976**
Parmafluid S.r.l., Italy, **4531**
Iada Ltd, UK, **4323**
DREAMland, spol. s r.o., Czech Republic, **4199**
REM-B Hydraulics, Belgium, **4165**
Antifriction Components Ltd, UK, **3776**
Hydrogutex, Poland, **3329**
ERIKS NL, Netherlands, **3232**
Creswell Richardson, USA, **3189**
Howford Hydraulics Ltd, UK, **2990**
Distag QCS (UK) Ltd, UK, **2849**
Röco GmbH, Germany, **2775**
Hydraulkompaniet AB, Sweden, **2257**
Voortmann GmbH & Co. KG, Germany, **2192**
Shuster Corporation, USA, **2135**
ZITEC Industrietechnik GmbH, Germany, **1955**
X-COMP Rzeszów, Poland, **1814**

BMC Service Sp z o o, Poland, **1749**
Ludwig Meister GmbH & Co. KG, Germany, **1671**
Adoz s.r.o., Czech Republic, **1663**
Krotech Marcin Krocak, Poland, **1592**
VHS Hydraulic Components Ltd, UK, **1577**
Pneumat System, Poland, **1423**
Yorkshire Engineering Services, UK, **1352**
Eastern Industrial Automation, USA, **1343**
3K TECH, Poland, **1336**
Kaman, USA, **1310**
Weimer Bearing, USA, **1288**
Albeco sp. z o.o., Poland, **1284**
Ehrhard Müller KG, Germany, **1117**
Margo Spolka sp.k, Poland, **1108**
Oddo Hydraulics Ltd., UK, **1036**
Inter Trade sp. z o.o., Poland, **967**
Margo sp.z.o.o sp.k (FP), Poland, **958**
Motion Industries, Inc, USA, **914**
AMB Tech S.C., Poland, **795**
Brammer S.A., Poland, **786**
Epora Process Automation, Netherlands, **694**
Paks'D , Poland, **690**
PICARD GmbH & Co. KG, Germany, **574**
Eisenhart Laeppché GmbH, Germany, **568**
Sturdy Fluid Power Ltd, UK, **556**
Festo Sp. zo.o., Poland, **495**
P & R Hydraulics Ltd, UK, **477**

CISA HIDRÁULICA, Spain, **467**
Texas Bearing Company, USA, **455**
ATCP Barbara Olech, Poland, **444**
Gerald Summers Ltd, UK, **432**
Tehimpex d.o.o., Slovenia, **429**
Pfefferl e. Kfm., Germany, **367**
Aserto Sp. z o.o., Poland, **345**

"We were quoted a 19 week
lead time from Rexroth, so we
started looking for the part
on FluidPowerNet. We found
a distributor with this part in
stock - we received it in 2 days!"

Krzysztof Kotkiewicz
Margo, Poland



"We are really excited to see how quickly FluidPowerNet has grown
over the past year. We now have just under 500 companies using the
site and 500,000 lines of inventory uploaded. Our plan is to have over
1500 companies on the site by the end of 2019!"

Nicola Beer
Business Development & Co Founder



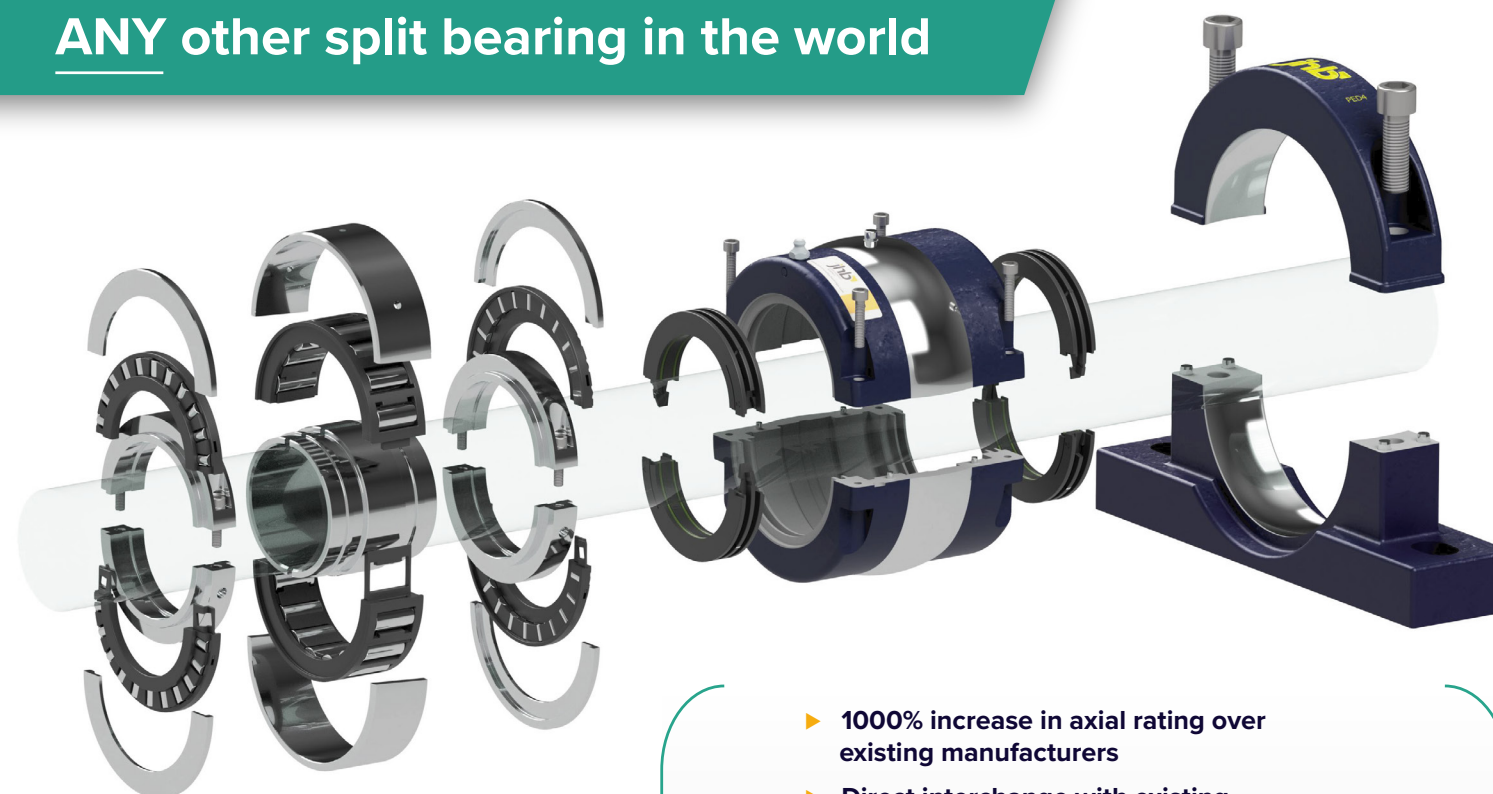
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"We are big enough to handle your needs, but small enough to care"

There's no other business like the bearing business

Sven Vlottes (31) of World Bearing Trade (WBT) in Vlaardingen, Netherlands, is one of a growing number of millennials finding out the huge benefits of working in the bearing industry. We spoke to him about his experiences.

I never really knew what I wanted to do in school. In June 2004 at the age of 16, my step-dad Robert Boxem, offered me a job at his bearing distribution company called World Bearing Trade. At first, I started working in the warehouse, basic stuff really. I had a very good time and didn't want to go back to school, so I decided to stay.

I moved into the office selling to local companies, which gave me a real taste for sales. I ended up in that position for 2 years, followed by a role in purchasing with my colleague Melvin Muller, who is also still at WBT as the Purchasing Manager.

For the last 3 years, I've been Export Manager and focused only on export customers. Nelson, Yannick and I are a small team who take care of the export department. I like trading, it's a quick and fast business, especially if you have something in stock.

Our company is unique and our office environment is great. The vision of our company is 'big enough to handle your needs, and small enough to care'. And internally 'they give you as much as you give them' – that's been really effective. We have gyms which we can use to work out. If you want to train

for an hour, you have to either come in early or work an hour longer, which suits a lot of us, so the gym is usually really busy in the morning! Everyone gets along great, there's no animosity what so ever. On Friday afternoons we go to our small bar on the premises, play some darts and drink a few beers.

When I started working at WBT 15 years ago, I was the youngest guy in the company by far. Now, seeing people at the BearingNet User Meetings, I've definitely seen a change in the age and gender demographics in the industry. Throughout the years, the company and I have made lots of great relationships, mainly through the BearingNet User Meetings. I meet people in person and establish some really close connections. Not only because you're there to do business but because it's a fun couple of days too.

We had a really great time in Warsaw last year and noticed the age group balancing out, with a lot more millennials attending. We're really excited about the next User Meeting in Berlin. It's a great city and a perfect chance to meet old friends and create new friendships.

I realise that young kids never dreamed of working in the bearing industry, me neither. But this industry is like no other. I always find it difficult to explain to people what I do and what the bearing



industry is about. When I mention I give 80% discounts, people can't understand that!

The bearing industry is probably not the most glamorous, but for me it is definitely an industry with lots of opportunities!

✉ s.vlottes@wbtonline.nl

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Warsaw User Meeting 2018 – Our BIGGEST meeting ever! How did it go?

With the dust now settled following the excitement of our User Meeting in Warsaw, we're taking the opportunity to look back on the success of the 3 day event.

In the beautiful cosmopolitan city of Warsaw in Poland, over 400 delegates came together from over 208 companies for 3 days of "networking, opportunities and fun" at the Hilton Warsaw Hotel and Convention Centre.



"If you're trying to get your message across to 200+ bearing distributors, this is the place to do it"

Day 1 was registration and the welcome drinks. The weather in Warsaw was beautiful for the time of year and everyone we met was in a great mood and excited for their time in Warsaw.

On day 2, everyone got down to business. The main hall, which was huge without tables, chairs, stands and people, felt buzzing and alive with everyone in there. Everywhere you looked, you could see people shaking hands, laughing and talking intensely about how they can work together.



Round the edge of the room we had our Premium Sponsors and the Manufacturer's Showcase who gained the attention of many. We give special thanks to our Premium Sponsors who really add something to the room, whether that be ice cream for all delegates, pick and mix sweets, holograms or their bright, colourful stands!

The 15 manufacturers that took part in the Showcase are all from our Manufacturers Platform. They produce a range of power transmission products including bearings, chains, gears, housings etc. The showcase is designed to show off their products and help them meet distributors face-to-face, not only strengthening existing partnerships but also establishing new relationships.



After a hearty breakfast, everyone was ready for the final day. The BearingNet team were constantly on hand to answer any questions, networking with our customers and making sure everything ran smoothly for the last few hours. Once the final few delegates left the meeting room, it was time to set up the hall for the farewell dinner.

Amongst the laughter, conversation and fun, there was a sense from everyone that the 3 days had been highly rewarding. Many agreed that the meeting provided so many delegates (410 to be exact), with the platform to build connections and relationships with companies across the world.

For those of you that attended, you all made the meeting the huge success that it was – you're all amazing!

Check out our Warsaw User Meeting video



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20 years supplying MRO in Yorkshire

Allan Howcroft looks back on his company's successes

After working for a National Distributor for 10 years, Allan Howcroft decided to take to market his expertise to local companies, and Howcroft Industrial Supplies Limited was born and opened their doors on 5th December 1998.

Howcroft Industrial Supplies (HIS) has grown over the last 20 years as a result of Allan's drive to succeed, and his urge to utilise his knowledge and influence within the industry, all backed up with the support of excellent staff and extensive technical knowledge.

In the first 2 years, Howcroft built up a reputation for excellent local service and gained reward by winning the 'SHELL livewire regional best start up and young business awards'. Further industry reward came shortly after – he was invited and elected as a member of the EPTDA.

"When creating our company, my vision was to offer quality, value and service to all our customers, plus create a camaraderie, a rewarding and enjoyable atmosphere, and great job satisfaction, for all my staff. From the day our doors opened, until the day I finish, this will always be my core structure."

Through hard work and a vastly growing reputation in 2005, HIS

became the trusted sole contracted supplier of UK Coal, supplying MRO products including large Cooper Split Roller Bearings, until the death of the coal industry 10 years later:

"Even though the UK Coal contract ended a few years ago, we are extremely proud of what we achieved as a small independent company in such a short time. UK Coal were impressed and influenced through our core values of quality, value & service. Bearing these in mind, we came up with a solution to an underground bearing problem that all other companies had failed to solve, in the previous 20 years."

In 2012, HIS had the opportunity to expand their range, introducing their very own Shaft Mount Gear Units (SMGU), dimensionally interchangeable with the old Fenner Shaft Mounted Speed Reducers (SMSR) units, but allowing 15% more power due to their own modifications to the internal design, ensuring a quality product at a market competitive price.



"With the inclusion of our SMGU range all available from our warehouse in Manvers, Rotherham, we have cemented our reputation for quick and reliable supply. This enables us to keep our customers' key drives operational, with a product which ticks all the boxes required by a Shaft Mounted Gear Unit."



Over the next 5 years, and with continued growth, Howcroft moved to their current, larger HQ in Rotherham. Expansion allowed for a divergent range of products and services, culminating in the appointment of a dedicated Trade and International division, giving HIS a global footprint and the ability to broaden their core values.

HIS have also expanded their distribution network, including Rexnord, KTR, Flender, SIT, Gates Power Transmission and WEG Electric Motors, facilitating global distribution:

"HIS has been rapidly growing over the years, so much so that we established the formation of Howcroft Bearings, Couplings and Drives – our UK trade and international supply. This network is fantastic because it has enabled us to conduct business around the world with a service level befitting our original goals and core values."



Craig@howcroft.co.uk www.howcroft.co.uk

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KEY BRANDS



We see ourselves as a trusted community in the industry

With digitalisation developing further in today's world, we spoke with Matt Fancourt, Chief Operating Officer, from KOIOS Master Data about the KOIOS Community and his first-time experience at a BearingNet User Meeting.

As a BearingNet User Meeting first timer in Warsaw, surrounded by 410 people from 208 bearing & power transmission companies from all around the world, I really got a feel for the industry and the type of people within it. The main hall was huge but it felt tiny when all the delegates were in there.

Great exposure for KOIOS in Warsaw!

With so many meetings, this was the perfect environment to once again advertise the 'KOIOS Community' and our software to hundreds of companies that will benefit from joining. Quality data is incredibly important for the industry as the world becomes more digital.

The benefits of our software will save the industry millions in unnecessary expenses resulting from poor quality data.



Throughout the meeting, we built relationships with people from Costa Rica to India and received a lot of interest. We spoke to many people about the KOIOS Community and how confident we are that it will thrive.



Are you a manufacturer? With our Specification Library, you'll save time and labour costs by creating a single, digital version of the 'truth' for your products. Uploading this product data to the KOIOS Specification Library is great because it means one single interface and format for exchanging data with hundreds of distributors and end users. Privacy settings allow manufacturers to control what data is seen by which audiences.

The manufacturer's purchasing division can use the community and software to improve the quality of their master data for their purchasing and warehouse systems.

What about distributors? As a distributor, you'll save time and labour costs by downloading high quality, multilingual, digital data from one source and in one format from all of your manufacturers.

What's more, this data can be used to populate all of your computer systems, including web stores/ e-commerce; sales order processing systems and product information management systems.

The KOIOS Specification Library ensures there is no duplicate data in systems and different systems reference the same product. The software can also be used to manage own brand product data.

For one source of accurate master data for all of your computer systems and correct and complete manufacturers product data, you will eradicate the need for traditional data cleaning in the future, which saves time and money.

Many of the benefits of our software will save the industry millions in unnecessary expenses resulting from poor quality data. I'd like to thank BearingNet for the opportunity and exposure!

So what is the KOIOS Community?

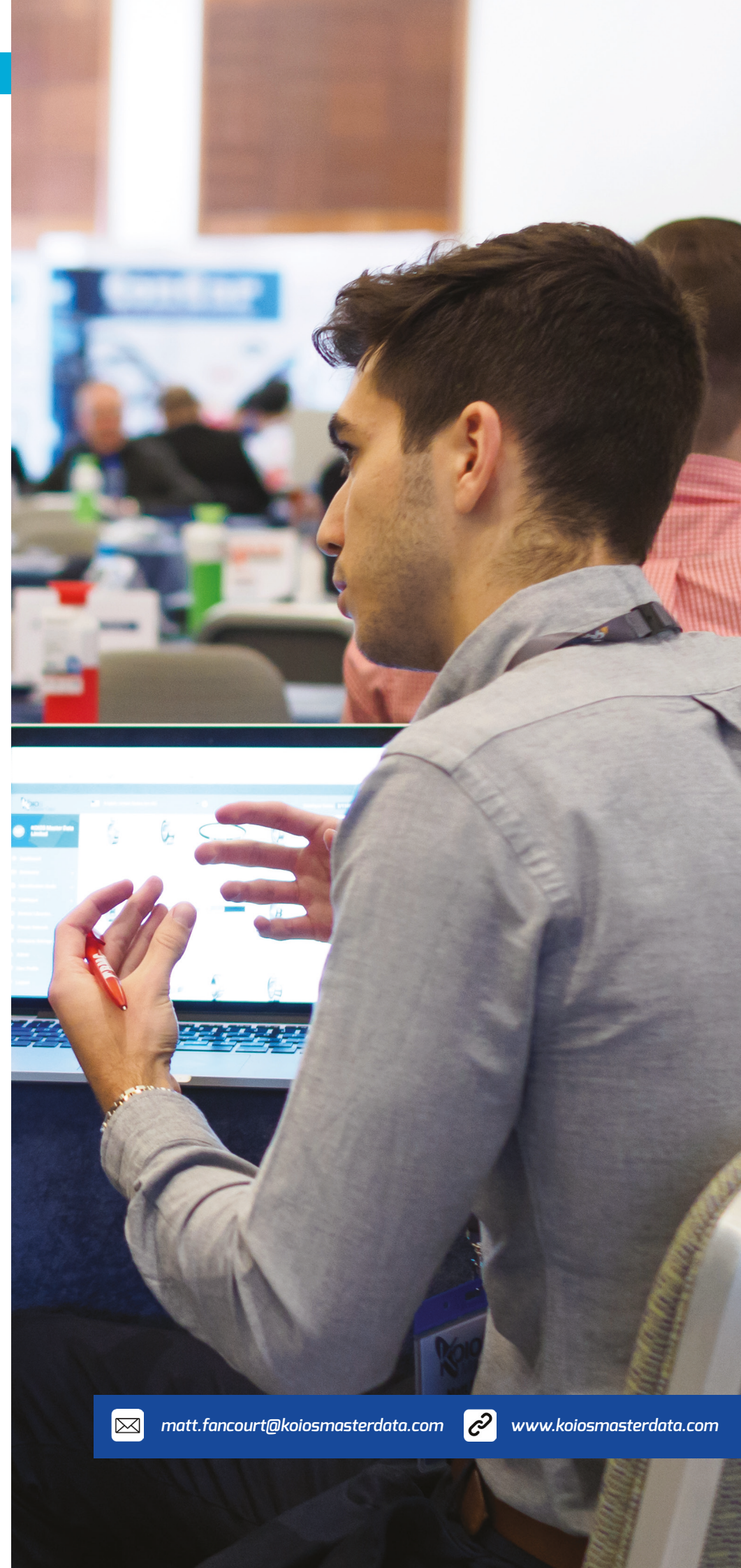
We host the KOIOS Community, developing software to improve data quality and enable data to be exchanged digitally – it is the way forward after all!

The KOIOS Community is a trusted community of manufacturers, distributors and end users. Members collaborate to lower costs in the supply chain and MRO operations by exchanging quality digital data efficiently.

How it can help you!

Joining the KOIOS Community and using our software reduces data handling costs and improves data quality throughout the supply chain. Product data in the KOIOS Specification Library is compliant to the international data quality standard, ISO 8000.

This means that every product is assigned a globally unique ISO 8000-115 identifier (identifying the manufacturer of the product). The product data can be exchanged in multiple languages and integrated with any computer system – which is pretty handy!



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From humble beginnings, apprentices and distributor partnerships

We speak to South Africa based Dyneamic Bearings Pty Ltd and its owner Gordon Dyne and General Manager Antony Garland about their working relationship and how the company is now one of the biggest Schaeffler distributors in South Africa.

Dyneamic

BEARINGS (PTY) LTD



The well known phrase 'the student becomes the master' is usually confined to karate teachers, footballers or Jedi Masters, but not bearing business owners.

Some years after Gordon employed Antony, he described Antony as 'the best apprentice he has ever trained'. Antony has now worked with Gordon for more than 30 years and is a dedicated friend and employee and Gordon says that Antony is now 'light years ahead of him in bearing knowledge'!

Gordon launched Dyneamic Bearings in 1993, after being made redundant as Managing Director of a large international bearing distribution company. FAG South Africa (as it was then) very kindly gave Gordon an agency for its products. This was incredibly generous of FAG to assist him when he was 'almost down and out'.

Gordon has never forgotten this act of kindness from the FAG Directors:

"We consider FAG and INA to be the best quality bearings produced anywhere in the world and are incredibly proud to market and sell them."

FAG and INA roller bearings – part of the Schaeffler Group, are very competitively priced against the world's other top brands and they are an easy sell when quality is required by so many clients who understand the cost of downtime. Dyneamic Bearings uses Schaeffler expertise frequently and really appreciates the 'back up' that Schaeffler provides.



"It is only thanks to Schaeffler that Dyneamic Bearings has been able to make its mark in the South African replacement bearing market. I will be forever grateful to the Directors of Schaeffler for their unwavering support."

With 46 years' experience in the bearing and power transmission industry in South Africa, England and the Middle East, Gordon's Dyneamic Bearings, based in Benoni, some 30 kilometres from central Johannesburg, is now one of South Africa's largest independent Schaeffler distributors.

The company now employs some 30 people in its one branch operation. The large stock held there means that Dyneamic Bearings is able to satisfy the vast majority of orders coming in from all over South Africa and neighbouring countries. Local orders are delivered quickly by Dyneamic's large fleet of delivery vehicles.

"Dyneamic Bearings is renowned for its rapid importing service. This speedy service it offers is thanks, in the main, to the excellent contacts and friends the company has built up over many years all over the world - thanks to BearingNet."



✉ dyneamic@worldonline.co.za

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USER MEETING

15 - 17 MAY 2019



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BERLIN

USER MEETING

12 - 14 March

"BearingNet has made the world much smaller. The user group meeting has allowed me to meet bearing distributors from all over the globe to find out their inventory strengths and create business relationships enabling me to buy and sell worldwide. Thanks BearingNet!"

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From kicking balls to roller balls

Jamie March of IADA tells us his unique path back to the bearing industry that he grew up around.

As a kid, I always imagined my life to be playing football, and I achieved that dream. Now I've come full circle and joined my family in the bearing industry.

The Leicester Bearing Company Ltd was set up by my Mum and Dad 34 years ago this year. They both worked at E.W Bearings in the East Midlands back in the day before they decided to take a risk and start their own business. The family business now employs 14 members of staff and operates from the purpose-built HQ.

Dan, my younger brother is a key member of the operation alongside Keith Dand, who has been with the company for 24 years. It's funny because Dad still works 7.30am -5.30pm and his mobile number is still on the 24h emergency call list!



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The realities of pursuing the football dream

Football has always been my passion and my Uncle Jason, to this day, claims it was him that helped me become a professional footballer. I let him go with it! Dad still played football with me if he could get away from work on a Saturday, but really I think it was my school that helped me realise my dream.

I went to a school which had a strong footballing background and it had a history of producing great players like the legendary goalkeeper Peter Shilton, the prolific Gary Lineker and most recently, England international Emile Heskey. I was certainly destined for the bearing business because I was nowhere near as good as them, but football was what I wanted to do, like most of the boys I knew, so I gave it my all!

Heroics, memories and injuries

Nothing could ever top the FA Cup run when I played for Stevenage Borough in 1997/1998.

We were best of mates, fearless and went on a run that didn't seem to stop. Finding out we were going to play Newcastle United in the 4th round of the FA Cup was a dream come true. I watched the draw for the cup at home on TV and I had an awful hangover as all the team had been out celebrating beating Swindon Town in the 3rd round the day before!

Newcastle were 2nd in the Premier League at the time and worth millions! We were a bunch of part time footballers who were van drivers, painter decorators, carpenters, electricians and some had to take annual leave to play in the games!



✓ Boro 2 Cambridge 1:
The referee breaks up the party after Stuart Beevor's winner but, below, Jamie March and the boys get in the mood as Boro claim their first ever major Cup scalp at Broadhall Way.

"It was amazing, a dream come true for me, despite going out to a goal that VAR would rule out today!"



Amazingly, the first game finished 1-1, against all odds which was amazing, setting up the chance to play in front of 40,000 + screaming Newcastle supporters at the famous St James Park with TV cameras on us felt like my moment to shine.

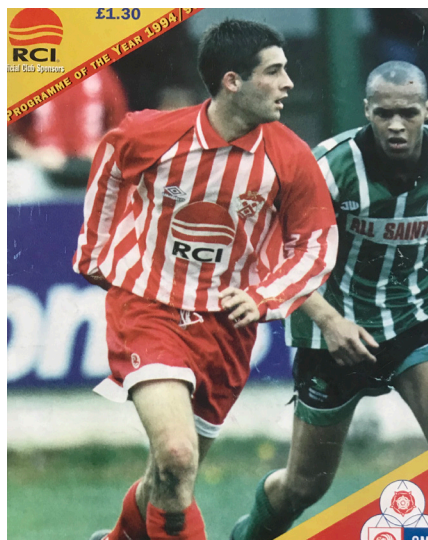
It was amazing, a dream come true for me, despite going out to a goal that VAR would rule out today!

Football went well for me, I played for some famous managers and great non-league clubs such as Burton Albion and Tamworth - where I won leagues and cups, making great memories.

I also had great times at Kings Lynn and Nuneaton Borough but unfortunately it was at Staffordshire non-league side Hednesford Town where it fell apart.

Hednesford was a wonderful club, I was flying at the time, my confidence was high. We were lucky enough to train at the new St Georges Park where the pitches were like snooker tables but somehow, I got my studs stuck in the ground when turning sharply and my knee popped. It was the dreaded ACL injury - the one injury all footballers fear.

After 2 failed operations, I never recovered. I continued to play but I



was nowhere near the same player so I slowly slid down the football leagues. It was a sad way to end my career... but I can look back at what I achieved with pride. The reality of pursuing the dream of being a footballer for so many lads is that only a tiny percentage make a living from the game, so getting to the levels I achieved makes me really happy.

Football is still a massive part of my life outside of work, I follow Leicester City, home and away (where I can) and still play veterans football. We won the league and cup double last year, so I've still got a bit left in me!

I did try Academy coaching for three years at my boyhood club Leicester

City but I couldn't make it pay as a career so I knew that the bearing industry was the next logical step for me.

Leicester Bearings came calling

I loved working for Leicester Bearings, it's part of my DNA. From 8 years old, our life revolved around Leicester Bearings, as it was the provider for the family and still is. I won't ever lose that feeling.

The family business helped me learn the importance of being an independent distributor, where you learn the values of service; so many businesses rely on you.

It's not just about what's on your shelves, it's the knowledge. For example a customer could ring up and say, "Remember when I ordered that bearing last year? Well get me 2 and drop them round as soon as you can." That's what you do! You know what the bearing is, even without being given a code and you get it delivered, even if their last order was 3 years ago!

Leicester Bearings have a wonderful team of fantastic, knowledgeable people, too many to mention but they all know the industry inside out. Local stock and superior service is what Leicester Bearings is built on.

From the family business to IADA

While at Leicester Bearings, I always took a keen interest in developing IADA, along with the fellow directors. We put a lot of voluntary time into the project to a point where IADA was ready to really launch itself in to the market. I wanted to lead it! It was natural progression for IADA and myself.

I'm now the General Manager for 44 brilliant branches offering unrivalled levels of service across the UK. 22 fantastic independent companies with the same commitment and desire that I'd grown up with, to be the best in the business. Who wouldn't want to take the challenge on? It's like Stevenage Borough vs Newcastle United all over again!

Commitment and togetherness achieve great things!



IADA has been a member of BearingNet for years now and each member couldn't be without it.

From my time at Leicester Bearings, we've shipped in bearings from all around the world. Peru, Chile, Brazil, Australia and I think every country in Europe. BearingNet has been vitally important to us as a bearing distributor.

The BearingNet User Meeting in Warsaw 2018 was IADA's first meeting and it was a brilliant experience for us. We had the opportunity to promote our organisation and share the IADA philosophy with potential new suppliers. We even managed to introduce ourselves to potential new members!

The meeting is immaculately run, the BearingNet team do a fantastic job from start to finish and I highly recommend attending for any distributor that hasn't been.

IADA have certainly benefitted from the experience and will continue to attend in the future.

Want to know more about IADA?
I will be visiting the Hannover Messe 2019, from the 2nd - 5th April. If you want to see me whilst I am there, send me an email.



jamie.march@iadaltld.co.uk



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What is **BearingNet**?

BearingNet is a trading platform for bearing and power transmission distributors which allows you to search, order and sell. Over **1,880** companies around the world are already using BearingNet and up to 89% of them have uploaded their inventory on the site! In total, our members have listed over **11 million** lines of inventory making it **the largest virtual warehouse in the industry!**



BUY

If you haven't got the part in your warehouse, find it on BearingNet. Never turn a customer away - you can always find what your customer needs. Instantly source what you need - there are over 5 billion power transmission parts in our database. BearingNet works fantastically for locating parts for emergency replacement or that are rare, obsolete and hard to find!

SELL

BearingNet is a brilliant channel for selling your inventory. Whether you want to sell your inventory to local markets or you want to expand and sell internationally, BearingNet can help! We have **1,880+** companies using the site, over 100,000 searches are performed every day and 200,000 RFQ's sent through the site every month!

NETWORK

The BearingNet User Meetings are held in both Europe and the USA and bring together hundreds of distributors. We have been hosting the meetings for over 12 years and cater for all distributors, whether you are authorised, independent or a wholesaler.

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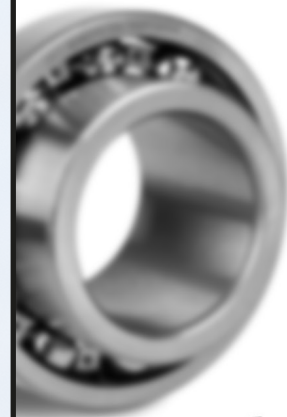
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The Chinese Channel offers a company directory of Chinese producers listing detailed company and product range information. This will enable all overseas customers to better evaluate and understand the Chinese bearing manufacturers and lead to profitable and flourishing business relationships.

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Ningbo Sanzo Import & Export Co.Ltd is a miniature bearings and auto parts production and trading company. The company owns 2 manufacturing plants: Cixi Yongchang Bearings Co.Ltd who manufacture high precision, low noise, deep groove ball bearings especially miniatures and Cixi Kangchun Auto Parts Co.Ltd, the largest spark plug shell manufacturer in China since 1991 with more than 600 varieties of spark plug to cover auto motorcycle aeromodel and other industries. The major customers are: BOSCH, UCI-FARM and TORCH. The production range of ball bearings is from 3mm bore diameter to 45mm outer diameter.

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✉ simon@redprint-bearings.com 🔗 www.redprint-bearings.com

Zhangzhou World Bearing Corporation Limited

SDT - A senior Chinese manufacturer of spherical plain bearings, founded in May 2004. A specialized manufacturer of spherical plain bearings. SDT mainly supply spherical plain bearings, rod ends, ball joint, and hydraulic rod ends. All SDT products are designed and produced according to the international standards. SDT has the advanced measuring equipment and strict QC procedures to ensure high quality. They are widely used in the machinery of mining, metallurgical, engineering, electrical power equipment, traffic, space, medicine etc. SDT products are very popular home and abroad for their competitive price, good quality and excellent service.



✉ export@sdt-bearings.com.cn 🔗 www.sdt-bearings.com.cn

Xiamen JAMA Bearing Company



JAMA is specialized in producing and selling all types of insert ball bearings (with housing), roller bearings, ball bearings, Auto spare parts, Transmission parts and other related mechanical products. JAMA products are strictly in accordance with ISO9001:2015 international quality system certification standard and sold to all provinces in China and exported to 50+ countries in the world. The business is increasing year on year, the exporting total value is more than 10 million USD. All products marked with "JAMA" brand have entered the OEM international market. Rapid business development!

✉ jama@jamabearing.com 🔗 www.jamabearing.com



ZWZ Group

ZWZ Group, the backbone of China's bearing industry, has always been leading industry trends. ZWZ firstly developed bearings for heavy truck, railway wagon, railway coach, railway locomotive, metallurgical mill, machine tool spindle, automotive wheel and wind turbine. Through half a century with winds and rains, starting as a company that produced bearing parts and bearing equipment, ZWZ has gradually developed into a modern enterprise which mainly produces bearings for major technical equipment and became the biggest manufacturing and sales base of bearings in China. ZWZ has made great contribution to development of China bearing industry and was awarded as National Service Enterprise by society and was called "China's bearing hometown" by party and state leaders.

✉ chenysh@zwz-bearing.com 🔗 www.zwz-bearing.com

MBY

Steel Cage Spherical Roller Bearing Manufacturer MBY. From the 1990's, almost all of the spherical roller bearings in China are in Brass Cages. No one can produce Steel Cage spherical roller bearings. In 2001, MBY started to produce Steel Cage Spherical Roller Bearings. In 2005, MBY developed E Design, E1 Design, EAE4 Design, by using the top raw material from Xingcheng Steel and Salt Bath Heat Treatment Method and Advanced Super Grinding Equipment, MBY is capable of producing top quality spherical roller bearings and run life tests which can achieve 80% of world top ones.



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ZKBM Group

ZKBM Group produces high-precision bearings which has been praised by international customers for its fast delivery and excellent quality. As a rising star from the industrial fields of the eastern countries, ZKBM has experienced many stages in the development of bearings. In the entire industrial field, it is committed to improving efficiency and reducing costs to reduce downtime and increase production. It is highly regarded for saving a lot of time for users. In 2018 ZKBM annual order supplying is more than 20 million sets of bearings. ZKBM wish to reach strategic cooperation with a wide range of suppliers in 2019.



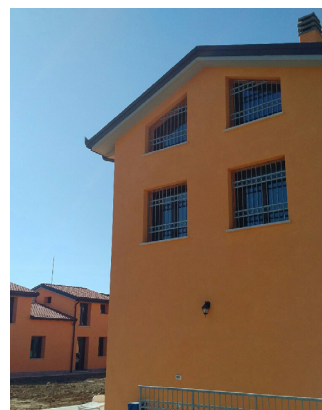
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From company betrayal to business harmony in the Tuscan Hills

Bearing distributor General Supply Di Bottai Barbara has come a long way from family turmoil to hard work and success.

In February 2009 Barbara Bottai dared to tread the path of setting up her own bearing company. General Supply Di Bottai Barbara was born out of Barbara's desire to establish her own company and become successful in not only the Tuscany region of Italy but the world. However, this wasn't the start of Barbara's story in the industry.

Once upon a time, Barbara's family owned a similar company. This unfortunately turned sour following the founder passing away. Taking advantage of the situation, one of the owners decided to arbitrarily take possession of the business.



"From that point on, I decided to start a company of my own. The first months involved huge effort and investment. I worked very hard, with crazy hours but step by step we gained the trust of major European players," said Barbara.

Barbara's hard work started to pay off

Barbara continued to put all her effort into supplying European customers with TIMKEN and other American brands using Friday express shipments, flying over the weekends from the USA to Italy.



Regardless of the crazy hours, the first years were very exciting, with Barbara proudly watching her company grow even faster than expected, with vertical growth of turnover.

In 2011, Barbara needed to find an Import-Export manager to help expand the business. The perfect 'La Dolce Vita' style moment happened when she contacted Marcello Arbicone and asked the question, "Marcello, why not come and work for me?".

The story of Marcello Arbicone

Back in the 1980s, after achieving his A levels in Economics at the European School of Varese, Marcello was introduced to the world of bearings at his uncle's company.

"My first experience with bearing balls actually started back in the 1970s when I was provided with the best marbles collection ever, with steel balls up to 2 inches!", said Marcello.

With 25 years experience, he left his uncle's business. He received several managerial job proposals from major European players but following a really productive meeting, he decided to join Barbara's company:

"I joined the company after a nice sabbatical period. I was highly motivated and enthusiastic and was looking forward to putting my 25 years of experience in the industry, at the service of the company."



In the meantime, General Supply Di Bottai Barbara had gained the distributorship of CPM Special Bearings, who manufactured bearings for planetary gearboxes and products for all industry fields.

A large inventory was built up in the warehouse, and sales quickly reached 5 continents.

And what about the future?

2018 was again a top year for sales, and exports reached 40% of total sales:

"Our progress has led to increased stock availability, allowing us to satisfy more and more of our customers, meeting their expectations, which is good news overall."

And following the company's 10-year anniversary, new premises were built in a nice area of 8,000 square meters, in Barbara's beautiful and beloved Tuscany.



✉ commerciale@general-supply.it

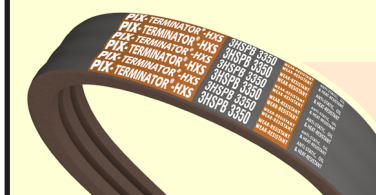
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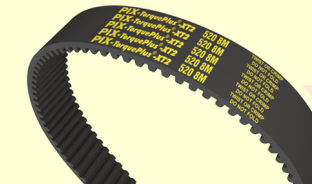
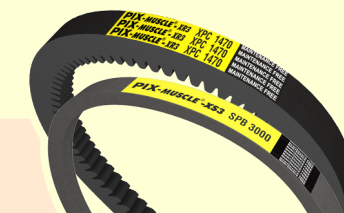
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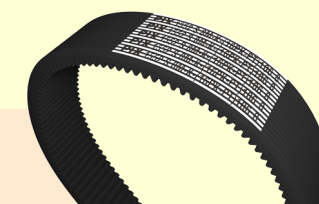
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Finding your feet in the industry as a woman in a minority business



In an industry that is still predominantly male and white in the USA, Mamta Shah of Illinois bearings distributor Bearings & Industrial Supply, alongside her father and sister, are constantly proving themselves in the bearing and power transmission industry. They have to stay one step ahead of the competition both nationally and internationally. We spoke to her about those challenges.

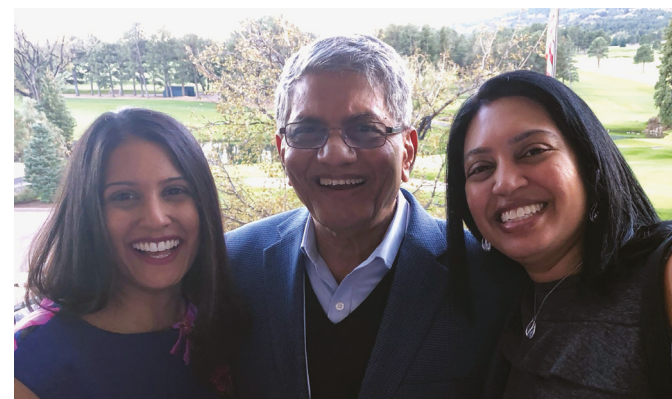
37 years after my father, Nick Shah, set up Bearings & Industrial Supply, we're proud to say it's a thriving family business with my sister and I playing vital roles in the company. My father built a very solid foundation based on hard work and thriving against adversity.

One such adversity he faced was being one of the very first minority-owned businesses in our industry. Many of the minority-owned businesses at the time, for example, were construction companies as opposed to an industrial distribution company. Many engineers worked for companies and did not start their own business as my father did.

However, as a minority in 1982, my father found it hard to get loans from the banks to start the business. He was forced to take numerous loans from friends by making them shareholders in the company. Despite these difficulties, he made everything fall into place and business began thriving.

One of the first things he did was have the foresight to be a founding member of cooperative IDC-USA, which allowed the small independents to gain purchasing power as a group. IDC-USA, which recently merged with Affiliated Distributors, is now one of the largest cooperatives in the bearing and power transmission industry.

When my sister and I joined my father in the company in senior roles, we were confronted with the challenge of being women in the industry. During outside sales calls, I noticed



that men would talk to my male colleagues as opposed to me assuming that I did not have knowledge of the products I was distributing.

Despite this, things have gradually changed for the better and we're both proud that we've helped propel our company forward and have seen record sales and profits over the past two years. We've come so far from when we first joined, and my father was a firm believer that you have to start from the ground up, as



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he did. I remember my summers in grade school were spent in his office doing basic filing and shredding documents. The irony is all those years of filing allowed me to familiarize myself with the key partners in our business.

Still, many challenges remain and the hard work still continues, including hiring and retaining employees from the millennial generation.

Being part of this generation myself, I understand that we crave flexibility and options and tend to always try and find something better. Finding loyalty from new employees in our admittedly non-glamorous field can be difficult but a problem I look forward to tackling and solving.

The industry is going to be around for a long time as the products are required in everything. I think there are many opportunities for small businesses in the bearing trade to grow, regardless of race or gender.

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Specialist distributor helps launch greener, cleaner bearings for food and drink manufacturers

Leading industrial parts distributor Antifriction Components Ltd has signed a deal with Swedish manufacturer SKF to stock its new Blue Range of Food Line ball bearing units.

The ground-breaking bearings aim to improve health and safety for food and drink manufacturers by lowering the risk of bacteria in hard to clean areas using innovative sealing systems, high performing bearing grease and completely sealed units.

The components are 100% recyclable and the bearings improve energy efficiency by reducing the need for hot water to remove environmental waste.

The new Food Line bearings do not require relubrication or the need to clean excess bearing grease, which can lead to production downtime. With less cleaning required, it is expected bearing lifespans will be lengthened.

Antifriction became an authorised distributor for SKF in 2004 and currently offers the Swedish giants complete portfolio of bearings, seals, lubrication systems, maintenance products and training courses. Antifriction are now stocking the new ball bearings.



Antifriction will distribute the Food Line range through its 10 depots across the UK. It has been undergoing a long-term programme to upgrade facilities, which includes expanded warehouses in Bolton and Birmingham in 2018. New sites near Heathrow Airport and Ellesmere Port, close to Liverpool, have been added to give greater national coverage and reduce delivery times. Victoria van Camp, CTO and president, innovation and business development at SKF comments: 'The problem is traditional relubrication, wash-downs, and dry cleaning of bearings can create hidden areas where contaminants thrive, such as airborne droplets, wastewater or contaminated grease.'

'Eliminating these food-safety threats requires a different approach to hygienic design, and that's what the Food Line ball bearings are designed to deliver.'

Andrew Fleming, managing director of Antifriction, comments: 'SKF has built a reputation for quality products over a hundred years. It continues to innovate and these latest products will undoubtedly improve the effectiveness of food and drink manufacturers which value the highest standards of health, safety and energy efficiency.'

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