

BearingNet's Best Bits



September 2018

INSIDE

Dave Price from Atlantic Industrials



We exclusively interview
the man behind the Preston
based bearing distributor.

And wow,
does he
have a story
to tell!

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Bowman & JHB unveil revolutionary bearing



JHB look set to break an industry
trend with this latest innovation.

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Exploring the worldwide bearing industry
We talk to 3 companies in the industry from very
different parts of the world.

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Rockin' name, Industrial work ethic

The story of Rak and Roll
and their American influence

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Innovators

We explore the
technology and history of
CeramicSpeed

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Join us for the USA User Meeting 2019



May
15-17



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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



Peter Annis
Owner & Managing Director

PeterA@BearingNet.net



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Owner (retired)

JennyP@BearingNet.net



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Owner & Technical Director

GaryJ@BearingNet.net



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Pascale van Koolbergen
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PascaleV@BearingNet.net

NEW TO OUR TEAM!



Richard Allen
Finance & Customer Support

RichardA@BearingNet.net

Richard joined us in July 2018 following a long history of working in the finance and accounting industry within multiple sectors.

Richard is part of the Finance and Admin team alongside Pascal and helps Cheryl with the money and making sure our customer's needs are met.



Matt Woodhead
Fluid Power Consultant

MattW@FluidPowerNet.net

Matt is working with the FluidPowerNet team and started working with us in June 2018. Matt has been in the fluid power industry for over 20 years and has worked with some great companies and gained lots of knowledge about the products from both fitting the parts to selling them.



Tom Wooten
Marketing

TomW@BearingNet.net

Tom is the newest member of BearingNet and has joined the Marketing team as a placement student from the University of Hertfordshire.

Tom has a fantastic eye for design and has already been a great asset to the team through the brochures and documents he's designed for multiple campaigns.

The office Dogs!



Wimble
(full name Wimbledon)



Sammy



George

How can Bolt-Ons help you?

Authorised Brands



Stand out on the search results page by displaying the logos of the brands you are authorised to distribute.

These authorised brands will also appear on your company details page.

Promo Packages



Promotion on BearingNet over 100,000 times each month.

Our promo packages offer a combination of banner adverts and a promo page – your very own website within BearingNet!

Webshop



Link your inventory on BearingNet with your Webshop enabling your customers to 'buy now'. Avoid waiting for you to reply to an RFQ and place orders instantly.

Public Stock Search



Give visitors to your website the ability to search your inventory and send you an inquiry instantly.

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

BearingNet Best Bits



Promote your company to over 10,000 readers in our next edition of BearingNet's Best Bits. Distributed at major international trade events & sent to all members.

Manufacturer's Platform



Do you manufacture your own products? Are you looking to increase sales, promote your brand and find new distributors?

The platform helps promote your business using a variety of media platforms.

Contact our sales team for more information: Sales@BearingNet.net

2018 on BearingNet

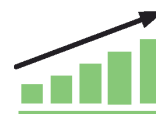


2,934,066

User Logins



1,880+ companies from over **80** countries



810,236,665

Lines of inventory uploaded



28,820,775

Searches performed on BearingNet



Bearings

9,371,286



Belts

430,367



Seals

673,377



Chains

81,715



Sprockets

137,936



Pulleys

97,337



Miscellaneous

415,345

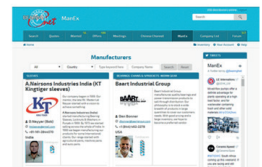
2018 Updates

Read about the improvements and new features that have been made to BearingNet in the last year.



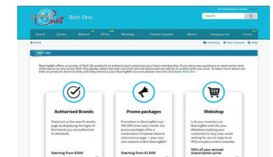
THE CLOUD - We have moved our servers which manage the BearingNet website to the cloud, so they are no longer at risk of local power cuts which regularly affect our little village in Hertfordshire! This also makes it easier for us to make updates to the site and less hardware to maintain. Also, all images on BearingNet are now distributed across multiple servers around the globe, so they will always be downloaded from somewhere close to you meaning faster loading times!

MANUFACTURER'S DIRECTORY PAGE - An overhaul of our ever-growing Manufacturer's Platform was completed earlier in the year to make it easier to find a manufacturer you are interested in. As well as an improved layout, you can now quickly download manufacturer's catalogues from the directory.



INVENTORY - There are a number of companies who upload inventory that are unable to adopt the format we use for inventory upload and we work hard to adjust these lists to make sure they load into the system in the correct format to get the best results for our customers. To make this process faster we have now automated it!

BOLT-ONS PAGE - An improved page has now been launched giving you more information (features and pricing) about our bolt-ons. You can easily select which products you are interested in and request more information from our sales team.



Tim=Timken
Timk=Timken

BRAND TAGGING - We now analyse each line of inventory and tag it according to the brand. Different companies use different codes to represent the same brand, and this system works it all out. This means if you search for Timken, you will find items where the brand has been entered as TIM, TMK, TKN, TIMKEN.

RFQ EMAIL - Spam blockers are great but sometimes a genuine email can get caught and you will never see it. We now send your RFQ emails through a number of routes, so if your email client blocks our email we will try another route until it reaches you.



FLUIDPOWERNET - BearingNet's sister company for the Hydraulic and Pneumatic industry now has over 250 users and 195,000 lines* of inventory uploaded to the site! We started with the UK and Polish markets but are now branching further out into Europe and the US. Don't forget, if your company stocks fluid power items let us know and we will give you access to the site so you can upload your inventory.

*At the time of going to print

OPPORTUNITIES FOR MANUFACTURERS



**MANUFACTURER'S
PLATFORM**

WHY DO YOU NEED IT?

A fast way to promote your products, increase sales and network with new distributors worldwide. It will make your existing distributor network work more efficiently to sell your brand. We are so confident the Manufacturer's Platform works, we will give you your money back after the first year if you haven't seen any results.

WHAT IS IT?

We give you direct access to 1,880+ bearing and power transmission distributors using BearingNet - the world's largest trading platform for distributors. As a member of our network, you can directly access your target audience for advertising, promotion and networking!

WHO IS IT FOR?

Manufacturers who already sell their products via bearing and power transmission distributors or would like to begin doing so. If you have the products, we have the distributors!

WHEN CAN YOU USE IT?

24/7- keep your data and messages current at all times throughout your annual membership. Whether this be online advertising, inventory listing, social media updates etc. Additional promotional and networking opportunities are also available throughout the year.

WHERE DO YOU USE IT?

By using different types of communications, social media, face to face networking, print and online advertising, the Manufacturer's Platform will engage your target audience and ensure you receive the best brand exposure possible.

HOW DOES IT WORK?

Choose the package to meet your budget & objectives and we will do the rest!

There are many features, packages and benefits to show you, so contact us for a quick demo and everything will be much clearer!

Promote your products

1,880+

to distributors worldwide!



Contact Chris or Ania in our sales team
Sales@BearingNet.net

We can organise a 10 minute online demonstration with no obligations, to show you exactly how the platform works.



Bearing Brexit in mind

Amid Brexit negotiations, SMB Bearings welcomed Member of Parliament (MP) for Witney, Robert Courts, to its Oxfordshire warehouse on Thursday 26, July.

The specialist bearing distributor, which exports 40% of its goods to the European Union (EU), took the opportunity to quiz Courts on his recommendations for businesses during this period of uncertainty.

Courts' visit celebrated the success of SMB Bearings' growth. Having carved a niche for supplying and distributing miniature, thin section and stainless-steel bearings, the company has grown exponentially since its inception 30 years ago. SMB Bearings spotted a gap in the market for small batch bearing relubrication during its early years and recently expanded its facility to include a relubrication processing room with proprietary equipment and additional staff.

SMB Bearings now boasts a 5000 square ft. facility in Courts' Witney constituency, on the Ventura Business Park in Carterton, Oxfordshire. As the chairman of the All Party Parliamentary Group for Small and Micro-businesses, Courts praised SMB Bearings' ability to maintain a niche product offering during such rapid business growth.

Despite the company's success, SMB Bearings relies on exporting for around 60% of its business, 40% of which is within the EU. As a result, the company is currently implementing changes to prepare for the potential outcome of Brexit.

SMB BEARINGS



"We're currently undergoing examinations to achieve Authorised Economic Operator for Customs (AEOC) status," explained Chris Johnson, managing director of SMB Bearings. "The certification allows us to import and export more efficiently by ensuring our supply chain is secure and that our customer procedures are compliant."

The quality mark is beneficial in itself, but could prove to be even more valuable depending on the outcome of Britain's Brexit deal. Currently, exporters like ourselves have no idea how detrimental Brexit will be on our businesses. Without guidance from Government, it is vital that we begin to take steps to cover our own backs."

Acting as Member of Parliament for Witney since 2016, Courts supported the Leave campaign during the EU referendum, although the electorate of Witney voted to remain.

In July 2018, Courts expressed disappointment in the Government's proposed Brexit deal, revealing he will quit his post as Parliamentary Private Secretary in protest. Courts explained that, in his

view, the plan will allow the European Court of Justice to remain supreme in practice for laws related to goods exported to the EU.

"Businesses should expect greater clarity within the next 6 months," explained Courts, when asked what SMB Bearings should expect regarding Brexit. "Naturally, we want to see close trading links between Britain and the European Union. A deal whereby we can trade and cooperate with each other as equals would enable us to maintain a properly accountable democratic Government."



The game is changing and it's going hybrid

Hybrid ball bearings in your production equipment will increase your competitive power significantly.

See how at www.ceramicspeed.com

CERAMICSPEED



The part sourcing service for fluid power distributors, helping you with long lead times and hard to find parts!

We now have over **195,000** lines of inventory listed and **250** companies using FluidPowerNet.

These companies are listing over 500 lines of inventory on FPN:

Beaumanor Fluid Power Products	UK	32082
Godiva Bearings	UK	31365
Motion Industries	USA	18360
Hayley Group Limited	UK	16805
HYDRO ZNPHS	Poland	16239
Pegasus Hydraulics Ltd	UK	9732
COTSWOLD HOSE & FITTINGS LTD	UK	5988
Parmafluid S.r.l.	Italy	4531
DREAMland, spol. s r.o.	Czech Republic	4165
REM-B Hydraulics	Belgium	3799
Antifriction Components Ltd	UK	3784
Hydrogutex	Poland	3329
Howford Hydraulics Ltd	UK	2990
Distag QCS (UK) Ltd	UK	2849
Röco GmbH	Germany	2775
Shuster Corporation	USA	2120
ZITEC Industrietechnik GmbH	Germany	1955
X-COMP Rzeszów	Poland	1814
Creswell Richardson	USA	1780
Adoz s.r.o.	Czech Republic	1659
VHS Hydraulic Components Ltd	UK	1577
Pneumat System	Poland	1423
Eastern Industrial Automation	USA	1417
3K TECH	Poland	1336
Yorkshire Engineering Services	UK	1309
Albeco sp. z o.o.	Poland	1284
Ehrhard Müller KG	Germany	1117
Margo sp.z.o.o sp.k	Poland	1108
Weimer Bearing	USA	1002
Inter Trade sp. z o.o.	Poland	967
Ludwig Meister GmbH & Co. KG	Germany	943
Motion Industries, Inc	USA	914
Brammer S.A.	Poland	786
Paks'D	Poland	690
AMB Tech S.C.	Poland	674
PICARD GmbH & Co. KG	Germany	574
Eisenhart Laeppché GmbH	Germany	568
Sturdy Fluid Power Ltd	UK	556



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

Krzysztof Kotkiewicz
Margo sp.z.o.o sp.k, Poland



Given the amount we spend each year on marketing it was surprising how quickly we've started to see results from using the platform. I would recommend FluidPowerNet to any business with stock and who are trying to reach out to a wider audience both nationally and internationally.

Wayne Griffiths
VHS Hydraulic Components, United Kingdom



I have started delivering some items to Poland and Lithuania. I did not trade there before as I did not know any companies in this region. Now I have some new customers and we communicate via the platform about some urgent part requirements.

Lars Benk
Schuhmacher Technologies & Hydraulics, Germany



After many unsuccessful attempts to source a hydraulic pump, FluidPowerNet.net came to the rescue! A company from the UK informed us that the part number is no longer in production and suggested an alternative part number with short delivery time. A couple of days later our client received the pump!

Tomasz Bajor
Aserto Sp. z o.o., Poland

www.FluidPowerNet.net

Email: MattW@FluidPowerNet.net Tel: +441279844044

Axel Johnson International acquires Polish sealing specialist, Passerotti Sp. z.o.o.

Axel Johnson International's industrial solutions business group has acquired Passerotti Sp. z.o.o., a Polish niche distributor of technical seals, from the industrial service provider ERIKS.

With 8 locations in Poland, Passerotti is a significant player in the Polish market with about 11000 customers present in both MRO and OEM segments. The transaction was completed on August 14, 2018.

By acquiring Passerotti, Industrial Solutions strengthens its position in Poland.

"The acquisition expands our geographical reach in mechanical power transmissions, which is part of our growth agenda," says Ola Sjölin,

Managing Director, Industrial Solutions. "With excellent capacity for providing tailored sealing solutions, Passerotti is recognised as a value-added distributor of technical seals in the Polish market."

Headquartered in Bielsko-Biala, Passerotti has an annual turnover of approximately EUR 6.6 million and 85 employees. Its offering is primarily focused on sealing technology, providing a wide range of seals for various technical applications in combination with complementary mechanical power transmission products. The company is an authorised distributor for a number of world leading brands, with a wide and diversified supplier base enabling its competitive offering.



"Joining forces with Axel Johnson International will create many new opportunities, and I am glad to have been given the confidence vote to continue to lead the company."

We are all looking forward to becoming part of Axel Johnson International, sharing expertise and experience with our new sister companies."

Jacek Wróbel, CEO of Passerotti



**The Spirit of Partnership -
COME AND TASTE IT**

The best solutions for the industry started with roller skates

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

CeramicSpeed bearings have the potential to bring technological advantages to numerous industrial segments by making a vital difference in a range of applications. From the process industry via electrical equipment, all the way to high capacity bearings in wind turbines.

The Denmark-based manufacturer recognised the potential of ceramic bearings years ago, and is now driving the market as the manufacturer with the best performing bearings and guaranteed results.

The story started 15 years ago with a pair of in-line roller skates. The founder of CeramicSpeed, Jacob Csizmadia, proved the potential of ceramic hybrid bearings for the first time, which also brought him the title for the '24-hour inline skating' record.

From successfully proving the low friction properties of hybrid bearings in skating, Jacob quickly saw an opportunity in professional cycling. Jacob contacted pro teams and had the first bearing fitted in the Tour de France peloton during the early 2000's and finally formed CeramicSpeed as a company in 2005.

Ever since, CeramicSpeed bearings have undergone years of development and testing. Thanks to their unique properties, many industries have been convinced by their contribution to lower the operating costs via unmatched performance and longevity. Specialising in the manufacturing of hand-built hybrid bearings for such a long time,

it has become part of CeramicSpeed's DNA to offer the industry real opportunities for improving the production uptime and increasing their competitiveness.

Stronger than the rest

Innovations in material science have changed lots of industries in recent years.

Ceramic materials are proving stronger and much more durable than steel, for example. CeramicSpeed hybrid ball bearings are fitted with premium quality ceramic (Si3N4) balls; the best material available.

The increased hardness of the ball means that the contact area between the ball and the track is reduced, which leads to lower friction, higher potential speeds and less energy wasted. The hardness and extremely smooth surface also mean that the balls are far more durable than steel balls and therefore an obvious solution for future demanding applications.

CERAMICSPEED



DRIVEN BY INNOVATION

How does cycling fit into the picture?

Innovation is a core part of CeramicSpeed's work and while always improving their solutions, together with the sport branch of the company, new exciting products come up. These include an exciting new drivetrain called 'Driven'.

Determined to find the most efficient drivetrain for bicycles, CeramicSpeed, in partnership with the Mechanical Engineering Department of the University of Colorado, set out to achieve a drivetrain that is only 1% away from the 100% efficient drivetrain. The team designed a completely new take on the bicycle drivetrain – reinventing the typical drive shaft into a 21-bearing roller pinion drive, where 2 bearing pinions provide power transfer from rear to front cog. Thus, the pinion drive shaft system eliminates 8 points of chain sliding friction and replaces it with just 2 points of higher-efficiency bearing rolling friction.

Driven is a showcase of technology, a display of what CeramicSpeed believes the future of bicycle drivetrains could be. Whilst just a project and a prototype at this point, CeramicSpeed truly believe in the potential that Driven carries and are already evaluating plans for its future.

While Driven is currently not for consumer sale, every drivetrain out there can still become faster (or fastest) by upgrading with all other solutions that CeramicSpeed offer, from bottom brackets, oversized pulley wheel systems and wheel bearings, to chain performance optimisation.



Suit up - tailor-made bearings for you

With a wide range of solutions, CeramicSpeed have developed bearings that are the answer to most issues caused by bearing failure. If the standard product range does not get the job done, CeramicSpeed can tailor its products to your needs.

All components in CeramicSpeed bearings are optimised, delivering the highest quality available on the market. The company produces a complete assortment that contains most types and sizes of bearings. CeramicSpeed bearings offer optimisation advantages within all environments, thereby offering solutions for various industries that result in longer maintenance intervals and better production efficiency.

Insulate: Suitable for electrical motors and similar applications

Xtreme: Effective in contaminated environments

Corrotec: Corrosion resistant bearings with FDA approval

HighTemp: Endurance at temperatures up to 3,500C

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

SLT Bearings – a revolutionary solution

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

While this is already true for CeramicSpeed's products, the company now holds yet another key to an increase in performance - the CeramicSpeed SLT Bearings. These bearings contain a polymer matrix saturated with lubrication oil. The matrix retains oil right on the functional surfaces of the bearing under the harshest of conditions, while at the same time preventing contaminants from entering the bearing. This secures a long service life where moisture and contamination would otherwise kill bearings swiftly.

Web: www.ceramicspeed.com

Email: pem@ceramicspeed.com

NACHI

NACHI EUROPE GmbH



SPHERICAL ROLLER BEARINGS

LONG LIFE AND PROCESS STABILITY

Highest load ratings worldwide

Steel or brass cage and vibrating screen designs
25mm to 320mm bore diameters
Series: 22200, 23200, 21300, 22300, 23000
Series: 23100, 23900, 24000, 24100

**No. 1
IN THE
WORLD**

SPHERICAL ROLLER THRUST BEARINGS

LONG LIFE AND PROCESS STABILITY

Highest load ratings worldwide

Steel or brass cage | 60 to 300 bore diameter
Series: 29300, 29400

**No. 1
IN THE
WORLD**



CYLINDRICAL ROLLER BEARINGS

EG SERIES FOR HIGH CAPACITY

Low temperature rise and long product life

Steel, brass or nylon | 10mm to 200mm bore diameters
N, NU, NJ, NUP configurations | Series: 200, 2200, 300, 2300



TAPERED ROLLER BEARINGS

ADVANCED INNER RING RIB DESIGN

Superior roller guidance for better efficiency

Metric and inch design | Interchangeable metric design
20mm to 100mm bore diameters
Series: 30200, 30300 | Series: 32000, 32200, 32300



DEEP GROOVE BALL BEARINGS

FOR HIGHER PERFORMANCE AND RELIABILITY

Top quality leader seals, grease and steel

Open, sealed and shielded | 10mm to 200mm bore diameters
Series: 6800, 6900, 6000, 6200, 6300



ANGULAR CONTACT BALL BEARINGS

SINGLE ROW AND DOUBLE ROW

High load carrying capacity

10mm to 150mm bore diameters
Series: 7000, 7200, 7300 | Series: 5200, 5300



SUPER PRECISION BEARINGS

WIDE RANGE OF DIFFERENT SERIES AVAILABLE

Excellent running accuracy

Accuracy P4, 10mm to 150mm bore diameters
Series: 7900, 7000, 7200 | Ball screw support - TAB-series
Small ball BNH series, ceramic ball SH6 - series
Double row cylindrical NN3000 and NNU4900-series



BALL BEARING UNITS

TYPE DIVERSITY FOR VARIOUS APPLICATIONS

Easy to mount and highly reliable

Pillow block units | 2 bolt and 4 bolt flange units
Flange cartridge units | Take-up units



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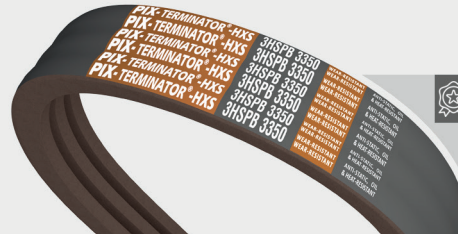
PIX

Power Transmission Solutions

Driving growth!

PIX Transmissions Ltd.

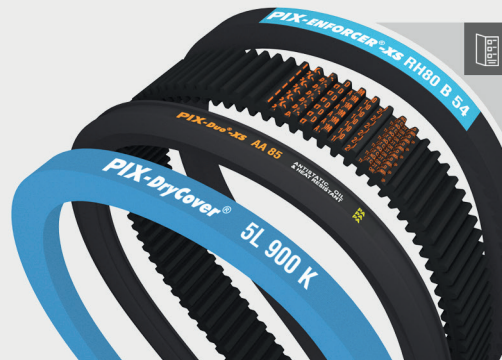
One of the fastest emerging manufactures of Belts and related mechanical transmission products purveys a host of benefits to its customers worldwide.



Almost **5 decades** of expertise in manufacturing Rubber Belts resulting in a vast reserve of technical know-how and experience in providing best-of-class quality.



State-of-the-art development, manufacturing & testing facilities to ensure highly reliable solutions for almost all applications involving Rubber transmissions Belts.



Extensive product range for access to complete transmissions solutions related to **Industrial, Agricultural, & Automotive** market segments under one umbrella.



Compelling performance to price ratio to maximize the value proposition in a highly competitive market.



Global certifications of Product, Quality and Management systems such as ISO 9001, IATF 16949, ISO 14001, BS OHSAS 18001, among several others for peace of mind in regard to compliance.



Financially strong, Public Limited Company with resources and appetite for long-term growth through investment in **infrastructure, brand, and technology.**



Global service and support infrastructure through 100% owned subsidiary companies in several countries as well as via a network of committed Distribution partners over **100 countries** worldwide.

Further information on the Company credentials and products could be found in various languages on our website www.pixtrans.com.
Alternatively, please don't hesitate to contact us via email on info@pixgermany.com or via phone on **+49-5251-2844070**.

WE'RE ATTACKING DAKAR 2019 WITH A NEW BEAST

FOLLOW CRAFT BEARINGS' MAXIMUM PERFORMANCE

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Pisco

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de Marcona

Arequipa

Moquegua

Tacna

SUPERIOR TECHNOLOGY,
SUPERIOR PERFORMANCE.



MANUFACTURING EXCELLENCE

NBC has a production capacity of 100 million bearings per year and has the capability to significantly increase this number, even as the company innovates with a range of products and sizes in response to and in anticipation of customer requirements.



150
million bearings



1,000+
sizes



29
countries



2,700
people



LEADING
exporter



5
continents

INDUSTRY SOLUTIONS



TWO WHEELERS



THREE WHEELERS



FOUR WHEELERS



TRACTORS



LCV / HCV



INDUSTRY

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MARGO
DRIVE TRANSMISSION TECHNOLOGY

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DISTRIBUTOR**
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TECHNICAL SOLUTIONS
FOR MOST INDUSTRIAL SECTORS

food sector
commercial sector
ceramics sector
chemical sector
petrochemical sector
aggregates sector
machinery sector
plastics sector
furniture sector
wood sector
agricultural sector
food sector
automotive sector
paper sector
printing sector

20 LOCATIONS THROUGHOUT POLAND

www.phumargo.pl/en



Different Nations Same Industry

As an industry, bearings are manufactured and sold worldwide. The majority of what these companies sell are similar, but each company is very different whether that be location, culture, economy etc.

We spoke to 3 companies in different countries to find out what these differences are.

From part-time Bookkeeper to President & CFO of an international company



The bearing market has changed considerably in 40 years in the United States of America. None more so than bearing distributor MMB Bearings based in North Carolina, founded in a flourishing market in the 1970's.

MMB Bearings is shaping the bearing industry in the USA with CFO **Barbara Zayatz** at the helm.

It's certainly been a 40-year adventure in the bearing industry for MMB Bearings CFO Barbara Zayatz, whose life at the company started as an ambitious bookkeeper in 1978. Before the invention of the World Wide Web and BearingNet, much of what Barbara had to do was analogue in nature.

"Everything was back to basics by today's standards. All sales orders were handwritten and invoices were hand typed. Even our inventory was handwritten using a card file system that we stored in metal cabinet drawers."

MMB was founded in 1976 by Peter Barnett (who unfortunately passed away in 2015) and has grown from a small supplier of precision miniature bearings, to one of America's largest stocking distributors and suppliers of high-quality ball and roller bearings. Peter had the insight to accumulate one of the largest inventories of hard to find, obsolete bearings.

MMB now sells all over the world and gives access to their extensive inventory that sometimes cannot be found anywhere else in the world.

When Barbara was made President of the company there were many challenges that they had to face.

"The biggest challenge I faced was transforming the way MMB did business for so many years. We had been in business for 37 years when I became President, with most of the same procedures and personnel.

We also needed to find new ways of finding customers worldwide. ~

Thanks to marketplaces like BearingNet,



Barbara in the present day and the MMB offices in North Carolina, USA

our international market has become a large part of our business. We now sell to many foreign countries and governments worldwide."

Not only has Barbara overseen the evolution of MMB Bearings, she also ensures the company does more to fulfil employee's 'American Dream':

"MMB has a character that is synonymous with the highest levels of principle, ethics and integrity.

Each of our employees' is an important link in the chain of MMB's success – going home at day's end with a feeling of accomplishment and knowing it is a great place to work – where teamwork is a way of life. This teamwork gives us the opportunity to quote, ship and prove ourselves."

MMB also involves themselves in local activities such as sponsoring one of their local baseball teams and a dog rescue operation, helping them to refurbish an old donated ambulance to be used for rescuing dogs in need.

For Barbara it has been a whirlwind of progression in 4 decades to the hot seat

of MMB Bearings, with many positive achievements by the company.

"The future for MMB is bright and would have made Peter very proud. It has taken a team effort to transform the way we had been doing business in the past, to where we are and want to go as a company. We've expanded services, added new distributor lines, recruited new younger staff to learn the bearing business and grew our inventory which will only help us offer more to our customers."

"I always remind myself that when I started working for MMB in 1978, we only used three things – a telex, a calculator and a typewriter and it reminds me how far we've come!"



Barbara with Donald Trump on his 40th birthday

Japanese expertise in South America

BRAZIL

For Brazilian distributor CYH, bearings roll through their veins and we spoke to Hiro Wai to find out more about their family business.

It all started back in the early 50s, when the grandfather of Hiro Wai, General Manager of CYH, emigrated from Japan to Brazil, with his family. At the time, he was working for a Japanese trading company in Brazil and saw a good potential in Japanese ball bearings. He quit his job and started importing Japanese bearings on his own.

Fast forward a couple of decades and what started in his grandparents' garage, developed into one of the most traditional bearing importers in Brazil - **Brastrela**. Hiro's dad was the commercial director for Brastrela and Hiro started working at the warehouse in 2001.

"I was 14 years old and on vacation. My cousin called me to go to the warehouse to give a hand, separating the orders. I really enjoyed it, it was a lot of fun! I ended up spending all my vacations



Hiro's Grandfather,
Takeichi Wai



working at the warehouse. When my classes returned, I continued working at the warehouse after school 3 times a week. From that moment on, I decided I was going to work with bearings."

A new beginning

In 2007, Hiro's grandfather passed away and the company were unable to reach a consensus about the future. So in January 2009, Hiro and his father, Yoshifumi Wai, left Brastrela and started CYH.

"Starting from scratch is never easy, but luckily my dad's reputation in the bearing market opened up several doors. Within a couple of weeks, we were already a NACHI authorised distributor and IKO importer, and many other brands joined us afterwards."

In 2009, Yoshifumi's former team joined them at CYH. They were a new company, but with the same successful team from before.

In 2014 Hiro's sister, Yuki, decided to join the company after working at Microsoft:

"Yuki is a computer engineer in charge of IT and finance at CYH.

She also created our new website all on her own!



Hiro, Yuki and
Yoshifumi Wai

She enjoys doing the things I don't and vice versa. So we complement each other very well."

As a small company, CYH consists of 8 employees and the company focuses only on special bearings and solutions. In the past they competed against the big distributors. Over 60% of their sales are to other bearing distributors.

ZEN Group

"Back in 2009, we were searching for a miniature bearing supplier, and luckily I kept a ZEN catalogue from 2007, which I got from Mr. Dieter Zens when he visited Brazil. The product range was really interesting, so I sent them an email asking if they still had an agent in Brazil or if I could quote them directly. Yago Zens replied telling me I could quote them directly."

Their first order was placed in 2009, and a couple of orders later, Hiro asked for CYH to be the exclusive agent for ZEN in Brazil. They agreed but wanted to visit the CYH offices personally. What started as a business proposal, became a great friendship!

At first, CYH were only stocking ZEN miniature bearings, but as of now, CYH cover most of the product range, especially stainless bearings and ZEN is their best selling brand.

"We are really grateful to ZEN Group, without their partnership we wouldn't be where we are today."

In 2010, Yago from Zen Group told

" I love to be in contact with other countries, that's what my family has been doing for decades, so I can't see myself working with anything else "

Hiro about BearingNet. Hiro gave it a try and found it really useful. CYH subscribed shortly after and is still a member today.

"My first BearingNet meeting was Berlin in 2011. Apart from the freezing cold weather, I had a great time! It was the first time I had contact with distributors from around the world and it was an amazing experience. I also attended meetings in Amsterdam, Chicago, Rome, Atlanta and Riga. After a couple of years absence, I will be at the Warsaw event, and I'm really looking forward to it!"

Bearings in Brazil

Next year CYH will complete 10 years in the industry and Hiro is thankful for the help of friends, customers and suppliers, throughout their journey.

However, it hasn't been without its challenges in the Brazilian market:

"The Brazilian bearing industry is still developing, so we are really dependant on imported products. Although the big players have local factories, most of their production is for the automotive industry."

The US Dollar exchange rate varies and increased by 7% in July 2018, creating a scenario of uncertainty prior to the national elections.

"It can be really difficult to make investment plans for the future.

We also can't depend on banking loans as the interest rate here increases by up to 1.5% per month for small and mid-sized companies. If you're a big corporation, it's a different story. It's not easy to run any kind of company in Brazil if you don't have enough of your own resources."

Despite the day to day issues, Hiro loves what he does and enjoys interacting with people:

"I love to be in contact with other countries, that's what my family has been doing for decades, so I can't see myself doing anything else!"

With the market in Brazil still very price sensitive, there are recurrent cases of counterfeit bearings and smugglers. Hiro is still confident that the country his grandfather moved to, is changing for the better:



"The Brazilian bearing industry is unique because we need to overcome many obstacles to keep the country moving! We are known worldwide for being friendly and relaxed, and I'm sure this helps us to bear all the setbacks."

With import taxes in Brazil roughly 60-70%, CYH must pay in advance when clearing goods through Brazilian customs. They can reclaim some of it, but only when they sell. This makes it more complicated to place big orders for stock, without having a guaranteed sale.

"The Brazilian tax code is a true

nightmare. Sometimes we don't even know what our sales price is because each state has its own law, and they keep changing.

We are not exporting at the moment, because after we pay all the taxes and duties, we are not competitive enough. There are ways to export with some tax exemption, but it's complex and at the moment we don't think it's worth the extra work.

We're really pleased that over 80% of our sales are from products imported directly from Europe, Japan and China and that's benefited us greatly.

We are a developing country, with bearings being supplied to the agricultural industry, which uses the most simple Chinese bearings, up to the aerospace industry which demands super precision hybrid bearings.

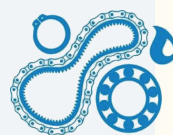
We're excited for the future!"

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Hiro at Hannover
Messe 2017

Transforming the Transylvanian bearing industry



LECO
TEHNICA MIȘCĂRII

Romania

Associated with beautiful mountains, breathtaking castles and of course the legend of Dracula, the area of Transylvania is being given an industrial image overhaul, with LECO IMPEX at the forefront of industrial and agricultural maintenance in Romania.

The story of LECO IMPEX, a company dedicated to products and services in the field of industrial and agricultural maintenance, began on April 21, 1992 in Târgu Mure, Transylvania, Romania.

Technical director, Mr Carol Bartha, the CEO of LECO IMPEX, noticed how important the importing of industrial products was in Romania and the deficiency in the distributor's system at that time. Having a wide knowledge about bearings and other power transmission products, and having a good friend who was already leading a bearing business in Hungary, Mr Bartha has given an interesting opportunity.

Mr Bartha's studies, work experiences as a leader and technical director, his entrepreneurial spirit (inherited from his father) and the support of his wife, all motivated him to start a new business in the private sector.

"This served as inspiration for me to start my own company, so I decided to embark on a journey, which in 27 years has grown into one of the biggest companies dedicated to industrial and agricultural maintenance in Romania," said Mr Bartha.

Behind the branding

The name 'LECO' is the brainchild of Mr Bartha, who saw his daughter (Reka Fodor, now the 2nd generation working in the company) playing with LEGO pieces and decided to create the name by fitting LE and CO together like the famous toy brand. 'LE' coming from 'lemn', meaning wood (the first field of

the company was intended to be carpentry, the CEO's father owning a woodworking shop at that time) and 'CO' coming from 'comer', meaning commerce.

In the 90s, the Romanian bearing market was unable to serve all the needs of the country with enough power transmission products. There was a serious need for long-term thinking and technically prepared new businesses:

"Leading and maintaining a business back then wasn't secure at all because the inflation was about 120%. There was a serious lack of money in Romania so clients couldn't pay in time and the maintenance system in factories was disorganised or non-existent." said Mr Bartha.

A bearing focus

The firm started focusing on bearing distribution in 1996. At that time there were only a few similar stores in Romania, with poorly trained employees and inadequate stocks. They only offered products, but not services or technical solutions.

As the family business grew, the company began to diversify its product range (bearings, chains, belts, seals, lubricants and pneumatics) over the years. This then led to them becoming an authorised distributor for some of the biggest manufacturers in the field, such as SKF, Koyo, Donghua, Gates, Total and Festo.



Mr Bartha in his office in
Târgu Mure, Transylvania



Web: www.leco.ro
Email: office@leco.ro

This enabled them to offer individualised services to their customers. These manufacturers ensured quality products and technical support. They offered a wide range of experience and knowledge about commerce, stock management, finances, marketing and business strategies. They even developed their product range and services together with distributors like LECO.

In the present day, LECO IMPEX has a dynamic, well-trained team of 45+ members, helping clients find the ideal solutions for their needs and applications. 2 new branches were opened in Bistrita and Sibiu, where customers have the same products, services and advantages. The firm now has a well-established distribution network that expands to all of Romania, working with agricultural and automotive stores, and includes a field sales team of 17 people.

To ensure minimal delivery time and rapid response to the clients, the company now has a huge stock of SKF and KOYO bearings, Gates belts, TOTAL lubricants, and the biggest stock of agricultural and industrial DONGHUA chains in the country.

New plans and announcements

On the 7th of April 2016 LECO IMPEX opened a new showroom and a warehouse dedicated to the Transylvanian agricultural after-market. The company invested heavily, buying a 4,000 sq metre terrain in Cristeti, Mure, with a big warehouse, and administrative offices, with an 800 sq metre shop dedicated to the agricultural end-users.

This convinced manufacturers that the firm were capable and dedicated to focus on the rapidly growing agricultural market in the country. In 2018 LECO IMPEX became the first and sole SKF Agricultural Parts Supplier in Romania.

"We have a long working history with SKF, resulting in some remarkable achievements, but this new level of partnership allows us to get even closer to our customers with better delivery times, prices and technical solutions, ensuring they benefit from the frontline discoveries made by the biggest bearing producer in the world," said Eng. Boloni Otto Csongor, SKF Product Manager and Technical Support Team Supervisor at LECO IMPEX.

The goal of LECO IMPEX is to maintain its position as one of the biggest agricultural and industrial spare parts suppliers in Romania, by continuing to offer quality products and services to its customers, offering them the best solution for their problems. Commenting on his company Mr Bartha said:

"In 2016 we celebrated the company's 25th anniversary, together with family, colleagues, clients and suppliers.

Looking back, I can clearly remember that we tried to be different from the very beginning. We wanted to be the best in industrial services with innovative ideas and long term thinking. Even with the years passing, my team is still as enthusiastic and creative as in the beginning. Our colleagues, clients and suppliers became our partners – In my opinion this is the best way to run a successful business.

Even today there are difficulties in our country, but the Romanian economic situation is heading in a good direction, and I am certain that the next 25 years it will be even better."

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■ ■

I am really proud of LECO IMPEX and its team, my family who has always been by my side and wants to continue the business and my colleagues whom I can always rely on and progress with.

■ ■

ABB expands UK network for low voltage drives and Dodge® products



Companies in the UK now have new outlets to access low voltage variable speed drives and a national single source for mechanical power transmission products is also established.

ABB has extended the reach of its UK variable speed drives (VSD) and mechanical power transmission products with an expansion of the ABB authorised value providers.

EDC (North East) has been appointed as an ABB authorised value provider, serving customers in Tyne & Wear and Cumbria with VSDs up to 500 kW and a range of lifecycle services. The company operates from a dedicated facility on the Team Valley Trading Estate in Gateshead.

The services include reliability assessments and harmonic surveys, through to installation and start-up, operation, maintenance, upgrade as well as retrofit/replacement and recycling. The Gateshead site also houses a workshop for repair work.

Beta Power Engineering based in Stockport, Cheshire is expanding its current role as an ABB authorised value provider for low voltage motors, with the addition of VSDs up to 500 kW. The company has been an ABB authorised value provider since its inception and was previously a member of the ABB Motor Service Partner network for 15 years.

West Midlands based Race Transmissions has been appointed the first national ABB authorised value provider for mechanical power

transmission products including Dodge bearings and shaft mounted gear reducers. The company exclusively supplies and supports the full range of Dodge mounted bearings including Type E tapered roller bearings, S-2000 series spherical roller bearings, along with Grip Tight and E-Z Kleen ball bearings. With some £500,000 worth of products stocked at its Brierley Hill premises, Race has the largest stockholding outside of the USA, where the products are manufactured.

The ABB authorised value provider programme provides UK customers with ABB motors, VSDs and mechanical power transmission products, together with a wide range of services, technical advice, training and bespoke contracts.

Although each ABB authorised value

provider is an established engineering company, all members of the network must undertake regular training to ensure their product, industry and technical knowledge is of the standard required to deliver accredited sales, support and service in close cooperation with ABB.

ABB (ABBN: SIX Swiss Ex) is a pioneering technology leader in electrification products, robotics and motion, industrial automation and power grids, serving customers in utilities, industry and transport & infrastructure globally. Continuing a history of innovation spanning more than 130 years, ABB today is writing the future of industrial digitalisation with two clear value propositions: bringing electricity from any power plant to any plug and automating industries from natural resources to finished products. As title partner of Formula E, the fully electric international FIA motorsport class, ABB is pushing the boundaries of e-mobility to contribute to a sustainable future.

ABB operates in more than 100 countries with about 135,000 employees. www.abb.com



(L to R) Peter Myatt, ABB Channel Manager - Drives shakes hands with EDC managing director Nick Brown

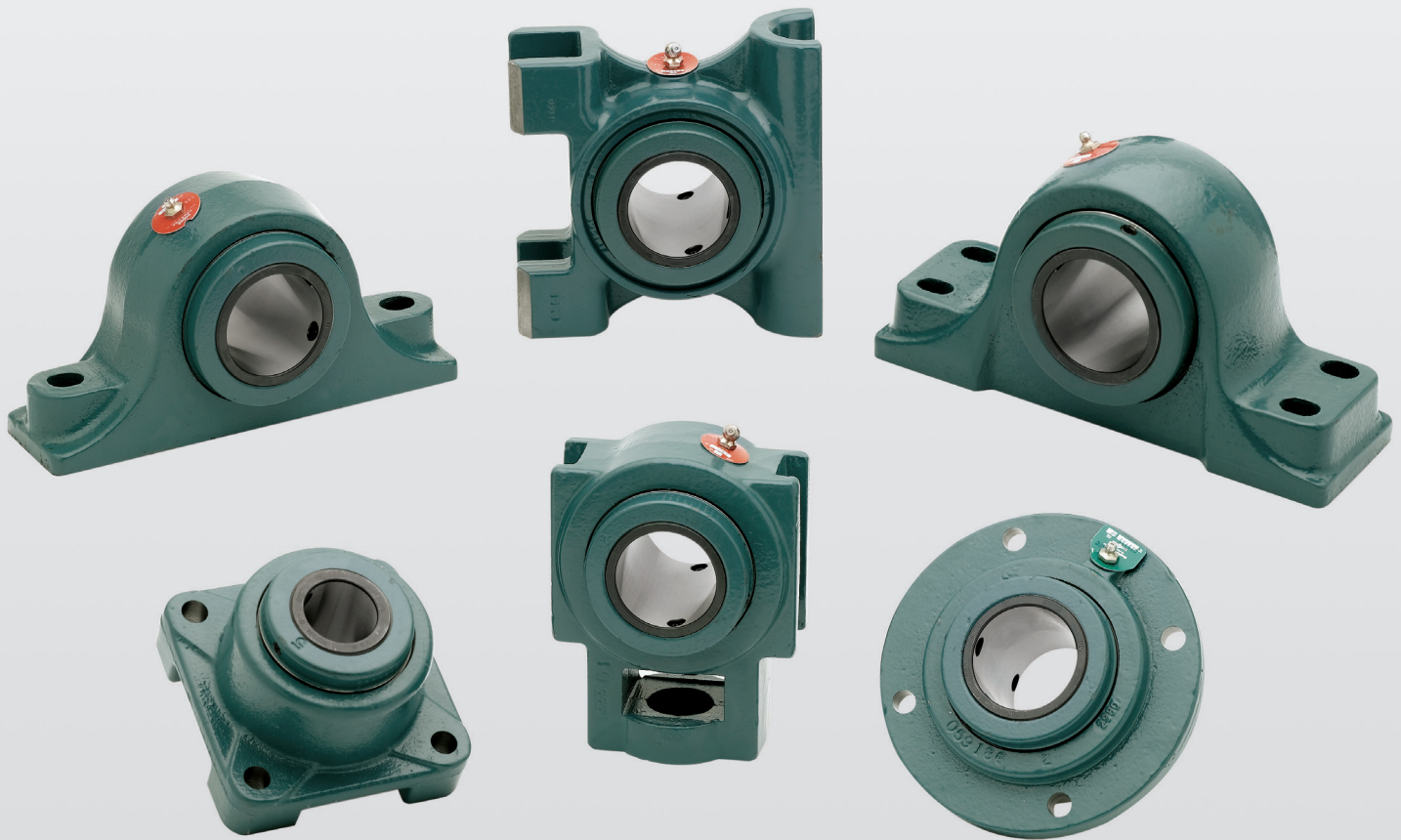


(L to R) Peter Myatt, ABB Channel Manager - Drives congratulates Beta Power's managing director Andrew Brown



RaceTransmissions' Tony Harris (L) and Chris Fell (R) are pictured with Richard Gee, ABB's UK Channel Manager for LV Motors

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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TIMKEN complete acquisition of Cone Drive

The Timken Company (NYSE: TKR; www.timken.com), a global leader in engineered bearings and power transmission products, announced that on Sept. 1, 2018 it completed the previously announced acquisition of Cone Drive, a leader in precision drives used in diverse markets including solar, automation, aerial platforms, and food & beverage.

The acquisition also includes Cone Drive's H-Fang subsidiary, located in Jiangyin, China.

The Timken acquisition will specifically open up new markets for Cone Drive in Europe and provide additional resources which will allow them to expand and reach new customers worldwide.



CHALLENGE

+

MD MEGADYNE

Acquisition Announcement

Megadyne is pleased to announce a new important acquisition. Megadyne SpA, a Turin-based company controlled by Partners Group and the Tadolini Family, a world leader in power transmission belts and conveying system, is proud to announce the acquisition of the CHALLENGE GROUP having locations in UK, Ireland, Australia, South Africa and China, and SPROCKETS & CHAINS, Johannesburg, South Africa.

Headquartered in the UK and active in

production and distribution of a wide range of power transmission products across the globe, the CHALLENGE GROUP was the very first foreign company to manufacture and export power transmission products from mainland China.

This new partnership represents a considerable competitive advantage for Megadyne to consolidate its worldwide position, into the power transmission sector and to increase its market share into the various

regions where Megadyne and CHALLENGE are involved.

Megadyne is continuing its strategic development plan aimed at confirming its leadership in the power transmission and conveying system business and expanding its product range both through a strong organic growth and through geographical and strategic acquisitions.



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From an American inspired brand name, to a Polish philosophy of working.



As the oldest bearing wholesaler in its region in Poland, Rak and Roll not only has the largest, most varied and versatile warehouse in Poland, but their name really stands out, and the story behind the name is an unusual one.

The first thing you think of with 'Rak and Roll' is the play on words. The company based the name on an English term, stylised to the aesthetics of the American rock & roll of the 1950s. Leaving its name "Rak" and adding "Roll" (which is clearly associated with the mechanics of bearing operation).

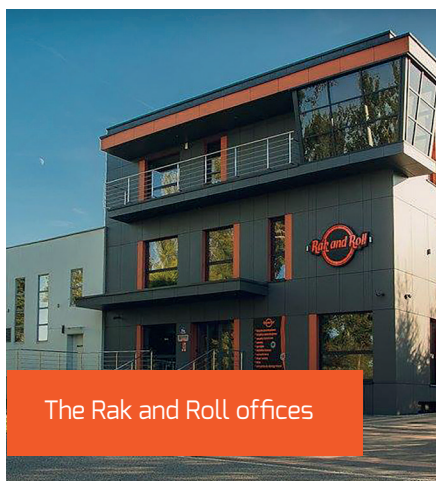
"We were really keen to include elements in one symbol connected with our tradition. The rotational technique of our industry and combining this with a professional look, harmonising with the needs of our contractors," said Krystian Stępień, Head of Exports.

Throughout its history, the company has changed its name, logo and headquarters several times. These changes were dictated by both the growing market demands and the aspirations to create an image that is easily, quickly and clearly associated with our industry. Also most importantly, professionalism of Rak and Roll, showing 'human' and friendly qualities to each trading partner, in every aspect of what they do.

The origins of the company date back to 1990, when Stanisław Olborski, together with his daughter Jadwiga and son-in-law Jan Rak, started

trading in electrical materials and devices. However, after just one year of operation, the company began specialising in the sale of bearings and their accessories. After a short time this became the main focus for the company.

In the mid-nineties, there was a change in the legal form from a sole proprietorship to a civil partnership and then a public one. Shortly afterwards, other partners joined the company: Tomasz Sitek and Marcin Węgrzyk, which resulted in a significant recapitalisation of the company, and consequently a rapid acceleration of development. Since then, in each subsequent year of operation, they have recorded a significant increase in all economic indicators, with the company Rak and Roll Sp.J. constantly strengthening its position in the Polish and international markets as a significant and professional supplier of bearings for major business entities.



The Rak and Roll offices

Wherever wheels or rollers rotate, in Rolls Royce aircraft engines, shuttle shafts, disk drives, drilling shafts, dental drills or steel mills, TIMKEN's products, through their precision, durability and reliability, contribute to productivity growth. TIMKEN has been designing and manufacturing bearings for over 100 years, leading innovations that combine existing experiences and concepts with tomorrow's technologies.

Rak and Roll Sp.J. completely identifies with this philosophy, which gives a bold expression, referring to the world leader in the production of bearings and steel, without giving up the reference to its glorious, several-year-old tradition.

Web: www.rakandroll.pl
Email: export@rakandroll.pl

■ ■
We were really keen to include elements in one symbol connected with our tradition, the rotational technique of our industry and (through combining them) with a professional, harmonising with the needs of our contractors, professionalism.
■ ■



The company were inspired by Rock and Roll music

■ ■

Rak and Roll Sp.J. with its philosophy and action, creates a brand that is invariably associated with tradition.

Our new logo is always associated with the best, while giving you a sense of closeness and security

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■ ■

Wherever wheels or rollers rotate, including in Rolls Royce aircraft engines, TIMKEN's products, through their precision, durability and reliability, contribute to productivity growth.

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NSK saves the day for food plant after switching to Molded-Oil bearings

Highlighting the benefits that can be achieved by using Molded-Oil bearings from NSK, a British snack food manufacturing plant is saving more than €52,000 a year after replacing the existing bearings in a seven-track conveyor system.

It is well established that the frequent cleaning cycles of machines in the food processing industry curtail the life of standard bearings. Under these harsh conditions, NSK's Molded-Oil bearings are a more suitable choice as they prevent the penetration of water and contamination.

Able to testify to the advantages on offer is a British snack food plant that has tripled the service life of its conveyor bearings. The standard deep groove ball bearings in a seven-track conveyor system were lasting for only four months due to water that had seeped into the bearings during daily washouts. These bearing failures were resulting in costly maintenance work and damage to ancillary equipment, including conveyor belts.

For each bearing replacement, production downtime of 14 hours had to be scheduled, with two technicians occupied for 12 hours each to perform the necessary removal and installation.

Three times a year, a total of 84 bearings required replacement, which generated considerable maintenance costs and provoked excessively long and frequent machine downtime.

The snack food plant duly asked NSK to inspect the bearings and environmental operating conditions. As part of NSK's AIP (Added Value Programme), a thorough application review and failed bearing analysis were performed by company engineers that confirmed water ingress as

the cause of the premature bearing failures. A recommendation was subsequently made to replace the bearings with Molded-Oil lubricated bearings manufactured from stainless steel, featuring DU seals on both sides. These bearings are ideally suited to applications which are in frequent and heavy contact with water.

Importantly, the lubricant within Molded-Oil bearings is durably incorporated inside a stable carrier medium, namely an oil-impregnated polyofin resin. This type of lubricant cannot be washed away by steam or liquids, and prevents contamination from entering the bearing. Moreover, as the carrier only releases the lubricant slowly, sufficient lubrication is maintained over a long operating period. A further benefit is that the operating environment remains clean as no grease can leak out and no oil refilling is needed. The highly efficient DU seals on each side also play a part in prolonging the service life of the bearings under harsh conditions.

As a result of the change, the operating life of the conveyor bearings has tripled, rising from 3 to 12 months. In turn, maintenance costs relating to the bearings, including system downtime, have been reduced by €52,203 euros per year.

This yet again confirms one of NSK's "rules of thumb": in applications where the environment is contaminated by moisture and dust, the service life of Molded-Oil bearings in stainless steel is more than twice that of bearings with conventional grease lubrication.

NSK



Baltic Bearing Company is the newest European bearing manufacturer. The company's plant is located in Riga, Latvia and equipped with modern production and measuring equipment with a quality management system complying with the requirements of ISO 9001, ISO / TS 16949, ISO 14001 standards.

The plant specialises in ball and roller bearings production of a wide range of different design groups. The production base and modern high-precision equipment allow the plant to produce bearings of the 6th grade of accuracy and higher. The production capacity of the plant allows us to produce up to 11 million bearings per year, and also provides the opportunity to develop the release of new bearing types at the consumer request. The total area of warehouses exceeds 15 thousand m² and more than 20 thousand storage places (pallet positions).

Today the sales offices of "Baltic Bearing Company" offer the whole range of produced bearings from the warehouse in Riga (Latvia). In 2018 an office was opened in Lodz, Poland (company.pl@bbcr.eu). In 2019, it is planned to open a new office in Berlin (Germany).

The distribution network is constantly expanding and has more than 90 representatives. Today distributors of the BBC represent the company in Latvia, Estonia and Lithuania, Turkey and Poland, Bulgaria and the Czech Republic, Ukraine and Belarus, Kazakhstan and the Russian Federation.

Manufactured bearings are also supplied to end-users in Germany, Italy, the United Kingdom, Romania, as well as in other countries.

Welcome to our team!

We are waiting for new meetings at the BearingNet meeting in Warsaw.



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"Absolutely amazing service to our absolutely amazing customers"



With Atlantic celebrating 25 years of business, we explore how oceans and family inspired Dave Price to start up his own business in Preston, UK.

As we look back over the years, 1993 was certainly an interesting one.

REM released 'Everybody hurts', Mrs Doubtfire was entertaining America, CERN in Switzerland invented the world wide web and Dave Price started UK based Power Transmission exporter, Atlantic Industrials.

We chatted to Dave about his professional career.



For the full uncensored version, speak to Dave!

Tel: +44 1772 311 311

Email: dave@atlantic-ind.com

So how did it all start Dave?

It wasn't actually until April 1993 that Atlantic Industrials was born, but it started in 1992 whilst working for a bearing company, and I was frustrated. I was frustrated with their rules, which in my opinion, were holding me back from giving the customer an 'absolutely amazing' service.

What about the name of your company? How did that come about?

I was located very close to the coast of the Atlantic Ocean, and I didn't want to be tied down to one particular type of product, because you just don't know where the future will take you. That's how 'industrial' came about - there wouldn't be questions raised if the invoice was for non-bearing items.

So Industrial. I liked Oceans. Industrials, Atlantic...**ATLANTIC INDUSTRIALS!**

What was it like going out there on your own with your own company?

Well, my reaction was...WOW. Using an old van I bought for £1,000, I drove around the customers I had dealt with over the previous 7 years. They were so pleased to see me and that I'd started a business on my own. From day one, the deals were flowing.

It sounds like you were well received by customers!

Definitely! I was having a great time! And I made sure I would do what many UK bearing companies are not too good at - I paid all my suppliers on time.

I was very proud to treat my suppliers

just as importantly as my customers, and that remains the same today.

What about the competition? How did they react?

They were beautiful (hahaha). They practically wanted me dead and they wanted me to go away. They also told all my customers I would not be around for very long, I would be selling second hand, rusty bearings with no guarantees. They made it personal and I loved it that way.

It sounds exciting! So what about help? Who did you hire at this point?

I had become friends with a driver of a competitor who was more than a driver. She was brilliant at face to face contact with customers, everyone loved her!

I decided her employment at her current employer had to come to an end, so I offered her a job. Her employer threw money at her to keep her (£9,000 was the offer) which was way above their wage structure and above my offer. I decided to counter their offer with a £12,000 contract and she started working for me the next day.

So how did the business progress from there? What help did you need?

I needed an accountant towards the end of my first year, and my brother recommended someone called Paul Fingleton.

I sent Paul my first lot of figures and at the time he thought I was just trading small items and in a very small way.

I remember the first day he called me and the words that echoed down the line "David, its Paul, I think I need to come and see you, your figures are outrageous!"

Where were your offices at the beginning?

In our house, full of buckets filled with popular metric bearings, seals and sprockets in the kitchen and the chain stored in the bedroom!

We had all sorts stored in the lounge and we had to build a garage as we were running out of space. We were trading from a small cul-de-sac and we had artic lorries and small trucks reversing down my road, but my neighbours were brilliant! They were so pleased to see us grow, we parked vans on their driveways, and I can not thank them enough for their kindness and patience for all the hassle and disruption we caused.

Let's fast forward to 2000 – What was business like at this point?

We'd upped our game. By the start of the millennium we had 4 salesmen, 4 full-time van drivers and a massive warehouse with more stock than any other company in the North of England! We worked really hard, were articulate (and still are), fast, brilliant and the dream was alive and kicking.

As the years rolled on, the success grew and the 2 guys that knew everything about my business, were my Dad and my good friend Paul.

They must've been a great help to you.

My dad was my hero. He always had a huge grin on his face whenever I talked about my success. He was an Industrial Photographer and designed my logo. We went for a steel plate riveted badge – an engineering theme.

Paul, my friend, mentor, hero and accountant was sadly killed whilst cycling home one evening. I miss that guy so much. We played squash (never beat him) and golf (I repeat, never beat him) and we had become great friends over the 19 years.

Talk to us about joining BearingNet.

It was around 2005/2006 when we joined, as we realised things had started to change and it was harder to find bearings. We joined BearingNet, as we saw it as an online place where companies around the world traded parts and information.

This was also a new era for the internet

and in that period BearingNet grew, as the web grew, around the world. We've made a lot of friends, took the time to tour and have knocked on the doors of bearing dealers around the world.

So you were expanding into worldwide exports?

We were establishing a large customer base in the USA, Australia, South Africa and all over Europe. We started exporting and at the time there was a huge shortage of large bearings. We found a stockist of these bearings from a supplier in Bolton and we bought their entire stock. They started to fly out of our doors to all destinations around the world.

We went full time into export, no longer supplying the domestic market.

It sounds like you were on the up!

By 2009 we definitely were! Our drivers came to work inside, now that all items were shipped internationally by TNT, UPS and FedEx. Our sales team on the road had already moved on to other companies and come 2011 we were booming again. With only 8 staff, we were officially internet based, even though we didn't really (and still don't) have much of a website to shout about.

So what about the present day?

We've enjoyed more success and higher sales in the last few years. We've broken all records and set new ones with some very long-standing staff. In addition to those in my team, my sons Alistair and Matthew have been assisting me, of whom, I am very proud.

"I miss that guy so much"



"My Dad was my hero"



"Bearings, seals and sprockets in the kitchen and the chain stored in the bedroom!"

Not only that, in April this year we celebrated the 25th birthday of my company - Atlantic Industrials.

Fantastic. So what do you feel like you've achieved?

More than I could ever have dreamed! Last year alone we exported to 53 countries!

It was a record year and we finished March 2018, the last month that completed my 25th year, on an all-time record month!

It's about the things we have achieved, the goals reached and the belief that some dreams really are possible.

What have you learned?

It would take me 25 years to answer that question. What I can say, is go ahead - dream! Treat yourself and dream BIG and don't let anyone tell you, 'You can't do it!'

So what's the future for Dave Price and Atlantic Industrials?

The dream isn't over and we have bigger things to deliver, which is an absolutely amazing service to our absolutely amazing customers, as they deserve nothing less! And with our amazing team, we are all set.

We take nothing for granted. No business is guaranteed and neither is the future, but right now we are achieving great things.

Any closing remarks?

I would like to thank everyone who has been involved and supported me and my company over the last 25 years. There are far too many to mention but everyone has been amazing and helped us be amazing. A big thanks to Ann Turner – for all the patience and belief and the hideous hours you spent writing manual invoices, folding thousands of invoices and envelopes - you're a star!

German distributor finds solution to stock issue

FINDLING
WÄLZLAGER

With needle roller bearings in short supply, Findling Wälzlager GmbH Germany (ABEG Holding) are thriving.



Have you been struggling to find needle roller bearings? You're not the only one.

Despite the design of needle roller bearings not changing drastically in over 60 years, present-day demand for these types of bearings is high, and severe supply shortages in the sector are rife, mainly affecting industrial customers. These include drawn cup needle roller bearings, needle roller and cage assemblies, track and thrust washers as well as cam rollers, yoke type track rollers and track rollers.

Whilst the automobile industry can readily get their hands on these sought after bearings, the general industry customer does not even get close to desired delivery times. These shortages have resulted in frustration within the industry and as is often the case, the solution to these problems lies in global sourcing, especially in Asia.

It was no easy matter to solve, especially for distributors attempting to provide needle roller bearings to their customers. This required a high level of experience to deliver quick results and a seamless exchange of existing products.

Findling Wälzlager GmbH Germany (ABEG Holding) recognised this procurement problem and the complexity involved from an early stage. They successfully averted it by implementing their multi-supplier strategy on a global scale.

"That's what makes us successful, we step in and convince," stated Klaus Findling, CEO of Findling Wälzlager GmbH Germany (ABEG Holding).

"In the first half of 2018, we registered an increase of 14% to over 1.5 million needle roller bearings per year. The order volume is even clearer, increasing by 55%. So we're very happy that our multi-supplier strategy on a global scale has enabled us to secure the supply chain for our customers."

Want to contact Findling Wälzlager GmbH Germany about stock?



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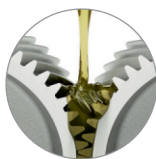
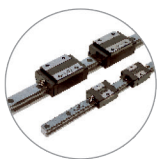
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PFI Bearings delivers OEM quality production, manufactured in our state-of-the-art plants, based on our American expertise and according to the most stringent international manufacturing standards.

PFI produces a very comprehensive range of automotive (passenger cars, SUVs, pick-ups, 4 x 4, vans, motorcycles etc) industrial, electric and agricultural bearings, mainly ball bearings, tapered roller bearings and needle roller bearings, both standard and special sizes.

Current product portfolio is over 2.000 different SKUs and growing at a fast pace of 5 -10% each year, as a result of our agile corporate product development strategy. We systematically scout the market for the most recent applications and we use our expertise to offer you the latest aftermarket bearings.

Record-Setting Sealed Bearing

SKF's bearing factory in Gothenburg, Sweden, has produced the company's largest sealed spherical roller bearing to date. The 241/900 spherical roller bearing is 50 per cent larger and three times heavier than the previous largest SKF sealed spherical roller bearing.

Destined for a Polysius Polycom 8 roller press at a large copper mine in Peru, the three-tonne heavy spherical roller bearing is dimensionally equivalent to the standard SKF non-sealed version, with a bore diameter of 900 millimetres, an outside diameter of 1,420 millimetres and a width of 515 millimetres. The bearing seal consists of a rubber over-moulded steel plate with the same profile and offering the same characteristics as those currently used with existing SKF sealed spherical roller bearings.

The bearings will be fitted to a horizontal shaft and will operate in extremely dusty conditions. The roller press is a

SKF

heavy-load application subject to frequent shock loading; the predominantly radial loads, when coupled with the high level of contamination at the site, pose a significant risk of early bearing damage and failure.

SKF's custom-made seal aims to at least double the bearing service life by significantly reducing the risk of contamination in this application.



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 BEARINGS

John Handley Bearings introduces a revolutionary new range of split cylindrical roller bearings

John Handley Bearings (JHB) are set to launch a brand-new range of split bearings at the BearingNet User Meeting, Warsaw, Poland 11-13 October 2018

We take an exclusive first look at the JHB Split Bearings and investigate just why it is causing such a stir within the industry:

This new range of split bearings is already creating quite a buzz in the bearings world, with talk of vastly increased capacities using innovative new components. Eight new patents have been filed for the various new parts within the unit.

Moving with the times

The split roller bearing is known throughout the engineering world for its ability to improve efficiency, reduce downtime, increase production and is admired for its time-saving attributes and simplicity of design. It is almost essential for applications where the

bearing location is trapped or access is limited. However, with very few developments or upgrades since its invention in 1907, it is starting to lag behind an ever-increasing modern demand for higher capacities.

With the monopoly for quality split roller bearing held by just a handful of large bearings companies, design engineers have had little choice but to work within certain parameters.

JHB look set to change this with a new product that does everything the original split bearing did, whilst offering significantly more in the way of capacity, flexibility and simplicity of fitting & maintenance.

A collaborative approach

JHB is part of The Bowman Group of companies and has the luxury of

being able to partner with the 3D printing division of the group, Bowman Additive Production. This enables them to explore the possibilities of how they might improve and innovate on a component whose design has remained largely unchanged for 110 years. The end product is something that is almost inconceivably advanced compared to anything currently available.

The entire split bearing has been designed around the bearing cage and the numbers are quite breathtaking; the patented bearing cage, Rollertrain®, has an increased radial capacity of up to 70% and an increased axial capacity of up to 1,000% of any other split bearing in the world. Indeed, the bearing cage has already been nominated for the prestigious Industrial Product Application Award at the annual TCT Awards. The dramatic capacity increases allow the JHB Split Bearing to

replace three series of split bearings with a single series which covers almost all existing requirements.

Independent Axial Load

The rolling elements within current split bearings are unable to properly accommodate axial and radial loads independently; they only allow for a radial load with a significantly downgraded axial load capacity. The JHB Split Bearing is able to accommodate both loads independently and in doing so, enables for the first time, the calculation of an axial L10 life. This is a capability that was previously impossible and offers a new dimension of flexibility and design freedom.

Disrupting the market

It is very difficult to overstate the importance of these new bearings.

JHB and Bowman have done what good innovators do; taking an existing idea, added to it, made it more efficient and improved it exponentially. The bearing offers improvements and added value across the board, compared to any other split bearing and genuinely has the potential to severely disrupt the market. It does this by offering design engineers a more flexible, durable and cost-effective alternative to the original split bearings currently available.

The senior management team of the Bowman Group and JHB will be in attendance at the BearingNet User Meeting in Warsaw, including Managing Director Paul Mitchell, Technical Director Ian Breeze and Commercial Director Lucie Tait Harris.



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“ It is very difficult to overstate the importance of these new bearings. JHB and Bowman have done what good innovators do and have taken an existing idea, added to it, made it more efficient and improved it exponentially. ”

”



Smart supply chain - How new standards are helping the industry

Peter Eales, Chairman of KOIOS Master Data Ltd talks about how the application of standards improves data quality, and how ISO 8000-115 works



It doesn't take much to find lots of articles on the internet about the cost of poor data. A report by Harvard business review put the cost in the US alone at \$3.1 trillion per year!

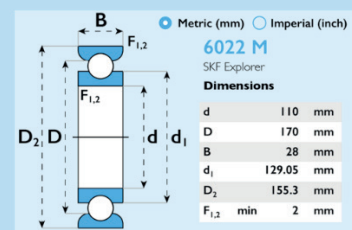
Judging by the amount of poor data in the supply chain you would think that there is no international standard to help people through their data issues, very few articles on the subject of poor data mention implementing the standard as part of the solution. The fact that such a standard does exist, ISO 8000, suggests that the bigger problem is that no one knows it exists. ISO 8000-115 plays an important part of any smart supply chain.

By using the part number as intended by the manufacturer, and adding a prefix that the manufacturer owns, it enables the parts to be found more easily on the web.

Try this experiment: type 25c into your search engine and see how many results you get returned. Now type hp:25c into the same search engine and you will probably find that the top result is a calculator now found in the HP museum. The results work this way because the major search engines have come on board with the smart prefix concept.

ISO 8000-115 not only assists in improving data quality, but it also enables specifications to be portable between different systems, and computer interpretable, aiding the ultimate goal of digital interoperability.

ISO 8000-115



This new part of the data quality standard enables clear identification of an individual manufacturers specification by the addition of a prefix, owned by, and clearly identifying, the owner of the item:

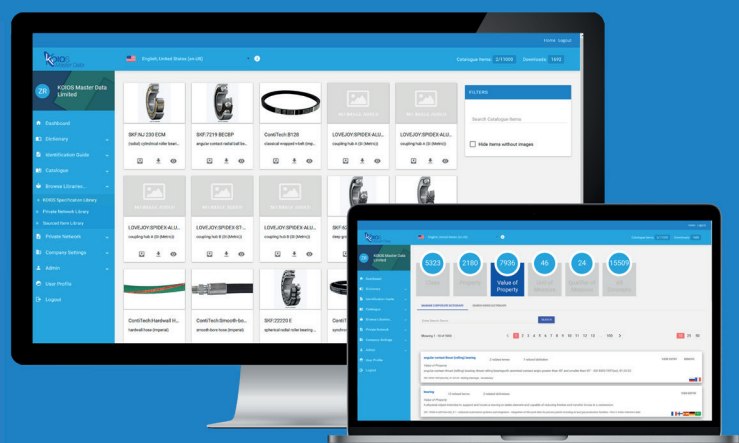
Prefix - SKF

Identifier - 6022 M

Becomes SKF:6022 M

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Peter Eales, Chairman
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Contact KOIOS Master Data Ltd for more details: info@koiosmasterdata.com

Flexible, simple and intuitive – How the Hayley Group benefits from Phocas.

Phocas.
Got data. Get results.



Hayley Group PLC was originally established in 1976 under the name Hayley Bearings Ltd, and as the name implies, they specialised in bearing sales. Their first shop opened its doors in Blackheath, West Midlands but due to the company's immediate success, they soon found themselves relocating to larger premises. They've got a network of 30+ branches across the UK and Northern Ireland.

In 2008, Hayley implemented Phocas to help get more value out of the data sat within their Infor SX.e ERP system. Phocas sat down with their Group IT Manager, Mark Law, to find out what impact Phocas has had on the business since its implementation 10 years ago.

The challenges

"We started looking at Phocas when we implemented a new ERP system (Infor SX.e). Whilst the ERP system was able to produce lots of information, it was really just printed information, it wasn't really something we could do anything with if you know what I mean? It didn't enable us as a business to be very proactive," commented Mark.

The ability for people to be self serviced and not reliant on the IT team was a big benefit for Mark and his IT team.

"It gave us much better visibility of our business. We could very quickly drill down into information rather than looking at high level sales figures which are all well and good, but then you have to spend time analysing it. With Phocas, we can create short-cuts and give the sales people the information they need, we don't really want them sat around all day looking at reports. We want them to be able to see the information they need and do something about it."



■ I would definitely recommend Phocas as a product and as a company.

There was a lot of personal service involved and this has stood the test of time ■

The solution

Hayley implemented Phocas over 10 years ago and has been well received in all areas of the business, enabling users to get the information they need without again having to rely on the IT department.

The operations side of the business are able to monitor stock levels easily and effectively. The sales guys are looking at customer trends and the finance guys are looking at sales information as well.

"The software is very intuitive, so once everyone was given their login details they were able to work their way around it. I think the best thing for us is that we have very little issues with Phocas. It just works." Mark said.

Final statements

"Our main reason for choosing Phocas was that we found that Phocas were good people to deal with, we didn't think we'd end up being a small fish in a big pond. We found that with Phocas there was a lot of personal service involved and this has stood the test of time. I would definitely recommend Phocas, I've been involved in showing it to other customers, so I would highly recommend Phocas as a product and as a company."

Web: www.phocassoftware.com

Email: sean.bennison@phocassoftware.com

Mines and quarries: How can your maintenance be optimised?

On 2 May, NTN-SNR launched its new 'quarry pack' for the maintenance of bearings on machines used in particularly harsh environments.

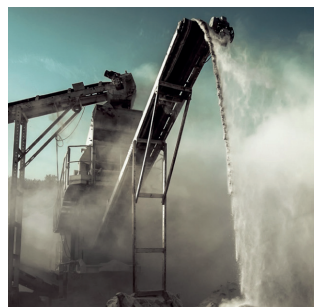
Even if it doesn't look like it, mines, quarries and cement factories all face difficult constraints. The environment is dusty, sometimes humid and without any real protection against impacts. Furthermore, staff have to deal with urgent situations.

Maintenance interventions on installations such as grinders, crushers, screens and conveyors, require the use of several indispensable spare parts, each one different.

Finding all elements can quickly become a headache, or even result in machine stoppage, which has a direct impact on the productivity of the site.

Simplified maintenance solution for rollers and bearings

The maintenance team must act quickly and effectively in order to limit the downtime of the machine. For this, the



management of new parts both during storage and mounting must be simplified as much as possible.

The complete quarry kit is adapted to this environment and perfectly meets all these constraints: no possible error when selecting the various components, simple storage, nothing can be forgotten during the mounting.

In the example of a conveyor being repaired, the ideal situation is to use a kit containing a sealed spherical roller bearing. As a real barrier against pollution, the seal can improve the life cycle of the roller up to 3 times compared to an open roller. The grease contained in the part is not dirtied; one annual addition of lubricant is enough and removes the need for numerous rounds and maintenance.

Overall, this solution makes the lives of maintenance operators easier and reduces the overall operating cost.



ARVIS

ARVIS is a bearing manufacturing company that complements rather than competes with other bearing manufacturing companies. As well as the standard ranges of housings, the company has specialist knowledge in the design and production of special bearing housings, plain bearings, self-aligning spherical plain bearings and bearing products, and has been solving bearing problems since 1981.

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Car Parts Industrial Parts Hydraulics Aerospace

Ask The Expert: Improving food production efficiency with lubricants

In this interview, Toby Porter, Marketing Manager for Lubricant specialists Klüber Lubrication, discusses how lubricants can improve production in snack and baking facilities.

Q: How do lubricants factor into a snack or bakery facility's level of efficiency?

Toby: The operating environment of a snack and/or baking facility can have a challenging effect on the performance of a lubricant. For instance, high levels of humidity and increasing temperatures can work against both the surface protection and long life that even some specialty lubricants can provide. What this means is that the facility may be lubricating more often than necessary — or perhaps isn't getting the longest life possible from its components. This can lead to increased downtime, frequent maintenance and ultimately, lower levels of efficiency.

Q: What are some key advances in food-grade lubricants within the past few years?

Toby: We've seen advances in both the formulation of lubricants used in the food industry and also the type of safety standards that have become increasingly important for both lubricant and food manufacturers.

A good example is an advance in food-grade formulations that use a calcium sulfonate complex thickener. This has become more prevalent due to the unique performance, which depending on the application, can mean improved load carrying ability and high levels of protection, even in the presence of water.

Advances in the safety realm include additives and ingredients that have attained NSF registration to be used in a food grade formulation. Also, the ISO 21469 standard is a certification that lubricant suppliers can adopt. The certification defines hygiene requirements for the manufacturing and the use of lubricants that can have incidental product contact.

Q: What are the most important factors related to specialty, food-grade lubricants that snack producers and bakery companies should understand?

Toby: The most important factors that snack and baking facilities need to be concerned about include the potential for contamination of the food product, the machinery specifications from the OEM and the overall tribological environment.

Q: What lubricants are recommended in baking processes for tortillas and flat breads, as examples, where chain temperatures can reach over 1000 °F?

Toby: Extreme temperatures are a challenge, because as temperatures increase, a typical chain oil will evaporate and sacrifice the protection of the chain. In these cases, a solid lubricant, such as black

graphite can be used to protect the chains. The problem is that with many solid lubricants, the food grade registration is sacrificed. The other option is to go with a food grade lubricant with an upper limit at 500 to 600 °F. Above those temperatures, the oil will evaporate, requiring constant re-lubrication and possibly leaving behind high levels of residue inside the chain.

One solution here is to use a formulation that combines the best of both worlds — use a specific solid lubricant that maintains its NSF H1 status for incidental contact, with a base oil that when it does evaporate, does so without leaving high levels of residue. We have recently introduced an oil just like this.

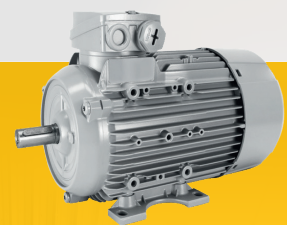
Q: How does it work in application?

Toby: As with any solid lubricant, the solids are held in suspension within a base oil, such as polyalkylene glycol. Consequently, solid lubricants need to be mixed. In an automated pumping system, some sort of agitator is used. Then applying the lubricant at temperatures below 300°F gives the fluid carrier time to reach the application points of the chain before it smokes off. This allows the solid lubricant to be carried into the chain to protect components even at extreme temperatures.

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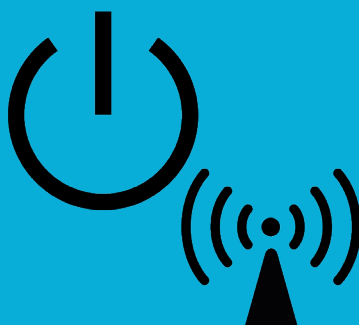
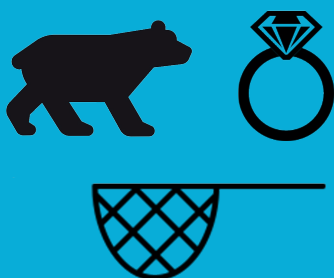
Can you

Before



Guess the word

Can you guess the word using these icons?



difference?

spot 5 differences?

After



Match the flag to the company

All these companies appear somewhere in the magazine, read the articles to find out where they are from and match them up using the boxes.



A



B



C



D



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