

Autumn 2022

Best Bits



Your industry magazine by BearingNet

www.bearingnet.net



IADA Evolves And Takes A New Direction - **IADA**



The "Perfect Fit" Between Past And Future - **PFI Group, Inc.**



Books To Bearings -
J3 Belts & Bearings Ltd.

From Fax To Space Applications

Carter Manufacturing Ltd.

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What is BearingNet?

BearingNet is the world's largest inquiry system designed exclusively for bearing and power transmission distributors.

BearingNet gives you access to the inventories of distributors from all around the world.

Let's talk numbers

2,000+

Distributors

80+

Countries

13,600,000+

Lines of inventory

11,300,000+ Bearings

150,000+ Sprockets

85,000+ Chains

800,000+ Seals

570,000+ Belts

120,000+ Pulleys

600,000+ Miscellaneous



4,000,000+ Monthly part searches



300,000+ Monthly part inquiries

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A message from the editor

I would like to say a big thank you to all the companies who contributed to this edition. I have been involved in the making of Best Bits for the last 4 years, but I can genuinely say I think this is the best edition yet.

It is great to keep up-to-date with the industry and share unique stories from around the world.

With Best Bits growing in popularity, we are introducing 2 editions a year. If you would like to be featured in the next edition with an article or an advert, then please let me know at tomw@bearingnet.net.

We also have our own news site news.bearingnet.net which features a range of articles from distributors, manufacturers and the industry.

If you would like your company to be featured, please send your stories to marketing@bearingnet.net.

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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.

100 YEARS – 100 IDEAS AHEAD: PICARD Looks To The Future With Confidence

Friedrich PICARD GmbH & Co. KG: 100 years of business behind it, the next 100 years in its sights. The wholesaler of roller bearings and linear motion technology is celebrating its centennial year.



A family business from the beginning, wholesale company PICARD developed from a medium-sized enterprise based in Bochum, Germany, to a hidden champion of the roller bearing and linear technology industry.

Founded in 1922, PICARD not only offers its customers a product range of 50,000 items, but reliable and flexible logistics solutions, dedicated one-on-one customer advice, and customs clearance services.

We spoke to Managing Director, Hans-Martin Reinhardt, about his early days in the business, the sector's challenges, the benefits of digitalisation, and looking toward the future together with employees of 36 different nationalities.

Hello, Mr Reinhardt. First of all, congratulations on the company's centennial anniversary. As the Managing Director of PICARD, you're certainly not a newcomer to the company. How long have you been with PICARD?

Thanks very much. That's true. I found my way to PICARD a long time ago — back in 1984 — when I started my training with the company. Whilst working here, I completed a 5-year course in business administration and marketing on a part-time basis. Since 2009, I've been the Managing Director of PICARD.

In your experience, what do you think it takes to become the Managing Director at a hidden champion like PICARD?

I don't think there's a universal recipe

Hans-Martin Reinhardt

Managing Director

for success. During my training, I learnt, above all, the importance of efficient collaboration and goal-oriented company management. When I became Managing Director, I continued with this approach, because I think it's what makes PICARD special. We unite and try to solve problems together — which is how a family-run business can grow into a leading industry specialist.

That's nice to hear. You mentioned that PICARD is a family business. Can you tell us more about that?

PICARD is now a third-generation family business. People and teamwork are our central priorities. Understanding customer and employee needs as well as working together to find solutions is very important, especially in our industry.

What drives PICARD'S success?

Definitely the people. I feel we put our corporate values into practice here. We purposefully try to create spaces in which our employees can express and develop their talents. I think we succeed pretty well at that.

Speaking of the special people in your company's operations, how do things look in terms of new talent and training?

Training at all levels is essential, especially in our industry. After all, the next generation is, of course, the future of a company. We take on trainees every year always keeping an eye out for individuals who are ambitious and dynamic. At the same time we have lots to learn from our young people and their perspectives.

How do you think the industry is changing right now?

Roller bearing wholesalers like us must intensively rethink their trading structures because end-users today often have better know-how than the dealers. To manage and adapt to this change of roles successfully, we have to redefine our industry-specific identities. This includes managing the dealers' core competencies, as well as the identity of the specialised trade.

Your centennial anniversary slogan is 100 YEARS – 100 IDEAS AHEAD. What exactly does it mean?

It means that, even after 100 years, we're only at the beginning of our growth as a company. We're currently in an era of drastic change, with digital transformation



and unprecedented market transparency. If we don't continue to innovate, we will at some point cease to exist. With that being said, we aim to be in the marketplace for another 100 years.

What are some of the goals you have for your company?

Our long-term aim is to become an indispensable link between the manufacturers and the specialised technical trade. Securing our supply of goods and sustainably meeting our roller bearing requirements are also two of our main goals. As you can see, there is still plenty to do.

Let's talk briefly about the COVID years. What impact has the COVID pandemic had on your operations, in particular with respect to digitalisation?

Especially in remote-transaction businesses like ours, digitalisation has been a real asset. Online distribution channels are now very important and improve our business enormously. Our goal is to digitally map even more business processes. In other words, a lot has been happening.

What about remote work and the home office? Have there been changes there, as well?

Oh, yes. We've learnt a lot in these areas and aligned ourselves with universal, inter-industry standards. We've made some things possible that were perhaps not that prevalent before. On the other hand, we've been experiencing a certain lack of ongoing social connection with our home-office colleagues. After these many months of being distanced from each

other, we all need to come together a bit again. We also see this as one of our key tasks for the future: to maintain our team culture, even without daily direct contact and to be able to create a common space of action and collaboration.

You just mentioned your company's employee culture. Your team comes from 36 different countries and advises clients in 19 languages. Is that also a key to taking the company further in the future?

Yes. We have nearly 300 employees from 36 nations, who altogether speak 24 languages, 19 of which are spoken in sales. In return, improving our customer experience in sales and thus also in the course of direct customer contact.

I think this is a key to success for any trading company: the willingness to open up to all cultures and languages, in order to create a common denominator. It is precisely this cultural diversity, that generates a lot of potential for the future. This will help us to become an indispensable logistics provider for roller bearings across Europe and perhaps even around the world. So, here's to the next 100 years!

What do you envision for your company in the next 100 years? We would love to hear from you.

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Newtown Bearing Company Partner With High End Belt Manufacturer SWR

Master Distributors for UK & Ireland offering one of the most comprehensive ranges in the market!

Newtown Bearing Company (NBC Group), a family run business founded in 1958 has grown into a leading supplier of bearings and component power transmission products from their location in Telford. Their group of more than 60 staff have a combined experience of over 1,000 years and are experienced in supplying customers worldwide.

After seeking a high-grade belt partner, Newtown are proud to announce their partnership with SWR "Germany" – a leading manufacturer of belts, supplying customers worldwide for over 50 years. SWR specialists are constantly working on developing new products to extend their present range.

With the most stringent quality controls along with the latest production technology, SWR can offer a "one-stop-shop" for all your belt requirements in the toughest of environments. SWR has also recently become one of the world's first manufacturers of belting and V-belts whose environmental performance has been certified with the Green Dove.

Due to the ever increasing demands in the market, SWR offer a comprehensive range of standard grade belts, alongside both single and banded belts with aramid cords. These are successfully used by OEM's worldwide and comparable with any brand in the market.

Newtown have always prided themselves on offering a 100% delivery record for their customer base and look forward to solving any belt issues you may have!

Non-standard size? Let them manufacture it! Their in-house technical team have the ability to manufacture purpose designed for any application.

This new partnership between Newtown Bearings and SWR will allow for "high quality belts at competitive prices". With a varied selection of belts, customers can guarantee competitive pricing with no compromise on quality.



- Wrapped v-belts & banded belts in both standard and aramid cord
- Raw edge cogged belts
- Variable speed belts
- Double section belts
- Automotive belts
- Poly-vee belts
- Timing belts

Newtown can also deliver special designs to meet your particular needs. SWR has a large number of special designs in its programme, for example V-belts with profiled liners, special V-belts for the foodstuff industry, and designs with reinforcing aramid cords. Not only are SWR V-belts suitable without restrictions for use in tropical regions, but are also oil and heat-resistant up to 120°C. More detailed specifications are available on request. All SWR V-belts can be grouped individually into matched sets. All products are electrically conductive (anti-static) to DIN ISO 1813.

Contact here:

sales@newtownbearings.co.uk

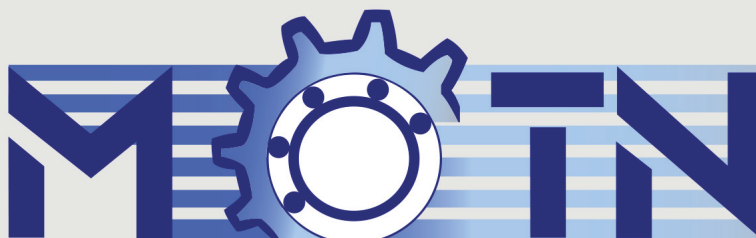
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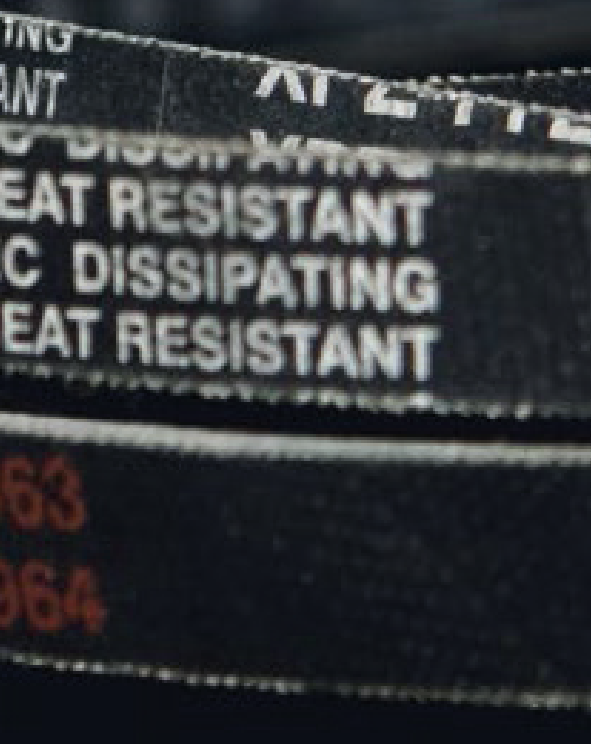
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From Fax To Space Application Bearings



Karl Brundell

Managing Director

We spoke to Karl Brundell, Managing Director of Carter Manufacturing Ltd., in an exclusive interview about the company's journey, adapting to Brexit and making deals at the BearingNet User Meeting.

How did Carter start?

Carter started in the UK in 1999 to represent Carter Manufacturing Inc. cam follower products in Europe as their Master Distributor. Greg Carter had successfully been running the family business having taken over from his father the founder. Greg was exceptionally supportive and gave us everything we needed to get the company started and distributing Carter products around Europe.

What's your proudest achievement for Carter over the last 22 years?

Carter has focused on high-end specialist-bearing products, backing this up with industry-leading technical support. We have worked on many key applications in extreme environments, but getting bearings approved by the European Satellite Agency (ESA) for space applications has been a key achievement I have been most proud of. Looking back over the years, the many friends we have made across the world through bearings has probably given me the most satisfaction.

How has the industry changed over the last couple of decades and what impact has it had on the way you do business?

When we first started, the fax machine was king. Reams of paper; fifty-plus pages long, would roll out with lists of surplus bearings. BearingNet put all of this up on the internet, facilitating specific requirements being searched for and purchased across the world. The community this created, allowed us to trade with customers internationally, with a level of trust that would not have been possible before. The start of the User Meetings in Prague allowed us to meet many of these customers in one place and build on these relationships.

What was the strategy behind opening a new location in Spain and how is that working for you?

We realised that Brexit could pose a problem to the European business we had built up, so we put the structure of a company in place in Spain, in the event that the deal would affect the UK's ability to export to Europe. We also made a commitment to all of our European customers, that they would not incur additional costs or paperwork as a consequence of the deal. When the final

deal was announced, we knew that it was time to activate the European Logistics location in Spain. With the second wave of COVID hitting the world and travel restrictions, it was challenging but fun to get things into place to start moving our products directly into Europe for European customers and stocking and shipping out of this new location.

What has been the main reason behind your success over the years?

Our business has been built on supplying our customers with high-quality products and excellent service, we hope this shows through in everything we do.

You've been a member of BearingNet for 20 years now! How does BearingNet help Carter?

BearingNet has allowed us to show our stock to companies across the world and carry out business in a safe commercial environment. Being part of the community has allowed us to expand our reach to customers we may never have known.

How did you find it being back at the BearingNet User Meeting after so long without one?

After so long away, it was great to be back talking to friends and colleagues. Video meetings serve a purpose, but nothing can beat actually meeting people face-to-face, especially when you can have a drink with them in the bar later.

Talk us through the deal with Godiva? How did it come about and how will it

benefit both companies?

In the years leading up to Brexit, we looked at diversifying the customer base of the company. Erick Sloan had been working for us in the UK and decided to return to America to be closer to his family. This provided an opportunity for what became Carter Americas, promoting the specialist products we had developed for European customers to a new customer base in the US. The deal with Godiva has given Carter Americas exclusive distribution rights to the NMB E type spherical plain bearing range. This is the default bearing for Formula 1 and will offer NASCAR and IndyCar, state-of-the-art products for the first time in the US market. The main benefits of the NMB E-type bearings are a minimised and consistent torque in all directions, with an increased load rating of 35% and a maximum temperature rating of 50%. There is also significant stock available and scheduled factory deliveries, to overcome any supply chain issues.

Things have turned full circle and we are enormously proud to be promoting Greg Carter's name, as without him, none of this would have been possible.

Contact here:

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Taking The Next Step, Well Flight...

Managing Director Nicola Beer enlightens us on her big plans for FluidPowerNet in 2023

**What a year it's been for FluidPowerNet!
We've seen growth across the entire platform and are thrilled to see distributors making the most of the platform.**

Launching our own events, seeing our members in person and growing the network is top of the agenda for the coming year.

We have been holding BearingNet User Meetings for 20 years now and it has always been my intention to offer this service to FluidPowerNet, and now COVID seems to be (mostly) behind us, I thought now would be a good time to organise one.

For the first event we have decided to tag a small introductory FluidPowerNet meeting on to our next BearingNet User Meeting in

Orlando Florida. The date for this meeting is 10-12 May 2023.

We will have a number of tables available for FPN members to come and network and are also thinking about inviting non-member distributors to join us, find out about FPN and the benefits being part of a platform like ours can offer, as well as being able to meet with the distributors and talk business.

We will be sending out more information in the coming months but if you are interested in reserving a space please let me know.

Contact here:
nicolab@fluidpowernet.net
www.fluidpowernet.net
+44 3330 164400

250+
MEMBERS

45+
COUNTRIES

3,500+
**LINKEDIN
CONNECTIONS**

**IN THE LAST
12 MONTHS**

30,000+
**PART
SEARCHES**

72,000+
RFQs

24,000+
**WANTED
ITEMS**

The Fluid Power Distributor Network

Do you stock hydraulic, pneumatic or automation parts?

FluidPowerNet is the perfect tool for quickly and efficiently sourcing emergency and hard-to-find parts. Distributors from all over the world that trade in hydraulic, pneumatic, and automation products are part of the FPN community.

Register for a 14-day free trial today - www.fluidpowernet.net

View the full list of members:

*As of August 2022

AAH Fluid Power INC - USA	Hidra Kft. - Hungary	Oleoventca - Venezuela
AB Components Ltd - UK	Hidraulines sistemas UAB - Lithuania	Orion Sp. z o.o. - Poland
ABF Motors B.V. - Netherlands	Hobo Hydrauliek B.V. - Netherlands	Pactor Chile SPA - Chile
ACEVEDO PEÑALOZA & MORENO S.A.S - Colombia	Houston Hydraulic - USA	Parmafluid S.r.l. - Italy
Acorn Industrial Services Ltd - UK	HRE Hydraulic S.L. - Spain	Partech AS - Norway
Adams Corp - USA	HST- Hydraulik Service Team GmbH - Germany	Paul Wiegand GmbH - Germany
Air Hydro Power Inc. - USA	HVK Systems & Marketing Pvt Ltd - India	Peimarin Hydraulikka - Finland
ALFA Roulements - France	Hychris GmbH - Germany	PI Pneumatics Limited - Ireland
Anda Hydraulics Asia Pte Ltd - Singapore	HYDNET AB - Sweden	Planete distribution - Morocco
Apo Fluid Force SRL - Italy	Hydradyne LLC - USA	Plc2day - Netherlands
Aramine - France	Hydrapac - Italy	POPAKO Krzysztof Górski - Poland
Aserto Sp. z o.o. - Poland	Hydra-Power Systems - USA	PÓVOA HIDRÁULICA LDA - Portugal
ASP Company - Ukraine	Hydratech Engineering Ltd - UK	PREMA S.A. - Poland
Atafawok Trading Est. - Jordan	Hydraulic Component Services - Australia	Pressluft Klefinghaus GmbH - Germany
Avn Hydraulic A/S - Denmark	Hydraulic Equipment Supermarkets - UK	Pressoil S.R.L. - Italy
AVT Hydrauliek BV - Netherlands	Hydraulic Line - Ukraine	Pressure Design Hydraulics Ltd - UK
Aztec Hydraulics Inc. - Canada	Hydrauliek Service Dunnewind - Netherlands	Proem Mariusz Kozłowski - Poland
BDI - USA	Hydraulik Vertrieb Hinnens GmbH & Co KG, Vechta - Germany	QUAY BHU Sp. z o.o. - Poland
Bearing Man Group (Pty) Ltd - South Africa	Hydraulik-Service A. Müller E. K. - Germany	Radwell International UK, Ltd. - UK
Becker-Jostes GmbH & Co.Kg - Germany	Hydrauvision Systems BV - Netherlands	Raiha Hydraulics OY - Finland
Blue Hydraulics - UK	Hydro Service Concept - France	Rauman Akku Oy - Finland
Bomas Kft. - Hungary	Hydropower Hydraulics BV - Netherlands	Recambios Frain S.L. - Spain
Brennan Industries Inc. - USA	HYNESUR Suministros De Hidráulica y Neumática De - Spain	REM-B Hydraulics - Belgium
Burley Hydraulics (Cambridgeshire) Ltd - UK	HyPneu GmbH - Germany	Röco GmbH - Germany
Camo s.r.l. oleodinamica - Italy	industriete fpp GmbH - Austria	RODAMIENTOS VIGO S.A - Spain
CISA HIDRÁULICA, S.A. - Spain	Intercom Celje d.o.o. - Slovenia	Rotec Hydraulics Ltd - UK
Coastal Hydraulics - USA	INTERFLUID SRL - Italy	Rothpol - Poland
CST Centro Servizi Tecnici srl - Italy	ISO S.r.l. - Italy	Rubix Czech s.r.o. - Czech Republic
Cymax AG - Switzerland	John Henry Foster Co - USA	Rupe's Hydraulics - USA
D.R.A. - SRL - Italy	JSC "Hidrodetta" - Lithuania	Sace srl - Italy
Damen Technical Agencies B.V. - Netherlands	Kanflu Hydraulics - UK	Salhydro Oy - Finland
DCS Dexis Chrono Solutions - Transdexis - France	Knoll Hydraulik GmbH & Co. KG - Germany	SC HYDRAULIC PNEUMATIC PARTS SRL - Romania
Delta p Hydraulics Ltd - Ireland	Kolben S.r.l. - Italy	SC MHP Store SRL - Romania
DELTA PHI SERVICES Sprl - Belgium	La Ricambi Udinese SRL - Italy	Scarlett Hydraulics Limited - New Zealand
DHPS - France	Lakeuden Hydro Oy - Finland	Schwark Hydraulik & Pneumatik - Germany
Direct Hydro - Belgium	Leco Impex SRL - Romania	Seal Concept GmbH - Germany
Duncan Rogers (Engineering) Ltd - UK	Lind-Tec Hydro Oy - Finland	Sediap Hydraulics SRL - Belgium
Duursma BV - Netherlands	Lippold GmbH - Germany	Serman & Tipsmark A/S - Denmark
DV Hydraulics - Belgium	Lohjan Laakeri Ja Tarvike Oy - Finland	Sormiko - Croatia
Eastern Industrial Automation - USA	Ludwig Meister GmbH & Co. KG - Germany	Sotek Srl - Italy
Egil Eng & Co AS - Norway	Lutz-Hydraulik - Germany	Sp industries ltd - Ireland
Equibertma S.L. - Spain	M&M Intercom D.O.O. - Slovenia	Sturdy Fluid Power Ltd - UK
ERIKS NL - Netherlands	Masino-Konaflex Oy - Finland	Tecno Tubi Srl - Italy
Estudio de Fluidos, S.L. - Spain	Maxodeals - Netherlands	Tecnofluid S.p.A. - Italy
Eurofluid Hydraulik SR S.R.O. - Slovakia	Mecoil, S.L. - Spain	Tehimpex d.o.o. - Slovenia
F.H. Kolmet - Poland	MH Hydraulics - Netherlands	TFS srl Tecno Fluid Service - Italy
Falabella Egidio & C Srl - Italy	MKD Maschinen- & Fahrzeugteile Vertriebs GmbH - Germany	Tinex d.o.o. - Slovenia
Firnrohr Automation - Germany	Momentum Industrial AB - Sweden	T-Matic Grupa Computer Plus Sp Z O. O. - Poland
FIRST IMEX - Morocco	Mro2day - Netherlands	Tri-State Bearing Co Inc - USA
FIZ S.r.l. - Italy	Neilson Hydraulics & Engineering Ltd. - UK	Trixport LLC - Chile
Flodraulic GmbH - Germany	Nölle + Nordhorn GmbH - Germany	Uniservice S.R.L. - Italy
Flowfit - UK	Norcan fluid power - Canada	Vercoil Hidraulica, S.L. - Spain
Flowtech - UK	NORD FLUID S.p.A - Italy	VHS Hydraulic Components Ltd - UK
FLUID-CONTROL S.A. - Spain	Norton Hydraulics (Midlands) Ltd - UK	Voortmann GmbH & Co. KG Steuerungstechnik - Germany
Franz Sieland GmbH - Germany	Oddy Hydraulics Ltd. - UK	Weidemann GmbH - Germany
freytam s.l. - Spain	Oha Oleohidraulica Aplicada Lda - Portugal	Weimer Bearing - USA
Galco - USA	Oilsafe - Italy	Werthenbach Konstruktionsteile GmbH & Co. KG - Germany
Geomec - USA	Oleo Meccanica Industriale Componenti srl - Italy	White House Products Ltd - UK
GM Service - Italy	Oleobi s.r.l. - Italy	Wil-Tech Industries - Canada
GO HYDRAULICS - Canada	Oleodinamica Martinalli - Italy	WK HYDRAULIK Walter + Kieler GmbH - Germany
Godiva Bearings - UK	Oleo-Rama S.R.L. - Italy	Wyoming Bearing and Supply - USA
Hauck Hydraulik Technik GmbH - Germany		X- Comp Sp. Z O.O - Poland
HDI sac - Peru		Yasser Fahmy Hydraulic Eng. - Egypt
HIBURSA, Hidraulica-Burgalesa S.A. - Spain		



Quality Bearings Online Celebrate Their 10 Year Anniversary, Crowned With The Queen's Award

Multi-award-winning Leeds based business, Quality Bearings Online (QBOL) receives the Queen's Award for International Trade as well as marking 10 years of continuous growth.

Recognised for British Excellence, The Queen's Award for Enterprise is awarded to those businesses with outstanding achievements, growth, and success in international trade. Success like this only comes to a select few businesses each year, and Quality Bearings Online are 1 of 226 organisations to be recognised with a prestigious Queen's Award for Enterprise this year.

Denny Maude, CEO at Quality Bearings Online, said, "We are greatly honoured and proud to have won a Queen's Award For Enterprise For International Trade. Amongst all the cherished awards we have won over the years for exporting, business, and e-commerce growth, winning the Queen's Award has undoubtedly been the most rewarding, one the team here at QBOL could not imagine achieving."

In 2015, Quality Bearings Online wanted to push its export journey to new levels

by attending the Passport to Export programme delivered by the Department of International Trade (DIT). The Leeds City Region Enterprise and Partnership (LEP) also provided the business with support and funding to help accelerate the company's strategy, digital growth, and recruit the right talent.

Quality Bearings Online is constantly looking for ways to break barriers by encouraging women in engineering and employing new talent from graduate and apprenticeship schemes. Over 67% of the workforce are women, with an average age of 29. The young, dynamic, and talented team continue to deliver record-breaking results over the past year.

Business Development Director, Simon Riley, commented, "Throughout 2022, we are heavily investing in our strategy to help bring the vision of our company forward while focusing on delivering our mission

to customers. With this in mind, we have expanded to a purpose built warehouse to cater for our growing team and facilitate our business development."

Congratulations to all the other businesses and organisations who have won a Queen's Award this year and may your business continue to prosper.

Contact here:
sales@qualitybearingsonline.com
www.qualitybearingsonline.com
 +44 1133 237793





Take a look at who has officially joined the

QUARTER CENTURY CLUB



Baltic Bearing Supply GmbH

25 years of membership with BearingNet, and we would like to say a huge thank you for your continued support. Not many marriages last a quarter of a century, so this is quite a special partnership we have - long may it last!

Very best regards,
Nicola Beer



Nicola Beer
Managing Director



Overcoming Adversity With The Support Of The BTL-UK Family

Abbie's Army raises £1.9m with the help of BTL-UK in order to fund research for brain cancer in children and support the families of those affected.

Abbie's Army are a children's brain tumour research charity with a very specific mission - to raise awareness and funding for a brain cancer known as 'DIPG' or Diffuse Intrinsic Pontine Glioma - and to provide support to families in the UK affected by this most horrendous diagnosis.

The charity was founded in 2012 by Ray and Amanda Mifsud, directors and BearingNet members at 'BTL-UK Ltd' who sadly lost their daughter Abbie to DIPG brain cancer in 2011.

Abbie was just 6 years old. She sadly passed away only 5 months after her DIPG diagnosis.

On average, 40 children a year will develop pontine glioma in the UK. Forming in the 'pons' area of the brain stem, DIPG's are a highly aggressive and a hugely difficult to treat brain tumour. It cannot be surgically removed and currently there is no effective treatment or cure.

Only 10% of children diagnosed will survive for two years, at 5 years the survival rate is 0.

The average survival rate for a child with DIPG is just 9-12 months.

Driven by first-hand experience and this clear 'unmet need' for research to help

children like Abbie, the charity was set up to help overturn its uniformly fatal prognosis.

Having BTL-UK UK's company infrastructure in place to help, has been absolutely invaluable in the charity operations. With all distribution, merchandise and administrative costs covered and no paid charity staff, every donation made can be allocated fully to the cause for which it was intended.

BTL-UK staff have also been incredible in their support, both as volunteers and for challenge events fundraising tens of thousands of pounds to support vital research.

Samantha Soames recently took part in a 160ft bungee jump raising £950 for the charity and keen runner, Lee Marsden, raised over £3,000 running the Brighton Marathon with fantastic sponsorship from customers and suppliers in the industry.

Even a BTL-UK company vending machine has raised £5,000 alone! On top of this, our recent appeal to company contacts to support a brand-new clinical trial for DIPG also saw numerous donations come in from industry supporters.

In such difficult times the charity is so hugely grateful for any and all the financial

help it receives. Any projects that are funded by Abbie's Army are scrutinised with the support of its small scientific advisory panel who are all experts in the field of DIPG brain cancer.

Abbie would (and should) now be 17 and her charity is now fast approaching its tenth birthday with the Charity Commission.

With almost £1.9m raised and numerous projects that have all contributed hugely to the understanding of DIPG disease, advancements are being made but there is still a huge amount of work to do.

If you would like to get involved, or help the charity to continue its mission to help support children in the UK, like Abbie, they would love to hear from you:

amanda@abbiesarmy.co.uk

More information on DIPG and the research funded to date can be found on the website:

www.abbiesarmy.co.uk

Contact here:
sales@btl-uk.com
www.btl-uk.com
 +44 1233 542244





ABBIE'S ARMY FIGHT KIDS BRAIN CANCER

This September we begin another 'Childhood Cancer Awareness month' the perfect time to raise funds for DIPG research!

If you have any time to spare and can help us to collect donations, there are a number of ways to help.

We're looking for people to distribute our A4 poster in supermarkets, on noticeboards, at work or in schools where they live.

We have a dedicated text code simply send GOLD4DIPG to 70085 to donate £5

Our QR code can be scanned to make a quick, convenient and secure donation directly through our website.

Show your support by wearing your GOLD RIBBON pin badge available here: www.ebay.co.uk/itm/152364354636

Display one of our counter top merchandise boxes with badges, pens and wristbands. Alternatively hold your own GOLD themed event at any time throughout the month.

Please get in touch if you'd like to help.

Whatever you can do to support is so appreciated and EVERY penny will be going towards the provision of viable new treatment opportunity for UK children with DIPG.

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Marketeer, Mum And Now Managing Director...

Nicola Beer, Managing Director of BearingNet, discusses her new role, her journey over the last 15 years and building for the future.

I can honestly say when I started working at BearingNet in 2007, I did not think that one day I would be running the company... it has been such an amazing experience and I have learnt so much.

The process of Peter's retirement has been happening for just over a year. However, in typical Peter fashion, when we spoke on the phone the other day, he said "I have decided that I have not retired, I fired myself - there are people that can do things better than I can, and I realise that, so I fired myself, I did not retire!".

I didn't know straight away that I was going to take over as Managing Director. We have a leadership team in place, Gary is technical, Cheryl is operations and finance, Chris is sales and myself marketing. Our team works brilliantly together, and it is all 4 of us that move the company forward. However, part of the process made us aware that there needs to be one person who will make the final decision and because I am the bossy one, I got the job (it wasn't quite like that... but something along those lines!).

I have grown up A LOT during my time at BearingNet. I am now a 35-year-old mum, so for me, being able to have a successful career and be a successful mum is super cool. I am proud of myself for that. I love working at BearingNet, so just because I wanted to have a child didn't mean I wanted to give up my job. It took a little while to get everything working in harmony, and some days there is complete chaos, but mostly it works, and it works pretty well!

All of my experience has been with BearingNet. I worked in a retail shop whilst at school, but my first real experience was when I did my placement year at BearingNet at 19. I then came back full time after my final year.

Some might see this as a disadvantage as I can't gather experience from all my different roles, but being in a company for 15 years means I know all the processes, have great relationships with the people and have learnt to turn my hand to most things.

My background is in marketing, and I am still very involved with the marketing team. They are a great bunch of people and I enjoy spending my time with them, although my skills are now massively out of date! I am still good at the creative side and coming up with good ideas but I leave the actual 'doing' bit to them (they are so much better than me!). I see that as a great achievement; I am proud of how I have helped to develop a brilliant team here at BearingNet (not just the marketing team).

The User Meetings are also a huge part of my BearingNet story. I love them, but it is time for me to train others.

One thing I have learnt, is that you can't do everything yourself. It may feel quicker and more effective, but as Peter would say, in the long run it's not the best way to do things, you have to trust that your team can do it to your standards... or maybe even better!

I have also worked closely with sales and done a lot of selling myself. Chris Howard and I met back in 2008. He was quite different to the dapper chap you see before you today. It's been great sharing this experience with Chris, especially being at the same point in our lives with kids, houses, partners etc. I love Chris (not like that!), we have good fun together, support each other in work and life; we both look forward to the challenge that is ahead of us.

I have met so many wonderful people during my time here and I have really good relationships with our customers, some of which I have known for 15+ years now! And there are a few who have been particularly helpful along my journey, I think you all know who you are, and I am very thankful for your support.

But for me, 3 of the most influential people in my career (and life) are Peter, Jenny and Gary - I met them 1 month after my dad sadly passed away, and I think they came into my life at exactly the right time.

All 3 have such different personalities...

Peter has always been the one to praise me when I had done well, and certainly wouldn't hold back in telling me when something wasn't good enough. Sometimes I felt Peter could be a little harsh, but now I can see that he saw the potential in me and wanted to get me to where I am today. For that, I am especially thankful.

Jenny has always been my 'work mum'; she is a very caring person and that is needed when you are young. Even now I will always ask Jenny for her opinion, as I know it is always going to be an evenly weighted opinion which is almost always the right thing to do.

I have nothing but respect for Gary and the platform he has created. He is the kind of man that stands next to you when something isn't working, looks at it and it just starts working again. Gary and I are now working much closer together at a strategic level and the more time we spend together the easier it is to deliver results. We definitely have a mutual respect for each other's work ethic and continue to strive for the same outcome!

BearingNet is such a brilliant platform and I understand how vital it is to our members. It is now my task to find a balance between conserving the heart of BearingNet, whilst also keeping it moving with the times and delivering excellent developments for our members.

A challenge I willingly accept!

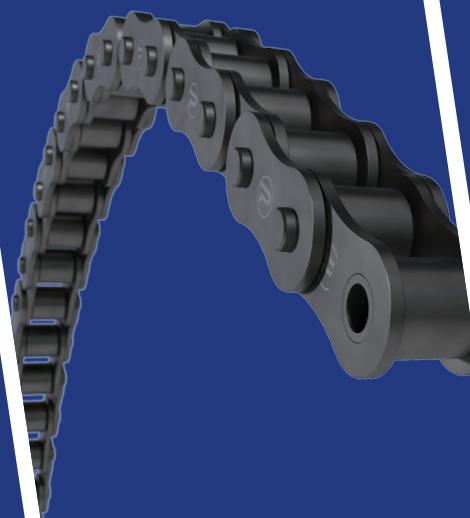
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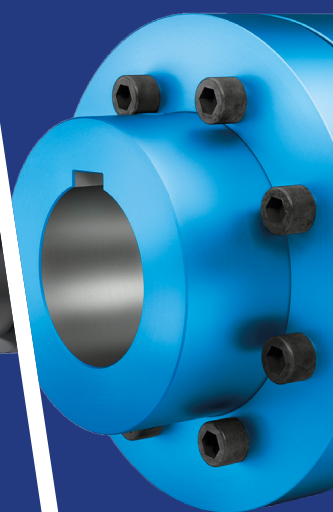


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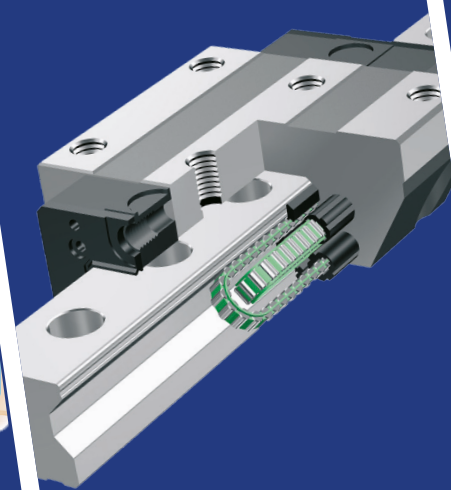
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SCAN ME



Entering The World Of MAP

Matt Seaman gives insight to the Manufacturers' Advertising Platform (MAP)

Starting in 2020 as a placement student from Coventry University studying Business and Finance, I came to BearingNet looking for the first step in my career. It was frightening at first, but I jumped in with two feet, trying to take everything on board and do the best I could. Working throughout my placement with different departments gave me a great experience, and fortunately was offered a full-time job. These past two years at BearingNet have not only developed my everyday career skills but also improved my personal development in networking and customer care.

At first, I didn't realise quite the scale of the bearing and power transmission industry. Having been new to the industry, I did not know the extensive depth of the market, how the industry runs in such an efficient way and how fast operations are developed. It surprised me how global the bearing and power transmission industry is and how it is a community rather than a 'business sector'. Now working with manufacturers through BearingNet, I know how brand awareness is vital for them to develop and grow in the industry, and MAP is just the tool.

Our B2B platform is a key tool for manufacturers trying to facilitate trade between distributors in addition to information exchange and networking opportunities in the industry, which allows companies to find new distribution channels and support their existing network. These sales, marketing, networking, and growth opportunities benefit their growth and brand image, which is why BearingNet is the perfect tool for business development.

We are working with 30 manufacturers daily to devise a personalised marketing strategy based on their individual goals. This access to our network gives members direct access to company information and contact details from 7,000+ industry professionals and personalised bespoke marketing. In addition, we offer free design work and customer care throughout the year, where we can create tailored content that our members are happy with.

Contact here:

matts@bearingnet.net
www.bearingnet.net
+44 1279 844044

SAVE THE
DATE
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2023

Here is a list of all the manufacturers on the Manufacturers' Advertising Platform (MAP):

 Baart Industrial Group Bearings, Chains & Sprockets www.baartgroup.com	 Bega Special Tools Tools www.begaspecialtools.com	 BGL Bertolotto & Grotta Sleeves & Accessories www.bgl.com.br
 Bowman International Ltd Bearings www.bowman.co.uk	 Bri-Mac Engineering Ltd Housings www.bri-mac.com	 Dunlop BTL Ltd Bearings www.dunlopbtll.com
 CeramicSpeed Bearings Ceramic Bearings www.ceramicspeed.com	 Colmant Cuvelier RPS Belts, Couplings & Mechanical Parts www.colmant-cuvelier-rps.com	 Criptic Arvis Ltd Bearings www.arvis.co.uk
 Elgeti Engineering GmbH Testing & Analysis www.elgeti-engineering.com	 Global Sleeve Solutions Sleeves www.globalsleeves.com	 HSP Schwahlen GmbH Tools, Housings & Sleeves www.hsp.biz
 Kettentechnik Roeder GmbH Chains & Sprockets www.kettentechnik-roeder.de	 KUKKO-Werkzeugfabrik Tools www.kukko.com	 MBL USA Belts, Chains, Sprockets & Couplings www.mblusa.com
 Nachi Europe GmbH Bearings & Automotive Bearings www.nachi.de	 NKE Austria GmbH Bearings www.nke.at	 OKS GmbH Lubricants www.oks-germany.com
 PFI Group, Inc. Automotive Bearings www.pfibearings.com	 PIX Transmissions (Europe) Ltd Belts & Pulleys www.pixtranseu.com	 Precision Bearings PVT Ltd Bearings www.znlbearings.com
 PTI Europa A/S Bearings www.pti.eu	 Ramsey Products Corporation Chains www.ramseychain.com	 RKB Europe SA Bearings www.rkbbearings.com
 Rozone Limited Part Washer www.rozone.co.uk	 SIA "BBC-R" Bearings www.bbcr.eu	 SWR Europe - van Dinther Antriebstechnik GmbH Belts www.swr-europe.de
 TIDC India Chains, Sprockets & Couplings www.tidcindia.in	 URB Group Bearings, Sleeves & Rollers www.urbgroup.com	 ZVL Slovakia, A.S. Bearings www.zvlslovakia.sk

Perfect Solution For Movement Of High Axial Load With Precision

Multidimensions sources and supplies products which are typically high precision, critical components used in modern automated plant and machinery.

Combined bearing technology

One of its popular products is the combined bearing designed and manufactured by Winkel, Germany.

Here we take you through everything you need to know:

What is combined bearing technology?

Combined bearings are roller bearings that can carry both radial and axial loads. The structure of combined bearing is in such a way that the axial and radial bearing operate at 90 degrees. The main load is carried by the radial bearing, whereas the axial bearing takes the side thrust. The combined bearing is used with profile rails or channels and the two main types of profiles are I and C profiles. The combined bearing slides into the profile rail resulting in the required linear motion. The combined bearing is welded with flange plate for the mounting required as per the need of the application. This assembly is majorly used for heavy duty vertical and horizontal movement with precision.

How combined bearings are different from other linear motion technologies?

Combined bearings are typically for high load applications. For certain applications like dusty environments or high temperature environment, linear guides or ball screws can be replaced by combined bearings.

What are the selection parameters for combined bearings?

The following are the basic selection parameters.

1. Load Capacity – This is the load to be carried and the dead load (weight).
2. Load Distance – The distance of load from the suspension point.
3. Bearing Distance – The distance between the combined bearings in the assembly (the recommended distance is 500-1000mm).
4. Size Range – The combined bearings can be selected based on the O.D.

The O.D. typically ranges from 52.5mm to 153.8mm. The O.D. of jumbo bearings ranges from 180mm to 320mm.

Apart from these basic parameters, other considerations such as in-situ application requirement, workplace environment and temperature also need to be considered.

What are the applications of combined bearings?

Combined bearings can be efficiently used in different industries. Some of the major applications are as follows:

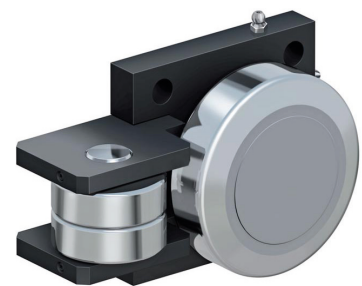
1. Steel – Combined bearings are used in Pickling Lines & Edge Wiper Machines in Cold Rolling Mill (CRM), billet conveyor, furnace trolley and transfer car in Bar and Structure Mill (BSM), Wire Rod Mill (WRM) and Hot Strip Mill (HSM).
2. Material Handling – Used in forklifts like Toyota forklift and Baoli forklift etc., Statec binder palletiser machine etc.
3. Aluminium – Combined bearings are used in stack loader and sow casting machine in cast house, PTM machine (hydraulic type) in aluminium smelting - pot room and in billet casting plant.
4. Automobile – used by line builders and in power electrical sectors.
5. Others – the combined bearing assemblies are used in many other industrial applications like transfer units, automation for different projects, packaging machines, wood and paper industry and general machine building.

Who are the leading manufacturers of combined bearings?

Winkel GmbH is a German company who pioneered combined bearings. Winkel is the leader in heavy lifting systems and has been serving the market for more than 38 years. There are many other manufacturers like Alfatec (Germany), Euro-Bearings LTD (UK), C.R. Bearings (Italy), FARO Bearings (Italy) and WD Bearings (China).

Multidimensions: The Company

Multidimensions supplies hard-to-find



industrial products sourced from reputable manufacturers from Germany, Japan, USA and more to clients all across India. These products are typically high precision, critical components used in modern automated plant and machinery either by the Original Equipment Manufacturers (OEM) or by operating teams for their Maintenance, Repair, and Overhaul (MRO) requirements. Multidimensions is a trusted Indian partner of brands such as NSK & Tsubaki from Japan, Thomson & Portescap from USA, Nilos, Maedler, Winkel, Osborn and Fibro from Germany.

The company serves an extremely diverse customer base, ranging from Indian giants such as Reliance Industries, Tata Steel, Hindalco, Mahindra and Mahindra to smaller manufacturers in industries such as textile machine manufacturing and food processing. It has a highly trained fleet of sales engineers who understand and interpret customers' needs and provide them with the technical solutions for the relevant applications. These engineers form the core of Multidimensions' operations and take the company's services well beyond the distributorship of products.

Multidimensions, which began its journey with the trading of bearings in Mumbai, besides best-in-class bearings, sells highly sophisticated precision engineering products used for precise motion and control in industrial equipment. These products include linear motion guides, ball screws, linear actuators, micro Motors, monocarrier, retaining rings and many more. Supplying high-end Cable Carriers and related products for automation and other applications along with high quality special purpose consumables such as grease for critical industrial applications.

The company maintains stock of fast-moving products to help the customer in the event of urgency even if the volume is low. When required by the customer, the company imports and stocks many products to make available at their doorstep on time without any hassle of import.

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SCAN ME





IADA Evolves And Takes A New Direction

In our annual catch up with IADA's Jamie March, we delved deeper into the recent opening of their NDC (National Distributor Centre) and the growth of the IADA community with new manufacturer members.

What's new? What has IADA been up to in the last 12 months?

The last 12 months have flown by. Where did 2021 go? Everything has been so positive, and IADA have continued full-throttle on our journey since we last spoke to you guys at BearingNet. It has been manic, but I'm not complaining at all.

Why did you decide to open the NDC?

It is something that IADA have talked about for many years. We have been so, so, so close on occasions but never committed. We always knew the advantages that the NDC would bring to our organisation, but it was always a case of what level of financial investment would the project need, who would own the stock? Where would an NDC be situated? Are we going to supply the trade? What do we do with profits? Losses if unsuccessful

and so on and so on. All these questions needed answering and we have now solved them.

IADA hasn't changed but evolved and taken a new direction, it is a group now brimming with ambitious members, many are now second generation who want to drive IADA and our businesses to the next level. An IADA NDC offers so many solutions that not only the IADA members, but our Approved Suppliers take advantage of. We knew an NDC would make IADA so much more appealing to suppliers, new and existing as it would be the link that galvanises 26 companies and 55 branch locations and gives IADA a home. Since we announced our plans to the industry, we haven't been proven wrong. The reaction and excitement we have seen from manufacturers have been staggering! The knowledge, the

experience, the already outstanding service levels now being backed with an NDC to support anything and everything our network requires is a game-changer!

Are all IADA members using it as a joint warehouse?

Yes. If you are an IADA member, it is your stock to take when required.

How does it work logistically, is there software in place to connect all members?

We have invested heavily in our software system. Integrating 26 businesses was always a challenge but we have always managed these administration demands to make IADA integrated as one and what it is today. With the IT capabilities available to us, we have produced a portal that all members have access to so we

can see live stock information at the NDC. The software will also gather all IADA members sales information so we can use the data collected to our advantage. Like all distribution warehouses we have transportation arrangements to deliver products to the member, or their customers, directly on a same or next day service. Not only does the portal and IT system connect the members but it can now can service their customers on an even higher level with the options available from the NDC.

Is it purely warehouse space or is there an office as well?

No, it is not just a warehouse – far from it!

It has a large sales office on the downstairs floor ready to support the members, with the second floor boasting a superb meeting facility, and this space will also be the home of our IADA Academy. This spacious room has all the latest IT equipment and connectivity for video meetings and, when required, the furniture in this meeting room can be turned into a classroom in minutes allowing us to host all of our training days 'in house', which is another added advantage to the facility. As the NDC is so central and conveniently located close to the motorway network, the meeting facilities are available for our suppliers to use if they wish.

How big is it?

It's just below 7,000 sqft. What's more, when the mezzanine floor has been fitted, the air space will be turned into another large area, for even more racking and storage systems; therefore, we will be almost doubling the floor space. It is the perfect facility for IADA, and it will comfortably allow us to serve our members and our members' customers directly, if required, as well as our national accounts as well.

The last two years have been challenging for a lot of businesses, but IADA grew in strength?

Yes, that would be a fair assessment. We have seen three members acquire businesses to increase their presence in their respective areas and four members have opened brand new branch locations as they expand their companies which automatically increases IADA's UK coverage. Additionally, we have added three world-class manufacturers to the IADA supply portfolio and there are more on the way. So it has been a significant period for IADA!

That is exciting! Please tell us more about the new manufacturers.

The infrastructure to supply 26 member companies and their 55 branch locations throughout the UK via the NDC has really excited many manufacturers for obvious logistical reasons. In addition, the NDC has made products from our approved suppliers even easier for IADA members to buy. As the Directors of IADA fund the NDC, each member will distribute the brands, and product ranges selected to go into the NDC at every opportunity as it is an extension of their own store.

The solutions and new opportunities the NDC offers have greatly appealed to many old and new manufacturers. For example, because IADA can now share stock and distribute products easily throughout the UK, IADA have recently been appointed as the Official Exclusive Distributor of Codex MSC for the UK. Codex MSC is a new brand to IADA that will work nicely alongside what members already have access to in our portfolio. The Codex MSC range will be available from stock at the NDC to all IADA members and UK Trade when required. Conversations with other bearing and power transmission manufacturers about the opportunities that the NDC can bring are always ongoing. Since announcing our excellent facility based in Leicestershire, we have made agreements with lubrication giants Rocol and Shell to stock and distribute their products from the NDC. PPE, tools and other MRO products ranges are all on the way. It really is an exciting time at IADA.

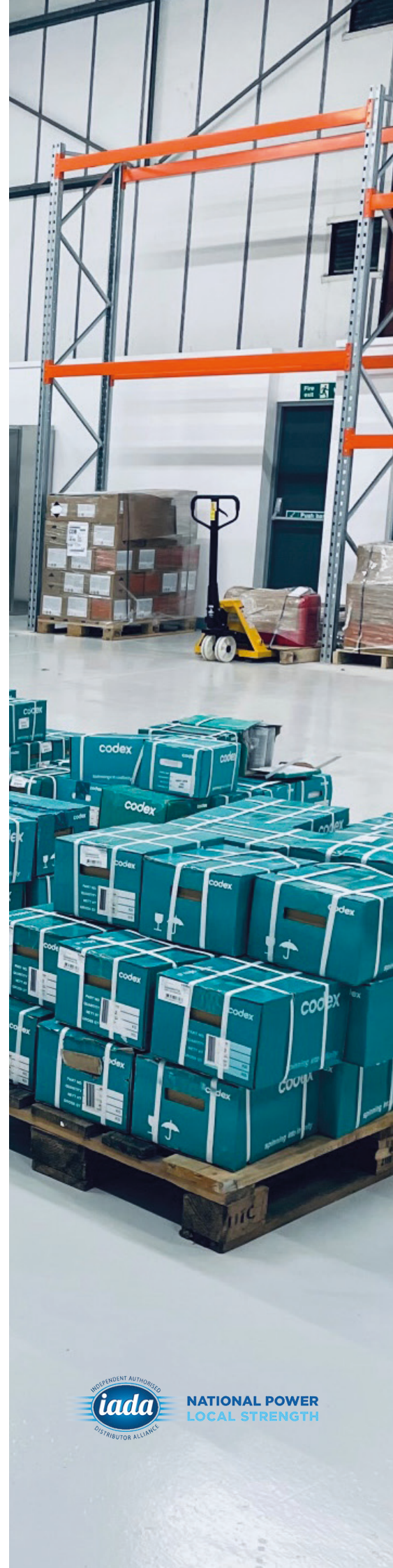
Are you open to new members?

Always. IADA is growing quickly, and we are always interested in talking to independent MRO distributors who want to come and join our group. Every member of IADA knows that being part of our network offers a huge benefit to their business and now, with the addition of the NDC, there really is no limit to what a company can achieve by being a part of our group.

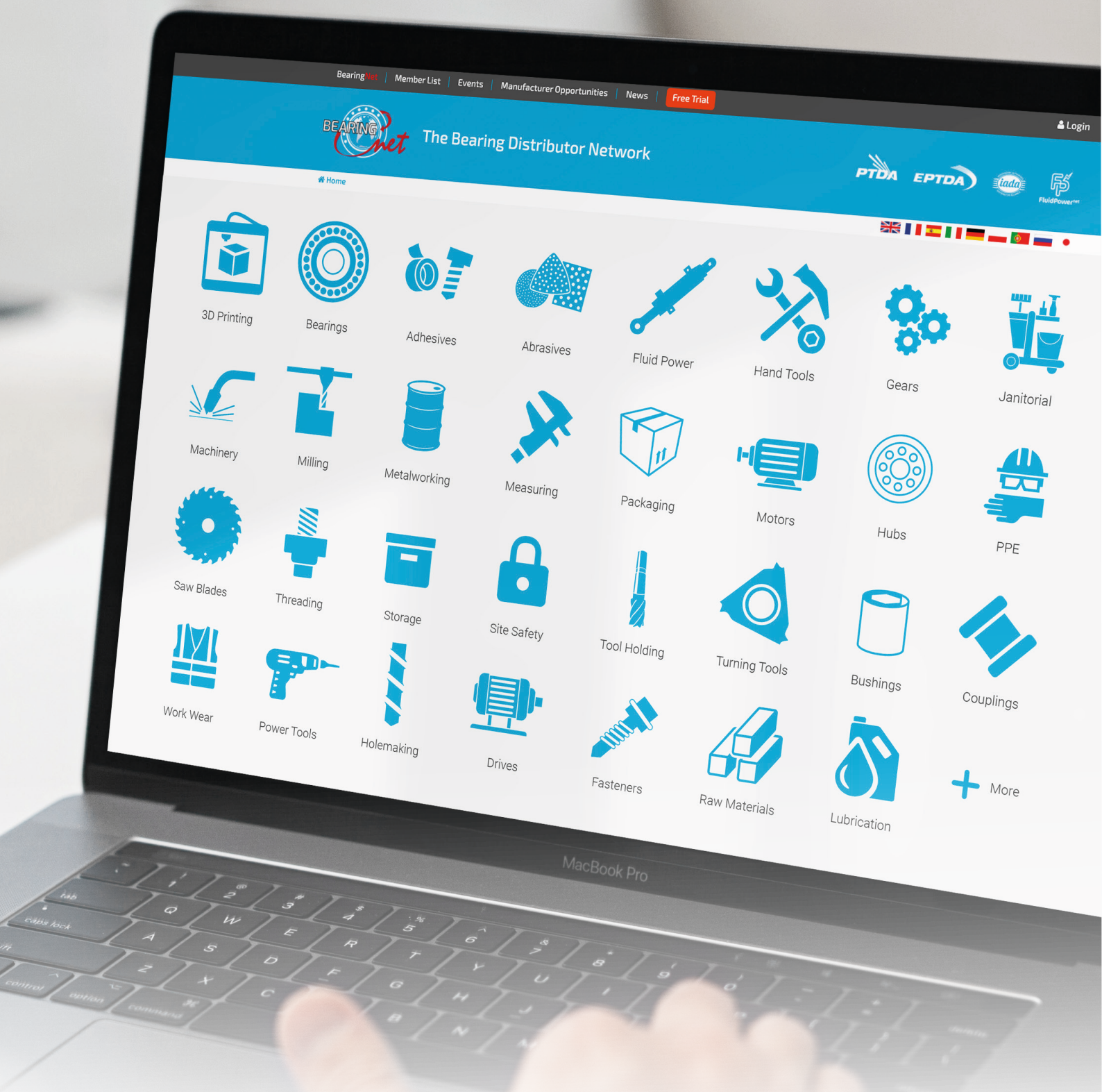
What are the plans for the next few years ahead?

To still be IADA and offer a great service to our customers. Our consistency in everything we do is the pillar to our success, so we won't be deviating from this too much. Instead, we will be increasing brands and stock levels constantly at the NDC in order to support our members, increase our spend with IADA Approved Suppliers and further improve our service to national accounts

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Race Transmissions Renews Agreement To Supply Dodge Products

West Midlands based Race Transmissions has extended its agreement with Dodge Industrial, Inc to remain as an Authorised Dodge Distributor for a further two years.

Race Transmissions has renewed its contract to remain as a valued distributor partner in the UK for Dodge mechanical power transmission products. The company, with the new agreement, has been recognised for its distinguished track record in providing outstanding service and support for its customers.

Confirmation of the agreement comes following a difficult time in which parts of the market have struggled against the backdrop of the COVID-19 pandemic and now, facing new uncertainties surrounding the military conflict in Ukraine. The extension to the agreement reflects the strength of the partnership between the two companies, and their ongoing resilience in adapting and thriving within a challenging market.

For customers, being an authorised Dodge distributor provides a guaranteed badge of quality and integrity. It offers peace of mind that accredited companies such as Race Transmissions, can be trusted to deliver authentic Dodge products along with extensive engineering and application knowledge. The close collaboration between the two companies has allowed Race Transmissions, which serves the UK and Europe as well as further afield, to amass the largest stock holding of Dodge bearings and transmission products outside of North America, valued at £1,300,000 and growing.

Qualifying to be a Dodge distributor is no easy task, as Dodge's John Ellingson explains, "Dodge is very selective about which distributors are authorised to represent our brand in the market. Our

distributors must demonstrate both product and application knowledge, as well as the business acumen required to meet the high integrity standards Dodge has maintained since its founding in 1878. Customers can rest assured that wherever they see the authorised Dodge distributor logo, they are buying into safety, security, and guaranteed genuine spare parts."

Race Transmissions supplies and supports the full range of Dodge bearings – including mounted E Type taper roller bearings, Grip Tight, E-Z Kleen and the S2000 series spherical bearings. According to Race Transmissions' Chris Fell, the company is well poised to continue delivering for its customers: "We have a ready-stocked UK warehouse, and our fleet of vehicles are supported by overnight carriers to ensure speedy,



Distribution Certificate 2022

Issued for:

Race Transmissions

We hereby certify that company **Race Transmissions**, identified with Company Registration No; 9951755 in England with confirmed address at **Delph Road Brierley Hill West Midlands** is an official representative and is authorized to distribute Dodge products in **Great Britain and Europe** as an **Authorized Dodge Distributor** for the product lines of:

Dodge Industrial, Inc.

Given its capability, **Race Transmissions** is a selected company in **Great Britain** that can promote and provide technical Support for all Dodge products to any type of industry within the broad Eurozone. As an authorized sales representative, **Race Transmissions** will assist in customers applications, selection and after-sales services. This certificate will be valid from **January of 2022 through January of 2024**.


John Ellingson
International Sales Director



efficient delivery worldwide. We offer just-in-time delivery, so no one needs to wait for anything. We're very pleased to have been given the opportunity to deepen our relationship with Dodge and are optimistic about developing our partnership in the future."

"We pride ourselves on our user-friendly approach", adds Race Transmissions' Tony Harris. "Our team's vast knowledge of the many applications using Dodge products ensures that we can offer technical support and an incredibly rapid turnaround for product purchases.

Although it has been operating in the UK bearings market for 36 years, Race Transmissions was formed in 2016, following a restructuring, which saw it divest its lubrication business. Since then, Race has grown the business in excess of 200%, which led to Dodge Industrial, Inc. offering the company the opportunity to renew its authorised Dodge distributor status and refresh the commitment from both companies to each other from 2022, and, into the future.

Race Transmissions is based at Brierley Hill in the West Midlands, UK and can be contacted at www.racetransmissions.co.uk, or at sales@racetransmissions.co.uk, or on 01384 262 615.

Dodge Industrial, Inc. designs, manufactures, and supplies reliable mechanical power transmission products and solutions for a wide range of industries and markets across the globe. The industry and application experts at Dodge examine complete systems and provide solutions and services that improve operations and increase safety and efficiency for all stakeholders. Dodge has continuously built upon its reputation of leadership, innovation, and best-in-class service for over 140 years - a legacy that will carry on for years to come.

www.dodgeindustrial.com

Contact here:



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SCAN ME



The “Perfect Fit” Between Past And Future

High quality bearings, reliable service, comprehensive range and stock proximity have been the key factors of success for PFI Bearings, the USA based bearing company that foresees a brighter and fast-growing future following its acquisition by Fersa Group, the European multinational experts in bearing technology. Several months after the acquisition, we are interviewing Felipe Martin, PFI Group’s General Manager, to discuss the evolution of the integration process and the challenges ahead.

PFI Group, Inc., whose acronym comes from “Perfect Fit Industries”, has been in the bearing business for close to 30 years, during which it has evolved into the current dynamic multinational with a prolific global footprint that we know today. In the words of PFI’s founder and former CEO, John P. Cali, “FersaGroup is an excellent partner that will undoubtedly maximise PFI’s potential, and Felipe Martin has all the necessary skills to see this massive task through.”

Felipe has been with Fersa Bearings for over 14 years. In that time he undertook different leadership roles such as, setting up and running the Fersa Brazil subsidiary for 6 years and launching the A&S



PFI Bearings

FELIPE MARTÍN

GENERAL MANAGER
PFI Bearings



after-market brand for FersaGroup in 2018.

His experience and business acumen have earned him this exciting new challenge, as well as the responsibility of taking PFI Bearings further into the future, while continuing to deliver solid financial results.

How is the integration process going so far, any obstacles along the way?

As you can imagine, no integration process is exempt from complexity, but overall for PFI, the process has run smoothly from the very beginning.

Apart from John Cali's outstanding support, I can identify three other key success factors for the integration process: FersaGroup's strategy for PFI, the PFI team and the unwavering assistance we got from Rami Chirila, PFI's Global Sales Director for the last 6 years and a former Fersa staff member.

From the start, FersaGroup strategy was aimed at boosting PFI's growth, keeping its identity and autonomy in commercial and operational activities, whilst making the most of group synergies.

As per the team, we share many corporate values, such as the passion and commitment to ensure the best customer experience and the versatility to quickly take on new challenges. PFI has an extensive network of nine subsidiaries in Latin America, Europe and Australia, but despite the cultural diversity of PFI's multinational team, they have been very open and supportive during these decisive first months.

Last but not least, Rami's commitment during all the process was instrumental, helping to bridge the gap between the two companies, since she was able to blend the best of both cultures. She had previously undertaken several senior positions in Fersa Sales for over 14 years as a top performer, successfully developing OEM, key accounts and running the Private Label division.

What impact do you think the acquisition will have for PFI, both in the short and long term?

Since we recognise PFI's admirable job so far, our goal has been to keep the current state-of-affairs, including commercial strategy, sales policies, and agreements. As a customer-centric company, we want to convey a clear message to our customers: PFI is an asset for FersaGroup, with a distinct voice in the marketplace.

We appreciate our current value proposition based mainly on reliable quality, comprehensive product range and stock proximity. We want to continue to build on this foundation. Moving forward, there are many operational synergies that PFI customers can benefit from. FersaGroup brings a series of very appealing competencies to the table, such as OE expertise, advanced digitalisation practices, technical innovation, industrial IoT and 4.0 production technology and so much more! Needless to say, this can impact PFI's evolution in a very positive way, setting the organic growth process on the fast track!

How do you envision PFI moving forward, any significant strategic changes around the corner?

Service is at the heart of PFI's current strategy, and our vision is to continue to enhance this competitive edge by increasing the number of PFI subsidiaries around the world. We want to bring the product closer to the customer, reducing all the hassle of importing procedures and simplifying the buying process. We believe there is real added value in that, and for our next subsidiaries, we have a few interesting markets in the pipeline. We also plan on increasing capacity for already existing subsidiaries, as is the case for PFI Mexico, located in Zapopán, Guadalajara. There we have just moved into a new building that triples current storage space and future-proofs our growth initiatives in the Mexican market.

On the other hand, we want to continue

to expand the product range, keeping it up to date with the latest customer requirements and market trends, such as vehicle electrification and smart mobility.

What about FersaGroup, how does PFI reinforce FersaGroup's value proposition?

Like I mentioned, PFI is an asset for FersaGroup and it is a "perfect fit" to the current brand portfolio that includes brands for the OEM segment, such as Fersa – specialised in heavy duty automotive, and NKE – specialised in wind, energy, railway and industrial applications. Whereas for the after-market segment, A&S is our private brand, dedicated to exclusive master importers.

This multi-brand approach benefits from the addition of a player such as PFI, with a sound reputation in the MRO, the light-duty automotive and agricultural segments. With a worldwide capillary distribution network that streamlines product delivery and reinforces local support and customer service for all brands.

Any other insights from these first months of transition?

Specialty literature points out that after an acquisition, the first thing to do is address the culture upfront, in order to reorientate the organisation around such values like collaboration, accountability and bottom-line value. I personally found it very rewarding to see that we had very little work to do in this regard, because all these values already resonated with PFI's corporate culture. Moreover, we will continue to generate significant value by nurturing what makes PFI unique and successful. Our relationship is based on the mutual recognition of each other's strengths, and there is a host of growth opportunities ahead for PFI, under the FersaGroup umbrella.

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Tread Carefully On Our Planet

Best Bits has teamed up with Rozone to help readers understand how the clever science of bioremediation will reduce harmful chemicals and solvents in our workshops and remove the headache of their associated waste.

Sustainability is rightly a core issue for most businesses. Ensuring that businesses meet the needs of market demands and customer requirements, whilst keeping a 'green' conscience, is challenging for us all. We hear 'bio' and 'eco-friendly' banded around freely, but how can we practically tread carefully on our planet?

To get this right for generations to come, and achieve ecological balance, we must challenge the status-quo. One area where we can do more is in workshop cleaning of parts and components; we work daily with oil and grease and, once used, these contaminants remain present in the environment.

Bioremediation technology is used globally in parts washers by businesses improving their carbon footprint, minimising waste disposal costs, complying with environmental standards such as ISO14001 and safeguarding the health and safety of employees.

Bioremediation would appear to be the perfect answer. It transforms the toxic into the non-toxic using naturally occurring organisms (microbes) as a recycling

factory, converting hydrocarbons (oils and greases) into CO₂ and water. With minimal waste and environmental impact.

Designed to do the same job as the traditional "sink on a drum" solvent washer, bioremediating parts cleaning systems use a water-based cleaning solution and specially designed microbes to digest the oil and grease washed off dirty parts, effectively "self-recycling" the parts washer fluid; unlike solvent which has to be taken away and exchanged on a regular service contract.

Dr Ibrahim Khalil is Rozone's Scientific Director. They have recently designed and manufactured the ROWasher, the first Made in the UK bioremediating parts washer, ROWash fluid and microbial filter mat. We want to share with readers why this "nature-cleaning-nature" technology is so important in a workshop setting and will help us all tread more carefully on the planet.

What is bioremediation?

Dr Khalil: Naturally occurring organisms (or microbes) are used as a recycling factory. Toxic oils and grease are converted to non-toxic carbon-dioxide and

water, with minimal environmental impact in the process.

Some readers will remember oil spills such as Exxon Valdez or the BP Deepwater Horizon oil rig spill. Bioremediation was first used effectively to clean up those spills and it did so three times faster than previously used methods, with no impact to the environment.

What is a microbe?

Microbes surround us everywhere. They are used for producing insulin, they aid digestion, break down fat and reduce cholesterol. When you have your next beer, make sure to say cheers to microbes, as yeast is a microbe, helping turn sugar into alcohol.

How can microbes and bioremediation protect the earth?

When microbes consume the hydrocarbons in oily waste, they transform this into harmless carbon dioxide and water. The microbes remove the pollutants naturally in a sustainable method with minimal impact on our planet.

How do other cleaning methods compare to bioremediation?



Dr Khalil: Bioremediating parts washers are specifically designed for manual parts cleaning with the operator actively involved. This differs from automated spray wash systems that typically clean batches of parts in a cycle and work on set operating time scales. The manual cleaning process of a bioremediating parts washer can speed up the cleaning times of smaller batches and therefore improve areas of workshop efficiency, reducing an active cost often overlooked.

Many workshops will be using solvent or aqueous based parts washers and automated spray wash systems that offer a fast effective clean but soon become saturated with the oils and greases washed off dirty parts, affecting their cleaning performance. A service contractor will come to site to remove this waste on a regular basis but there is cost, not only financially with the waste disposal fees but we must also consider the transportation to and from sites which will be leaving a big footprint on our planet. With a bioremediating parts washer there is no waste service contract required and the system can be safely maintained in-house.

Aerosols, spray cleaners and rags are another cleaning method that may be used. These make less commercial sense compared to a bioremediating parts washer because of the time they take to use, their cost, their disposal, and their environmental impact. To tread carefully on our planet, workshops need to ensure there are no by-products remaining in the environment; that means pollutants in the atmosphere, down sinks, on rags, or in washed off solution.

Why is bioremediation essential to workshop cleaning?

Simply put, it allows workshops to achieve the best clean with no environmental damage or risk to technicians.

Solvent-based degreasers and kerosene baths can pose a health and safety risk and a fire hazard. Bioremediating parts washers use non-hazardous, non-flammable, pH neutral degreasing solution that is no risk to users and emit no vapours or VOCs. Risk assessments are reduced and COSHH reporting simplified.

The reduced waste guaranteed with bioremediation technology brings significant cost savings for businesses and environmental benefits for our planet. Bioremediation can cut the cost of waste management companies and reduce the carbon footprint associated with the circular economy of service contract - such as diesel emissions of travel to and from site and the additional CO2 and energy consumption at the waste management site processing the waste.

How does the three-way system of machine, filter mat and fluid work in a bioremediating parts washer?

The machine acts as a recycling container, the filter mat houses all the microbes and the fluid degreases. There are a few top tips to make this combination work at its best.

- **Filter Change Each Month:** the microbes need to be kept in top shape, so that the fluid stays clean. A fresh filter mat each month introduces new microbes to the colony.

- **Guaranteed Microbes:** Every mat must contain two hundred million microbes - below that number the bioremediation process is less effective. The correct mix for the job and the right quality.

- **Variety:** Variety is the spice of life – certainly for microbes. Enough variation is essential for the eco-army to cope with all the different oils and greases in a workshop.

- **New Generation:** Parts washer innovation now has a kick start, after a period of non-development. The new generation ROWasher is proven to cut running costs and power consumption and consumable usage. Workshops are now in a better position to achieve a great clean at a reduced cost.

- **Eco-Mode:** Bioremediating parts washers are looking for any way to assist in slowing down the depletion of our planet's resources. For example, the eco-mode and double-skinned tank in the ROWasher saves around 42% on energy bills.

Treading carefully on our planet means finding solutions that help reduce our environmental impact and meet our business demands. Bioremediation is no compromise for excellent cleaning. Make sure our industry only leaves a green footprint.

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Successful Acquisition Leads To Record Growth In Just A Year

Covelec increases service level and turnover with a £100,000 investment, 12 months on from acquisition by Rotamec.

Covelec, the Midlands-based motor, gearbox, and pump maintenance provider, has increased turnover and service a year on from joining the Rotamec Group. Revenue has increased following over £100,000 investment since Rotamec acquired Covelec in July 2021.

The investment has enabled Covelec to improve its speed of response in the supply, installation, repair, and maintenance of rotating equipment that also includes generators and fans. The service level includes 24/7 coverage, 365 days a year.

This has been achieved by strengthening the team with five additional members of staff, including experienced engineers and a new branch manager. Covelec is also due to take on three apprentices in September – a first for the company!

In addition, the investment includes new workshop equipment and facilities. The Leicester company has also taken on Rotamec's best practices in engineering

services, including the principles of ISO 9001, which have also been implemented across the company's three other branches in the South West and South Wales.

Rotamec's support has enabled Covelec to increase its stock level of motors, gearboxes, and pumps, improving the speed of supply for customers. The acquisition also means that Covelec now supplies a full range of engineering consumables with access to Rotamec's supply chain and buying group membership. Covelec is also an ABB Value Provider for authorised motor repair and supply.

"The investment means that Covelec consistently provides a 24-hour call out service, every day of the year," says Rotamec Group's Sales Director, Paul Pearce. "New practices, reinforced by the experience and commitment of the whole Covelec team, have improved the speed and quality of service for facilities engineers across the Midlands and M1 corridor."

Jon Bott, Covelec's Branch Manager, says: "Covelec has had month-on-month record growth, including new customers as well as those returning to us. This is because the service has improved, including a faster, more efficient process for our customers. This has been achieved thanks to the commitment of the team, supported by the investment in existing staff, new members, and facilities."

New facilities include updated ovens and tooling. The workshop has a new layout, improving the efficiency of equipment flow through the repair and maintenance process, as well as better customer access, including extended parking facilities. Covelec has also increased its transport for round-the-clock collection and delivery of customer equipment.

Investing in staff facilities, new personal equipment has been provided alongside a development of engineers' washrooms. Improved health & safety practices have also been implemented. This focus on well-being, alongside inclusive, company-wide communication and engagement,



has improved cohesion and teamwork.

"Our aim has been to make Covelec a great place to work," says Jon. "We've tried to bring everyone together towards the goal of improving the speed and quality of customer service. This has been achieved, and the results have been reflected in the increased customer demand."

Rotamec is a leading electromechanical services provider for rotating equipment. We specialise in the repair and supply of pumps, motors, gearboxes, generators and power transmission components. Our turnkey service provides our customers with 24/7, 365 days-a-year engineering support that minimises downtime for critical equipment.

Founded in May 2000, Rotamec has grown over 20 years from 2 employees to 64 working across three branches located in Cheddar, Exeter and South Wales. In 2021, Rotamec acquired Covelec, which provides a 24/7 supply and repair service for rotating mechanical equipment in the Midlands.

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SCAN ME





Books To Bearings

Jack McGilligan, from J3 Belts and Bearings explains his experience starting up a company whilst studying for his Undergraduate Degree in Business Studies.

As I have come to learn, entrepreneurship is harder said than done. My journey started in 2020, when I decided to launch my first company during my undergraduate degree, all because I struggled to find a student placement, stemming from the pandemic.

Created to serve the local engineering industry, by myself and my two brothers, John and James – J3 Belts & Bearings Ltd aimed to allow our clients to maintain efficient operations in a quality and professional approach. We identified a gap in the market in the Mid Ulster area and decided that together we could provide a service to our community. I was passionate about this project. This company was my draft, a personal test of my capabilities, and the very expression of my entrepreneurship potential. We knew that J3 wouldn't be an overnight success, and with minimum experience in this industry, we had no doubt that we had many late nights of learning ahead of us.

Nothing happened like we had imagined in terms of growth. Whilst it was, indeed, a fast-paced environment, full of business opportunities, no overnight innovation

triggered our growth, only our hard work did. Let's not forget that I was also balancing a full-time degree in Business Studies. Whilst the workload pushed me and my abilities to the limit, it also enabled me to learn how to run a business as I went. Through completing a degree in Business Studies, I was able to utilise my learnings in marketing to publicise our products and services to potential customers; trialling various business models and implementing them into our organisation.

Since finishing my degree in May, I have finally been able to put my full attention into J3 Belts and Bearings and really explore its potential. That's where BearingNet came into play. The User Meetings were of course the biggest draw. We decided to attend the Dublin User Meeting which gave us the opportunity to meet our current suppliers. This was not possible beforehand as a result of the pandemic. As the youngest company at the User Meeting, I made new connections, developed my knowledge on the industry and promoted our company.

Overall, my journey as an entrepreneur

has been extraordinary, full of crazy and fantastic highs and lows. Over the past two years, we have experienced substantial growth. We have watched our business develop from one phase to another in a very linear way, growing our customer base, expanding our products, and increasing our knowledge on the industry.

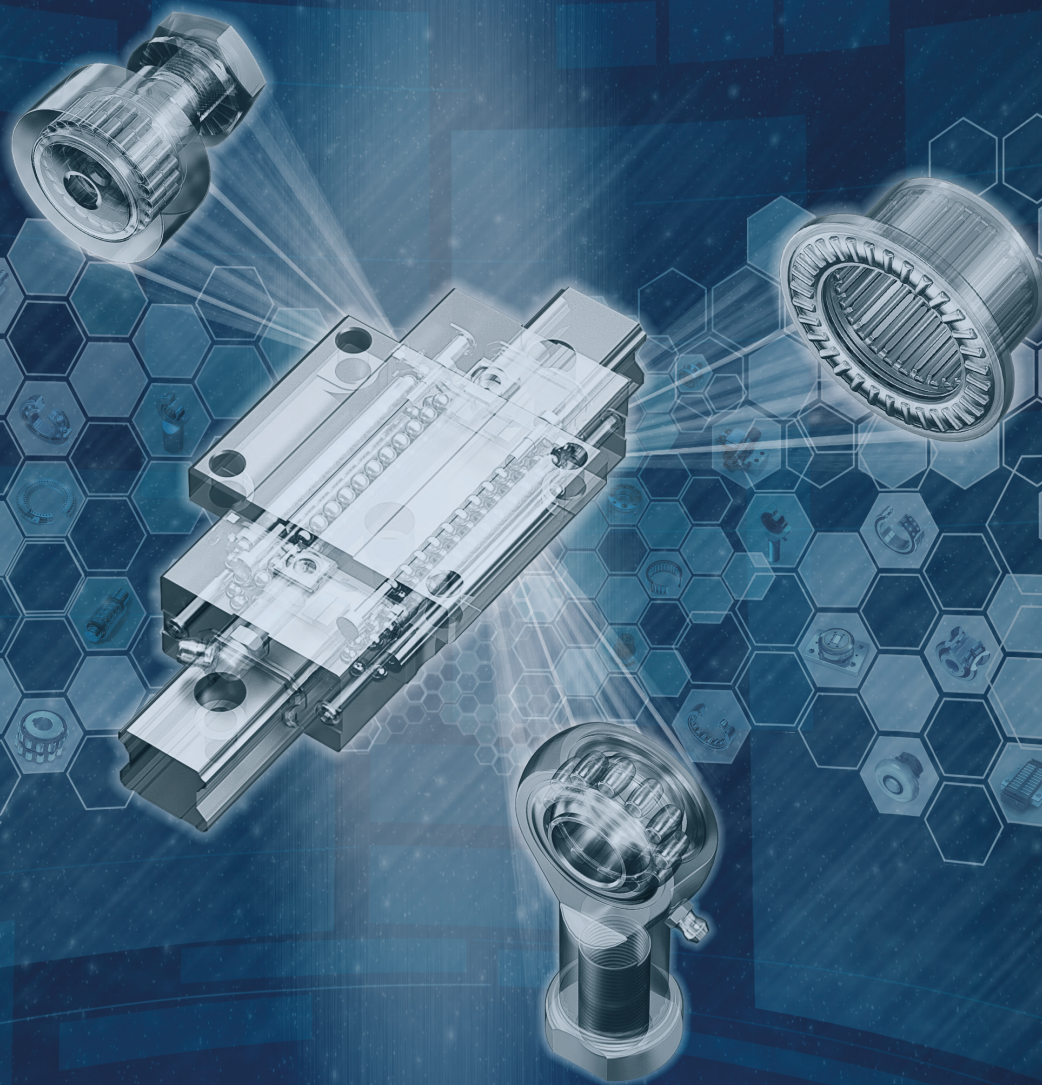
I've met incredible people in the trade, both locally in Ireland and internationally. While the outcome was both exhausting and energising, it has slowly but surely designed the business owner and worker I have become. In the next year, I hope that J3 Belts & Bearings can continue to grow and provide a service throughout Ireland and the UK. We will continue to reinvest in our organisation, in order to grow our stock levels and also diversify our products. The BearingNet event was the first bearing show J3 have attended, and we look forward to seeing everyone next year at the BearingNet User Meeting in Berlin!

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