

Spring 2023

Best Bits

Your Industry Magazine By BearingNet



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Acorn Industrial Services



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Corsair Sarl



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BEARINGNET TIMELINE

YEAR
1995

From the beginning...

The idea of BearingNet is born. The visionary is the late John Bass (Peter's uncle) and the idea is brought to life by Peter and Gary (from Peter's basement).

YEAR
1996

... and we are live!

First version of BearingNet is available on floppy disk (remember those?!)

YEAR
1998

Ready for take-off...

The Wanted page is created. This resulted in explosive use of the platform!

YEAR
2000

More business opportunities...

Quotes are turned on. Members are now able to send RFQs.

YEAR
2005

Making things easier...

First automatic stock upload received.
The very first User Meeting in Prague is also held!

YEAR
2014

The start of many...

First edition of Best Bits magazine is created.
This Spring edition marks number 11!

YEAR
2018

Casting a new net...

BearingNet's sister site FluidPowerNet is launched!

YEAR
2022

The start of a new chapter...

Peter Annis retires and Nicola Beer becomes Managing Director.

YEAR
2023

A big milestone...

BearingNet host their 20th global User Meeting in Berlin, Germany!



A message from the editors

The making of this Best Bits magazine comes from two brand-new editors at BearingNet; Stacey, who's just 5 months into her Marketing & Events placement year at BearingNet, and Sophie who joined the marketing team 3 months ago.

"We have loved putting together the magazine - it has been a learning curve for both of us and has given us great opportunities to talk to our members from all over the world. A big thanks to all who have contributed, we hope you enjoy reading it as much as we have enjoyed making it!"

"This is certainly only the beginning for the two of us, and we look forward to getting out there and meeting more of our members at this year's User Meetings, and also creating the 2023 Autumn edition of Best Bits later this year."

If you would like to be featured in the Autumn edition with an article or advert, please contact us at marketing@bearingnet.net

Sophie and Stacey



Sophie Soady
Stacey Hatcher



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Highlights

Following the passing of Corsair Sarl's founder, Nick Spanner 2 years ago, we spoke to son and now Managing Director Jordan who talks us through the company's future plans.

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Corsair Sarl



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PIX Transmissions



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ACORN Industrial Services



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Godiva Bearings help the local community

Acorn Industrial celebrates with beehive

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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 industrial-now.net which features a range of news from distributors, manufacturers and the industry.

BearingNet Company News

Updates for 2023

Here, There and Everywhere!

One thing BearingNet isn't afraid of is continually changing and endeavouring to get 'out there' as much as possible! We're attending a lot of events this year because we think it's the best way to meet our members and learn what they want. We can't wait to hit the road again to meet up with familiar and unfamiliar faces in the business at events like the Stuttgart Fastener Show, Drives & Controls, EPTDA, PTDA, and the Bearing Show. Additionally, we are eagerly anticipating having our 18th and 19th User Meetings in Orlando and Berlin, respectively, in 2023. Keeping in touch with our members is always important, so please let us know if you'll be at any events.



See our events page here:



A New Beginning For Swiss-Based Corsair Sarl As Successor Jordan Spanner Takes The Reins

Following the passing of Corsair Sarl's founder, Nick Spanner 2 years ago, we spoke to son and Managing Director Jordan (far left) who talks us through the company's future plans.

As a family business that started in Switzerland back in 2006, Corsair Sarl operates under 'the principles of the very best service and prices' they can offer. With over 72 years' experience between the team, Corsair are confident in offering help and advice with all power transmission and bearing issues.

We spoke to Managing Director, Jordan Spanner, about the recent changes following his father's death, and what plans the company has for the future.

How was Corsair set up, where are you based and what is the history of the company?

My father, Nick Spanner started Corsair Sarl in 2006 to service the local market here in Switzerland.

We are located not too far from the shores of Lake Neuchâtel (the largest lake in Switzerland not counting Lake Geneva/ Lac Leman which is shared between France and Switzerland).

Breaking into a small market such as Switzerland, where competition has been around for decades, is not an easy task. However, Dad loved a challenge, as do I. Over the years we have become a very well-respected supplier to some of Switzerland's big manufacturing facilities.

We have achieved this by proving time and time again that technical knowledge, paired with experience and impeccable service is what every customer should expect! And that's what they get when working with Corsair.

Obviously, your father Nick was a very well-known and respected member of the BearingNet community. How has it been since he passed away?

It has not been easy as Dad has left a big hole in our family and in our extended bearing family. But Dad always made it clear that a good work ethic is important and so, business must continue as usual.

How has the BearingNet community helped you during this period?

All the supportive messages and encouragement and the advice from the community has been very helpful and much appreciated. The support we have received has been invaluable, and above and beyond business. So, a big thank you to everyone.

How has the transition period been for Corsair?

Despite the usual difficulties, I have been taught by one of the best in the field and I have the bit between my teeth now and we are raring to go!

Your father's shoes are big ones to fill - will you continue his legacy in the same way or are there changes in the pipeline?

My father built a great foundation for Corsair over the years, and I am so glad that I had the honour to work with him for 12 of them. Of course, his legacy will live on in the work ethic he exemplified, and with that there are some big changes coming in the near future for Corsair and we are excited to be able to share those with you soon! Corsair as a company has been going from strength-to-strength each year with new distributions and expansion projects on the horizon.

What is the main success behind Corsair?

We are not afraid of work and are always looking for more. My team has been brilliant at adapting to the recent changes we faced. We have big aspirations for the future and will continue to work within the bearing community to provide customers with the best service and pricing.

Thank you for taking the time to speak with us Jordan, we wish you all the best with your future endeavours at Corsair Sarl and we look forward to seeing the exciting projects unfold in the near future.

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BearingNet Feature Updates

What's gone live over the last few months on BearingNet:

- Filtering on the search page to help you refine your search quickly
- Data Insights Bolt-on to give you in depth stats on searches, part inquiries across the industry, your rank and much more
- Public Stock Search; you can now add the entire BN search database to your own website
- Industrial Now is our updated news site where members can post company news and announcements
- BearingNet Chat enables companies to communicate with each other instantly via the BN website
- New recommendation scoring allows members to rate other members on a variety of criteria
- A new industrial parts directory so you can list/promote all the other parts your company stocks



Our new IT guru Tom (middle), with new Marketing team members, Sophie (left), and Stacey (right)



Herts Young Homeless

This year the BearingNet team are continuing to work closely with the Herts Young Homeless (HYH) charity, planning to attend and host a number of events to raise vital funds for the important work that is carried out on a daily basis. 2023 marks 25 years of HYH, and whilst they are marking this milestone, we are keen to raise awareness that homelessness for young people is still an issue so many years on. We are determined to help tackle this issue, so our team will be hosting a bake sale, signing up to various physical challenges, and taking part in the Sleep Out in November 2023.

Find out more here:





Özteknik Expand In The Bearing Trade And Introduce Industrial Parts

Turkish-based Özteknik Rulman have served the bearing sector for 37 years, with experience growing year-on-year. Now they are expanding into new territory.

Özteknik Rulman, has been running their business at the centre of the power transmission industry since 1986. During the early years, Özteknik Rulman were located in the main street of the old industrial zone in a small 30m² warehouse. Now, after many years the company has 3 warehouses with space totalling 4,500m². This expansion has enabled them to carry more stock, an increased product range and a larger team to support their customers.

The company has gone through exciting times recently and has now become an official Timken authorised distributor. Timken will be a great match for their product portfolio, as they are currently serving the mining, steel, oil/gas, and food industries with the various products they offer. For more than 120 years, Timken have applied innovative problem solving to the most challenging applications worldwide and will strengthen the ability to further serve their customers.

Timken is focused on expanding its tapered roller bearings and growing its offering of industrial bearings and mechanical power transmission products and services. Today the company engineers, manufactures and markets bearings, gear drives, automated lubrication systems, belts, chains, couplings, and linear motion products, and offers a spectrum of powertrain rebuild and repair services. Timken's engineering knowledge in metallurgy, tribology and power transmission is applied across bearings and related systems to improve the reliability and efficiency of machinery around the world.

In addition to their bearing portfolio that Özteknik Rulman has offered since 1986, they also serve the market with other key power transmission parts, such as energy efficient electric motors. They are a distributor of AEMOT electric motors and generators. AEMOT is one of Turkey's most important manufacturers of electric

motors and has become a specialist in the field. Their production facility is located in Aksaray at their 28,000m² site, where they manufacture 3 phase electric motors ranging from type 63 to 315 body size, between 0.12 kW- 200 kW power ratings, 2-4-6-8-10-12 pole AC.

In line with customer demands, AEMOT can manufacture special electric motors with mechanical and electrical measurements as well as a wide range of standard product types. In today's world, with one of the most important issues being energy, AEMOT's IE3, IE4 and IE5 high efficiency electric motors are key to their product offering.

Within the power transmission industry, electric motors are widely used and for most applications manufacturers need gearboxes to coincide with the applications that motors are used for. Özteknik Rulman now also offer i.MAK brand gearboxes. For 50 years, i.MAK has

developed and produced gearboxes and drive solutions that answer the needs of their customers within their 16,000m² production facility.

With over 1,000,000 product configurations, i.MAK offer customers the best, reliable and flexible solutions for their application. Their gearboxes power and move hundreds of thousands of machines daily in a variety of applications globally. Such applications and industrial sectors include, food industry, cement factories, construction, logistics, mining, quarries, agriculture, as well as oil and gas.

In line with their knowledge and experience, they only sell products which they have trust in. Özteknik Rulman is also a distributor of a wide range of power transmission parts. Among them is the well-known brand AZM which is manufactured with 100% quality control. AZM is the most reliable option to ensure quality at the most affordable price.

When choosing the brands that they distribute, Özteknik Rulman focuses on the needs of their customers. The company wish to establish a union of strength for the brightness of our world and industry, with their valuable customers who believe and trust Özteknik Rulman.

Contact here:
ahmet@ozteknik.com.tr
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"Where do I rank on BearingNet?"

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"Which countries could I do more business with?"

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Data Insights Bolt-On

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PIX Establishes New Logistics Hub In Nagpur, India

PIX Transmissions recently opened another greenfield project to further fortify its position as the leading global player in the power transmission belts industry.

The company has overseas subsidiary operations in Europe, and the Middle East, in addition to over 250 committed channel partners in over 100 countries worldwide.

As part of their expansion drive, the PIX Logistics Hub (PLH) was officially inaugurated in the presence of their senior management and distinguished leaders from the local community. Located in close proximity to its manufacturing plants, the PLH is sprawled across 7 acres of land and provides over 155,000 sq ft of storage space to house over 6 product lines.

This ultra-modern warehousing facility is purposefully equipped to further strengthen their availability and order

fulfilment capabilities in catering to the growing demand for their products across the world.

Speaking on the occasion, the PIX Chairman & Managing Director, Mr. Amarpal Sethi stated, "We are delighted to launch and include the PLH facility among a host of expansion initiatives undertaken by the company in keeping with our vision and a strong commitment to our customers".

With state-of-the-art belt manufacturing units, as well as an ultra-sophisticated, automated rubber mixing facility, PIX is renowned for delivering a broad range of highly innovative, reliable, and price-competitive power transmission solutions.

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Europe's Largest Lubrication And Bearing Technology Event Is Back!

The Bearing Show co-located with Lubricant Expo is back for 2023 – Join the leaders in bearing technology, 26th – 28th September 2023, Messe Essen, Germany.

The Bearing Show is set to return to Essen, Germany later this year as the industry's largest free-to-attend exhibition and conference. Co-located with Lubricant Expo, Europe's largest lubrication technology event, the two shows sit side-by-side, providing visitors with an extensive range of suppliers and educational sessions that aim to help visitors looking at reducing costs, improving efficiency, progressing OEM development and maximising the performance of systems across a range of environments.

Strategically placed in the heartland of industrial Germany, The Bearing Show is attracting attendees from key end-user sectors, from OEM's pushing the performance of their products, to maintenance and service professionals that keep operations running optimally. Coupling the event with Lubricant Expo provides a very complementary addition of sessions and suppliers, along with its own audience of OEM's, machine manufacturers, industrial plant managers, global distribution channels, and more.

A core belief held by the event's directors, Paul Hooker and Anthony Roberts of Event Partners Ltd, is that there is a unique value in connecting the needs of

an industry's end-user customers with the innovation occurring throughout the entire industry supply-chain.

Paul notes this approach to the show, "One of my favourite parts of organising events like this is witnessing the interactions that it enables, in talking with visitors from a diverse range of positions, all coming from different angles in terms of their relation to the industry itself. Of course, you see and expect the obvious connections being made between suppliers and their customers, but hearing from visitors about the opportunities they are walking away with that occur through surprising connections that wouldn't normally occur outside of an environment like this, it's a very satisfying aspect of bringing groups together in this way".

With this interconnected nature in mind, The Bearing Show features exhibitors from the entire industry ecosystem, including finished bearings, condition monitoring technologies, materials, tools, manufacturing equipment, components and testing solutions, all an important aspect of bearing specification, production and application.

The 2022 show was a major success, welcoming 120+ exhibiting companies, 80+ speakers and thousands of attendees

across an action packed 3 days. With preparations well and truly underway for the 2023 event, the show has already welcomed brand new exhibitors alongside the returning industry giants, participating in the exhibition and conference including: NTN, NSK, Timken, SKF, Total Energies, Miba, ALT Bearings, Fraunhofer, JESA SA, SDT Ultrasound Solutions, Petronas and many more!

"It was important to see some different possibilities for the exhibitors, some news, some highlights, some improvements and this for me as an engineer is quite important". Ulrich Gimpel, Lead Center Linear Motion, NTN Germany.

"It's been a fantastic show! Exactly what I have been looking for to see more opportunities and more engagement whilst looking at the solutions to our problems in the industry. I have thoroughly enjoyed it!" Sarma Volety, Tata Steel.

Alongside the exhibit hall, the event features a three-day conference that tackles the pertinent challenges, opportunities and innovations presenting end-users and manufacturers across key applications and markets. Development of the 2023 program is about to begin



and looking back at last year's highlights from lively panel discussions, educational presentations and interactive workshops provides an agenda that targets the needs of bearing customers across the board. Sessions included deep dives into topics such as bearing failure analysis, high-speed developments, state-of-the-art bearing designs, market expectations and forecasts, management of shifting lead-times, approaches to bearing life extension and much more! With the call for 2023 speakers happening soon, the event is setting its sights on an equally engaging program, once again recruiting the leaders of the field to deliver these educational conversations.

With the 2023 event already on the verge of being sold out, having seen 90% of stands being allocated to exhibitors, now is the time to get in contact with The Bearing Show and Lubricant Expo team to secure your position on the exhibition floor.

Guarantee your place at Europe's largest lubricant and bearing expo today, this is not an event to miss!

Exhibiting Enquiries
Paul.Hooker@event-partners.org
[+44 1273 789561](tel:+441273789561)

Marketing Enquiries
Rachel.Seligman@event-partners.org
www.bearing-show.eu



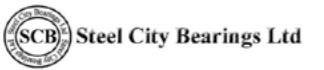
Take a look at the members who have officially joined the BearingNet

QUARTER CENTURY CLUB

since our last edition



[UNIVERSAL BEARING COMPANY](#)



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A big thank you to all of our members who have been with us for 25 years!

Nicola Beer

Managing Director



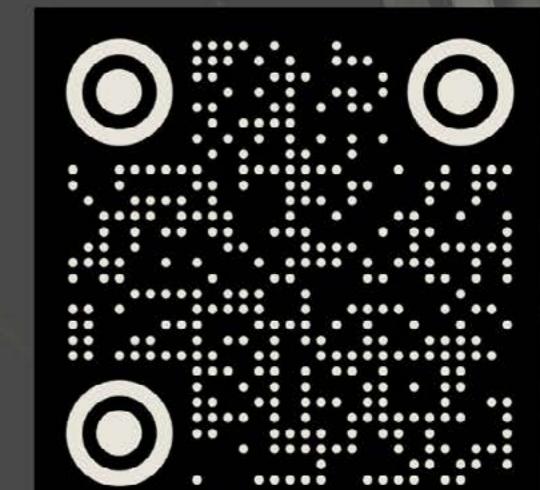
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Black Country Food Bank based in Brierley Hill is one of our key charities we donate to and assist whenever possible, with our whole team contributing to our food collection box every Christmas.

The food bank helps vulnerable individuals and families in crisis through the provision of 3 days emergency food supplies while a longer-term solution is developed.

The services they provide have an enormous impact on the people who use them, giving them important breathing space at a time of great need.

Donate here: www.justgiving.com/blackcountryfoodbank

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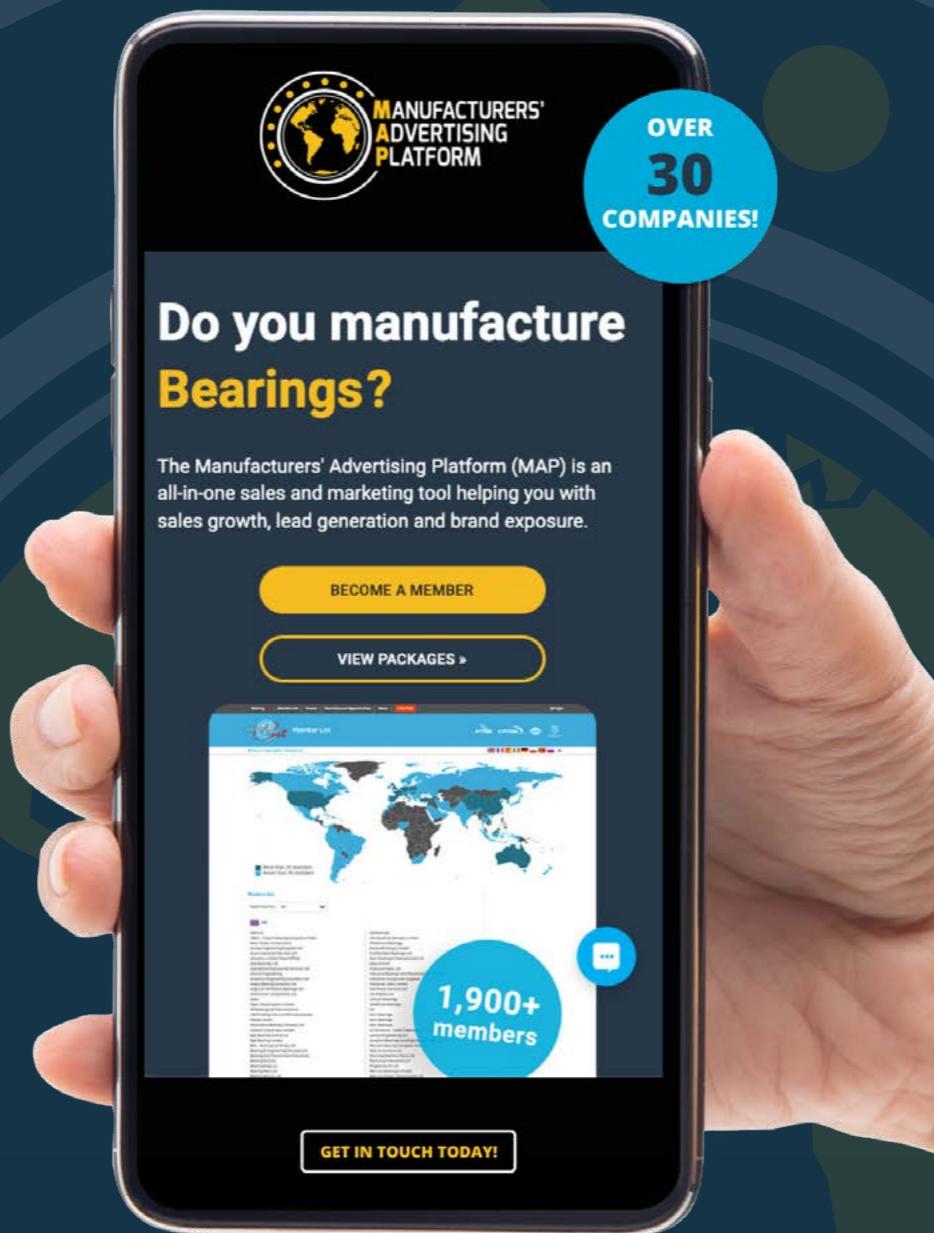
Since BearingNet introduced the MAP platform back in 2015, they have had over 30 global manufacturers of bearings and other industrial parts come together, forming a powerful network of like-minded users.

The all-in-one sales and marketing tool is a must-have for manufacturers in the everchanging world of online trading. Whether you need help with sales growth, lead generation or brand exposure, MAP has it covered.

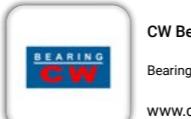
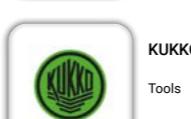
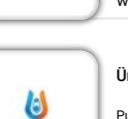
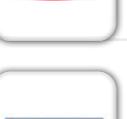
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Here is the latest list of the companies on the Manufacturers' Advertising Platform (MAP):

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 Baart Industrial Group Bearings, Chains & Sprockets www.baartgroup.com	 Elgeti Engineering GmbH Testing & Analysis www.elgeti-engineering.de	 Precision Bearings PVT Ltd Bearings www.znlbearings.com
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 ARVIS Housings www.arvis.co.uk	 PFI Group, Inc. Automotive Bearings www.pfibearings.com	 BEARINGnet

Rolling The Dice

From £13 to 8 figures - BearingBoys have come a long way since their first branch.

As a company, we have always strived for year-on-year growth. 17 years in, we have managed to sustain that, increasing our revenues and margins each year. In the last year we managed to achieve an increase in annual revenue of 58%, which is handsomely above our expectations.

One thing we have always done well as a company is not being afraid to roll the dice, as things start to become comfortable, we make it uncomfortable again. We welcome pressure as that's what we have got used to, it forces us to perform better.

The team we have assembled want to be challenged and share our desire to transform the company into something we are all proud to be a part of.

We have rolled the dice from as early as I can remember; the company had been trading about 6 months and everything was coming along nicely. Cash flow was stable, but we really needed to break out of working from home, especially as our ambition was to become the Amazon of the Bearings and Power Transmission industry.

We managed to secure a little unit about 1,000 sq ft, with a small office and stores (hardly Amazon I know!).



It needed some kitting out and a bit of investment, which would stretch the budget. However, we were full of optimism on that first day as we organised the new desks and plugged in the phones. The sign went up above the door and the night before we opened I had a dream, that the road leading into the office was clogged with customers queuing to visit our trade counter.

We opened the doors and we waited, and waited some more and then absolutely nothing happened! Rather than it being the grand launch we had dreamt, the phones didn't ring, nobody visited the trade counter, and we only took one online order.

The first official day of opening and we took a grand total of £13!!

Now you don't need to be a mathematician to work out those figures would not cut it, with the next day not being much better, suddenly, we were under pressure as we had to bring in sales, fast!

For the next few weeks, we worked like we were possessed by Jordan Belfort, from the Wolf of Wall Street (only legitimately!). We hit the phones hard and made it busy, suddenly our phones were

ringing, and people were visiting. Within a few weeks we had blown through our targets and were starting to think about hiring our first member of staff.

This theme continued year-after-year and every time we started to get comfortable, we would invest in new personnel, increase the wage demands, further expand our advertising or improve our systems and processes. We would constantly be adding pressure in order to continue expanding the company.

Now, obviously, the business is in a much more settled position than 17 years ago, however, we have still invested heavily over the last few years in our Midlands and Scotland branches, both of which have been an enormous success. We have invested heavily in our head office in Norwich not only in personnel but on the long-term infrastructure of the business and this year we look to break 8 figures revenue for the first time!

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Royal Recognition For Yorkshire-Based International Bearing Distributor

Global bearing distributor Quality Bearings Online, based in Leeds, has officially received the Queen's Award For Enterprise For International Trade 2022.

On January 12th 2023, The Lord Lieutenant of West Yorkshire, Ed Anderson, presented the Queen's Award For Enterprise to Quality Bearings Online (QBOL).

Two of QBOL's employees, Liam Doyle (25) and Meghan Say (26), accepted the official glassware trophy and signed scroll on behalf of the QBOL team. The Lord Lieutenant also opened the brand-new purpose-built warehouse and office space based at the new industrial estate on Gelderd Road in Leeds. Later that night we commemorated the successes of the Yorkshire business, and the team was celebrated by suppliers, valued partners, friends and family who travelled to be there.

Now in its 57th year, the Queen's Award for Enterprise is the most prestigious business accolade in the country, with QBOL being one of just 23 Yorkshire firms honoured with the Queen's Award for



Enterprise in April 2022. The certificate, the Grant of Appointment Scroll, is the only document to be signed by both the Monarch and Prime Minister, this issue having been signed by her late Majesty Queen Elizabeth II.

Quality Bearings Online is a multi-award-winning E-Commerce distribution company which supplies ball bearings, engineering spares, and technologically advanced lubricants to customers in over 110 countries worldwide and year-on-year have experienced incredible financial growth. Quality Bearings Online provides excellent customer service and rapid delivery anywhere in the world.

Denny Maude, CEO at Quality Bearings Online, said, "Our journey started just over 10-years ago with a vision of becoming number one at what we do. Winning the Queen's Award for Enterprise is very special to the team, and we're delighted that our hard work has been recognised."

"My business partner, Simon Riley, and I couldn't have got to where we are today without the fantastic team and talent we have here at QBOL. We are extremely proud of how far they've taken the company, and that's why we decided to send two of our longest-serving employees up to collect the award on behalf of QBOL."

To complete the evening, The Lord Lieutenant of West Yorkshire cut the ribbon to the new premises, and the building was officially opened. The guests were given tours of the building and we provided complimentary food and drinks. They each received a scratchcard with a chance to win prizes such as a hospitality box for Peter Kay Live at Leeds First Direct Arena and a £200 donation to the winner's charity of choice. Guests were also invited to donate to Candlelighters, a Yorkshire based charity supporting families with children with cancer for which QBOL has raised money several times over the years.

Denny continues, "After months of planning, we were extremely grateful to welcome our special guests and give them an insight into what we do here at QBOL and the culture we have created, as it's something we are extremely proud of. I'd like to thank our partners who worked with us to make QBOL the success it has become."

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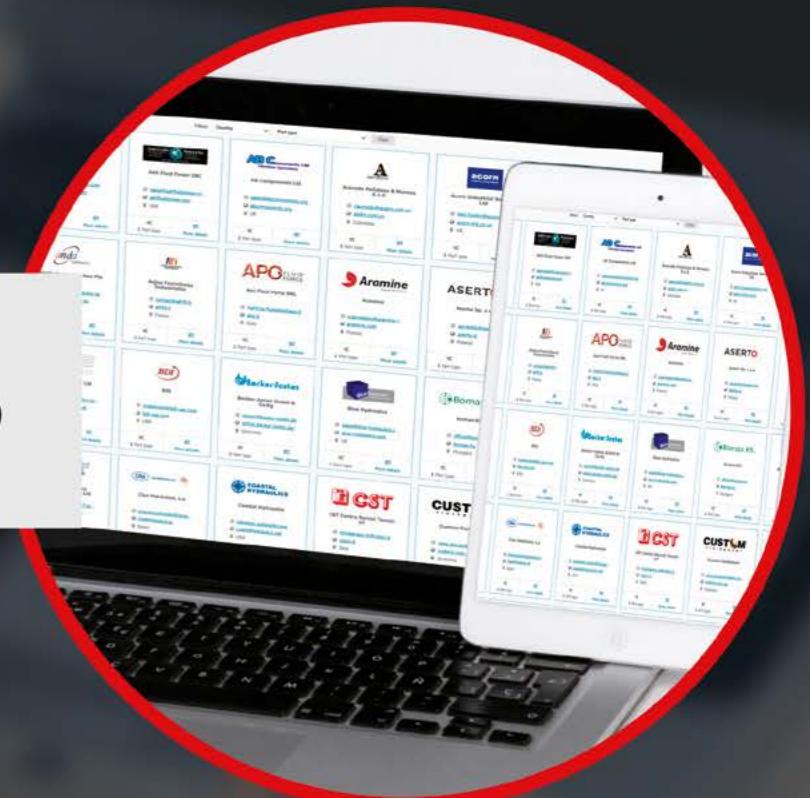


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CovElec Hosts Open Day For Local Engineering Students In Leicester

CovElec, the Midlands-based motor, gearbox, and pump maintenance provider, joined forces with Leicester College to offer students a hands-on experience as part of their T Level studies.

As the UK faces shortages in critical sectors such as engineering, it is vital to encourage the younger generation to consider their options in this lucrative trade. Working directly with local schools and education centres, CovElec encourages engineers of the future via apprenticeships and work experience opportunities. A modular approach to training ensures apprentices and students gain a broad skill set and can focus on a specialism, which allows them to pursue personal goals within the engineering sector.



Leicester College offers a two-year T level course implementing an 80/20 approach with blended-learning sessions and an industry placement to put their skills to the test in the real world. CovElec recently hosted an open day for these

students with live demonstrations in the art of rewinding, machining, and general day-to-day operations of a fully equipped mechanical and electrical workshop. Our engineering team, many with over 20 years' experience, offered advice and discussed the exciting opportunities the trade has to offer.

Also attending the event, were several key suppliers from the likes of ABB, Drumm Motors and NTN Bearings, to give advice and showcase their products and services to the students showing their commitment to recruiting new talent into the engineering sector.

'The industry needs young people to step in and fill the skills gap left by older generations. At the CovElec and the Rotamec group, we devote time to engaging with young people who are interested in engineering, providing opportunities for them to join us. Following on from the open day many of the students have expressed their wishes to work alongside us as part of their course, which we are delighted to facilitate.'

We look forward to working with engineers of the future.'



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It all started in 1946 with just two drills and a lathe machine. MASTA are based in Ahmedabad, Gujarat, which is a distinguished name in the manufacture of bearing housings. Over the years, MASTA has developed significantly with 3 vastly equipped foundries and state-of-the-art manufacturing facilities spread over more than 2.5 acres, giving them capacity to make more than 12,000 MT of castings and 250,000 bearing housings per annum.

Their progressive workshop covers 18,000 sq ft which includes 45 machines, CNC turning centres, VMCs, HMC, horizontal boring machines, VTL, paint booths with conveyor systems and many more! The supreme strength of the company is its in-house manufacturing facilities covering the whole process from designing, tooling and patterns, casting, machining, assembling, painting to meet any specification, offering inspection to third party inspecting agencies, packing and dispatching.

For the last 3 decades, they have worked on the concept of making their products in India, establishing a global distribution network and developing a supply chain to the OEM's and end users to enhance their global footprint. As a part of their move,

they have developed global partners in South Africa, Europe, Middle East, Australia, South Asia, and their quest is on for the USA, Canada and more.

MASTA group is certified with ISO 9001, 14001, 45001, PED (pressure equipment directives), and CE certificates. The prime focus of MASTA is on its core strength of manufacturing a wide range of bearing housings, through continual technological improvement, innovation, and the upgrading of infrastructural facilities whilst maintaining stringent norms of quality control coupled with unparalleled customer service.

The future for MASTA is bright and the aims of the company are to contain the growth centric development with mass production. The objective is to become a



world leading brand through its quality, customer service and competitive edge.

The energetic, enthusiastic, and experienced management backed by well experienced employees have created a long-lasting relationship with the company for several years. They are the backbone of the organisation!

Our strength in marketing, the best quality products and competitiveness has allowed us to increase sales, by competing with manufacturers from other countries to become a reliable supplier in the industry.

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PFI Bearings Celebrates 30 Years

The American company celebrates 3 decades of offering all-in-one bearing solutions to more than 70 countries.

PFI Bearings, celebrates 30 years in the bearing business. From its early days, with the production of electrical bearings, the company has evolved into the current multi-national corporation with a global footprint that we know today. Producing over 2,000 different SKUs, significantly increasing its range in size and coverage and in technological complexity. 3 decades of success, defined by PFI's key factors: high-quality bearings, reliable service, comprehensive range, and stock proximity.



PFI Bearings delivers OEM-quality bearings for agricultural, industrial, and automotive (light, medium, and heavy-duty) applications. Its main lines are alternator and starter bearings, A/C compressor bearings, clutch release

bearings, transmission bearings, electrical motor bearings, differential bearings, tensioner bearings, and wheel bearings. The company currently counts on an extensive network of highly optimised, strategic regional distribution centres all over the world, from North to South America, Asia and Europe. This ensures seamless service to all customers and supports its presence in more than 70 countries.



Service is at the heart of PFI's strategy, and its vision is to continue enhancing this competitive edge by increasing the number of subsidiaries worldwide. "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 we have a few interesting markets in the pipeline for our next subsidiaries. We also plan on increasing capacity for our existing ones", points out Felipe Martin, PFI General Manager. "We 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."

The company, which is now part of Fersa Group, foresees a brighter and fast-growing future following its acquisition in February 2022.

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A 40 Year Industry Celebration With 'Bee The Difference' Hive Initiative

Acorn celebrates 40 years in the industry and looks to a sustainable future with the introduction of beehives to their Rotherham head office, supporting the local ecosystem.

Acorn Industrial Services Ltd, one of the UK's leading suppliers of power transmission products, celebrates its 40th anniversary in July 2023. From its founding in 1983, ACORN quickly expanded to become the multi-national company it is today, with 13 branches throughout the UK.

As they continue to expand, ACORN is looking to the future, building on its key sustainability ethos and goals. This year the team has invested in the 'Bee the Difference' initiative by welcoming a hive of bees onto the head office in Rotherham to support the local ecosystem.

It is predicted that if bees were to die out, humanity could only last about four years before becoming extinct because almost 90% of wild plants and 75% of leading global crops depend on animal pollination. The worldwide bee population is declining at an alarming rate, enough to be put on the endangered species list. It is, therefore, critical that we play our part while we still can.

Richard Hewitt, Marketing Manager, says: "We're grateful to SKF for helping with this project and donating the first hive, which was installed in October 2022. As part of our 40th-anniversary celebrations

this year, we wanted to make a difference and do something that would help the environment. We recognise the impact on wildlife that industry is having and decided to make these first steps towards helping offset our environmental impact and support wildlife. Beehives play a vital role in safeguarding honeybees for future generations. This year, the plan is to encourage interested employees to help manage the hive, expand our beehives, and create a wildflower meadow. Of course, one added benefit is that we'll produce our own ACORN Honey!"

"We recognise the impact on wildlife that industry is having and decided to make these first steps towards helping offset our environmental impact."

Alongside the investment in the 'Bee the Difference' initiative, ACORN has introduced a range of initiatives to support sustainability, including making improvements to our head office, such as motion sensor lighting and upgrading equipment in our linear area to reduce energy consumption.

Additionally, to further celebrate the 40 years in business, ACORN will be planting 40 trees whilst also introducing electric vans into the delivery van fleet to reduce emissions and help to contribute towards a cleaner, less polluted local environment.

Acorn Industrial Services Ltd is part of Axel Johnson International, a global industrial group of more than 150 companies in 30 countries. Axel Johnson International drives business development and growth through a long-term approach to ownership in strategically selected niche markets, primarily technical components and solutions for industrial processes.

Axel Johnson International is organised into six business groups: fluid handling solutions, industrial solutions, lifting solutions, power transmission solutions, transport solutions and driveline solutions. Axel Johnson International is part of the Swedish family-owned corporate group Axel Johnson.

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Twelve Months On But Many Years Wiser

Chris Howard, Commercial Director at BearingNet, tells us all about the changes at the company since Peter's departure.

People are often afraid of change, and to be entirely honest I am no different. We quickly become accustomed to what is our 'normal' and when there is a risk of that changing it can be scary.

When Peter announced he was ready to take a step back from the day to day running of BearingNet, that uncomfortable feeling was definitely there. For Nicola and I, since our university placements at BearingNet, he has always been the safety blanket. The voice of reason, the one who had all the answers through the years of training he gave us. How would we cope without him? Who would we ask the questions to now? Who would have the final say on decisions?

12 months on, and the answers to all these questions were answered... we would!

Subtly, over many years of training, Peter had already begun that transition process in his own head, unbeknown to any of us. He had gradually been equipping us with the knowledge, the self-belief and the ability to know what to do in any situation. Without realising it, we were already making those difficult decisions and asking him had become a formality to reassure us that we were doing the right things the right way.

Our new look management team with Nicola at the helm as Managing Director has bonded really nicely. We've got a great mix of experience and youth (well a few of us are hanging on to the term youth anyway!) and have further strengthened the team with the recent addition of Tom Irving who brings a wealth of technical experience to the table.

"Just because that's the way we've done it for the past 25 years, doesn't mean it has to stay that way" is one such comment I remember Peter making. So we thought we'd tweak a few things (nothing major) here and there. The next comment was "We don't do it like that". I imagine this is a classic problem when changes in management occur, especially when companies have had the luxury of such a key linchpin for so many years. We soon adapted and found a way to make the transition process as smooth as possible and after the initial teething problems, we've gone from strength to strength! (by Peter's own admission).

One of the things we thought we'd struggle with is the new ideas – Peter was always great at coming up with them and it helped give the company direction from week to week, month to month. The truth is, being forced to set aside "thinking



Hannover Messe, 2015



Barcelona, EPTDA 2015



Rome, EPTDA 2017

time" and extract yourself from the day-to-day tasks has shown us that we're all capable of coming up with some great new ideas (and some rubbish ones too). After all, nobody else is going to do the thinking for us now.

12 months on from Peter adopting more of a traditional shareholder's role, the company is going from strength to strength. Moving away from shareholders working in the company day-to-day has meant processes had to become more formalised. We have created a long-term vision, strategies on how to get there, regularly updating shareholders on the progress of our strategy and each member of staff has a key contribution area towards us achieving this. We've added lots of new functions and features as a result of getting out there to meet more customers and deliver what they want, as opposed to what we think they want. After all, it's the members who use the site all day, every day so they are the real experts!

As I write this, Peter is currently watching the Australian Open in Melbourne (and also visiting his daughter who is travelling there at the moment) - being a tennis fanatic, I'm not sure which was the biggest pull factor! Why is that important? Well I guess it shows how far we've come in 12 months that Peter is now comfortable to pop to the other side of the world and leave everything in our (now) capable hands!

If you have any nice ideas or features you would like to see implemented on BearingNet then let me know and I'll be happy to discuss further.

Chris Howard

Commercial Director

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A message from Tom

The last 5 months since I joined BearingNet have flown by, thanks to the warm welcome and all the effort my new colleagues have made to make me feel part of the family!

Since then, I've been spending a lot of time getting to know my colleagues, as well as trying to understand the business, industry and most importantly our members.

I am here to ensure the technical team and wider business continue to drive more of the creative, innovative and functional developments that the BearingNet team have designed and delivered to its members over the years.

Where I can, I'll be looking to apply my experience and knowledge (whether that be with people, process, or technical) from other companies and industries I have worked with, into BearingNet and to help align the technical developments with the overall business strategy.



Watching the Australian Open



Koalaty time at Australia Zoo



Chris Howard
Commercial Director

Nicola Buer
Managing Director



Management Transition



Tom Irving
IT & Development Manager

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Brennan Industries New UK Facility

Brennan Industries announces the unveiling of a brand-new facility in Walsall, located at 50, Wharf Approach in the heart of the West Midlands.

The hydraulic fittings manufacturer also has a manufacturing facility in Nottingham, in addition to 4 other manufacturing locations and 13 strategically located distribution centres in the United States, Canada and China.

Managing Director Bradley Edmonds describes some of the improvements:

"We have designed the racking layout and conveyor system to increase efficiencies in stock replenishment, picking and packing."

Beyond the spacious 35,000 sq ft and 30 ft high ceilings, the location provides the most practical new development area for staff, according to Matt Stahr, Vice President of Operations:

"This new facility is five times our current space, so we can carry much more inventory and fill orders more completely, quickly and efficiently."

The benefit for UK customers? They can carry less inventory and have confidence the products they need are just a day away. The expansion will allow for the availability of greater 'off the shelf' configurations for end users, too.

"It shows that we are very bullish in the industrial UK market with this significant investment," Matt says.

All of this, combined with Brennan's BI Verify software, is "a real game changer," according to Bradley.

"BI Verify mitigates the possibility of incorrect product or quantities being dispatched to a customer," he explains, "Effectively, we are maximising the opportunity of our customers receiving the right products."

BI Verify is the first of Brennan's '4 Programs,' followed by BI Identify, BI Perform and BI Supply.

BI Identify helps customers select the correct fitting for their application or engineer a custom solution for them. BI Perform allows customers to consolidate their vendors and suppliers, streamlining their purchasing process. BI Supply eliminates stock out and logistics issues, alleviating supply chain disruptions.

Not only is Brennan investing in their infrastructure, but they are also investing in their employees, too.

"We have invested heavily into additional headcount across our accounts, customer services, business development, marketing, quality and warehouse functions to support our customers and our continued growth," Bradley states.

The facility has continued operations throughout the construction and transition, including actively recruiting new staff while fulfilling orders as usual.

"We wanted to get the team in prior to the move, so that there was no momentum lost and we could operate as close to normal as possible," Bradley says, "We have hired some really great team members who have been fully entrenched in training whilst supporting the physical move itself, all team members have been phenomenal in their efforts of making this as non-disruptive for our customers as possible!"

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A story of fluid power, electrical and mechanical technologies.

Flodraulic Group was founded in 1980 in Toronto, Canada, as a full-service design and manufacturing company. Year-by-year the group continues to grow, developing new skills and acquiring new competencies, thanks to the organic increase and acquisition of new companies.

It is the mission of Flodraulic Group to be a global leader in motion control technologies by bringing the best people, the best products and the best solutions to our customers. More than 650 employees are now part of the group across the USA, Canada and Europe.

In Europe, the group expansion began in 2016 with a precise industrial design: the identification of highly specialised companies in the various fields of hydraulics and electronics. This collection of companies gave life to Flodraulic

Europe. The headquarters are located in Bologna, Italy: a great recognition for our territory, evaluated as the most suitable and strategic in terms of competence, high professionalism, resources and attractiveness.

At Flodraulic, we deal with complex hydraulic systems, we have incredible customers, and we recognise the value of the territory as fundamental. We didn't create this knowledge, we inherited it. It is our job to develop, disseminate and share the know-how and experience.

For this reason, our goal is, and remains, the creation of a European network that makes excellence the engine of its decisions.

"I believe that there's a deep connection between companies results, work-life balances, the challenges it faces and

the territory that hosts that company. We are lucky that our group has its own roots in Emilia-Romagna, right into the hydraulic valley: engineering, mechanics, mechatronics and entrepreneurial spirit meet here, giving life to an innovative and cutting-edge soul." Massimo Dovesi, Flodraulic Europe President.

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 **FLODRAULIC**

 **FluidPower^{net}**



Continued Growth At Galco Amidst Supply Chain Challenges



New distribution centre provides more inventory and solutions to global disruptions for its customers.

Galco has come a long way since its humble beginnings. Founded in a car by Dan Galasso in 1975, he had a dream of becoming a leader in the industrial electronics and automation space.

Fast forward to 2023, Galco is now a global distributor of industrial electronics and automation products located in Madison Heights, Michigan, and has become the leader Galasso dreamed it would become.

As an eCommerce-driven, OEM and MRO-focused distributor of industrial and commercial electrical parts, Galco specialises in the distribution of hard-to-find products, offering a full range of services. These services include technical support, custom engineered systems, cross-reference solutions, and on-site or send-in repair. Galco also offers electronic control, automation and motion, lighting, and power transmission products.

This past year, Galco celebrated the opening of its brand-new global distribution centre.

Located just steps away from Galco's global headquarters, the new state-of-the-art facility accommodates Galco's growing inventory, which includes more than 350 authorised product lines from more than 670 brands. The new facility allows Galco to ship more than 1,000 orders each day.

"In 2021 Galco experienced massive growth while combatting continuous supply chain issues and delays," said Allison Sabia, president and CEO of Galco.

"Our new warehouse allows us to find solutions to these ongoing disruptions by stocking a broader selection of products and getting them to our customers more efficiently," Sabia continued to explain.

Double the size of Galco's previous facility, the new product distribution centre offers shorter lead times, more workflow efficiency, a media area to share more details about each product, and additional storage space for large drives and motors.

As a result of the distribution centre opening, a 22 percent increase in new jobs has been realised company-wide to meet customer demand and product-line expansion, allowing Galco to add personnel to further enhance operations.

Since opening, same-day shipping on ground and expedited orders have exceeded expectations with fulfilment rates of 95 and 99 percent respectively.

"Having a larger distribution centre will enable us to grow faster and continue to partner with the industrial automation market to support the future of technology," added Sabia.

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GALCO

 **FluidPower^{net}**

Lynch Fluid Controls & Sun Hydraulics: An Important Partnership Highlighting Conservation And Energy Efficiency

Sculpting the world of efficient cartridge valve technology and quick release couplings.

Lynch Fluid Controls is a leading supplier of hydraulic components and systems, known for our commitment to providing high-quality, innovative solutions to our customers. Taking our responsibility to the environment seriously, Lynch is proud to offer Sun Hydraulics Ecoline™ products, designed to reduce energy consumption and help conserve the environment.

Lynch believes in personal, professional, and social responsibility to preserve our world

Lynch's partnership with Sun Hydraulics recognises the importance of conserving and preserving the places where we work and live. We take environmental responsibilities seriously and are committed to reducing carbon footprint and promoting sustainability.

The global consequences of climate change and energy control are driving innovation

With the effects of climate change and energy control being felt around the world, there is a need for companies to act and do their part now more than ever before. Here at Lynch, we are developing innovative solutions to help conserve

energy and reduce the impact of hydraulic systems on the environment, ultimately, saving customers money.

The importance of the Ecoline™

Sun Hydraulics' Ecoline™ products are designed to reduce energy consumption in hydraulic systems by up to 70%. This is achieved through the use of advanced technologies such as energy-efficient pumps, optimised flow control, and advanced digital control systems. These products are designed to meet the needs of today's energy-conscious consumers, who are looking for ways to reduce their carbon footprint, as well as play a small role in conservation. As a bonus, creating machines and systems that have increased range and reduced operating costs are sure to bring an excellent satisfaction to your customers.

Lynch is proud to partner with Sun Hydraulics

By offering Sun Hydraulics' Ecoline™ products, Lynch is helping its customers improve their efficiency, reduce costs, lower their carbon footprint and contribute to a more sustainable future. In addition to the Ecoline™, Lynch has also added the Quick Release Couplings (QRC) line

of products to its catalogue. Products include Faster Diagnostic and FFH Flat Faced Quick Release couplings. Faster quick-release couplings in hydraulic integrated packages enables customised solutions for a wide range of hydraulic applications.

Every bit of improvement counts when it comes to conservation

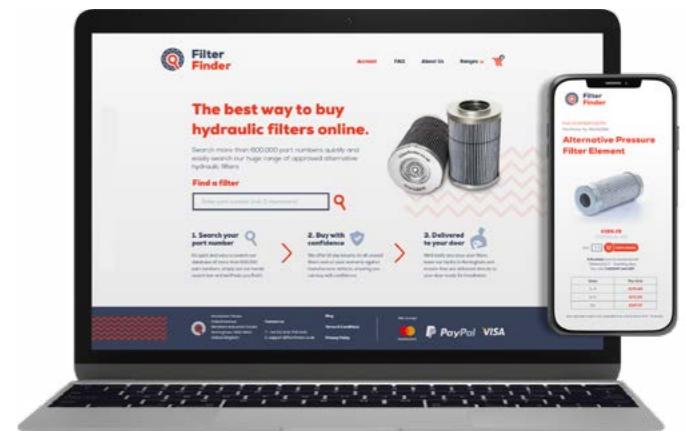
With more at stake than just saving money, it's important to note that conservation requires effort from everyone. Ultimately, we all benefit when buyers are given energy efficient options and customers are able to make smarter, more cost-effective choices for their businesses.

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FilterFinder's Global Expansion: A Journey Fueled By Hard Work And Support From FluidPowerNet

The FilterFinder team explain how their global expansion has progressed since beginning their international journey in 2020, with the help of the FluidPowerNet platform.



At FilterFinder, we are proud to say that our elements are now being used across the globe. Our focus on delivering high-quality products and exceptional customer service has allowed us to establish a reputation as a trusted partner for businesses worldwide. And we have FluidPowerNet to thank for being a key factor in this success.

FluidPowerNet has been a key player in helping us reach this milestone. Their platform has connected us with new customers and provided the resources and support essential for international expansion. Without their help, our journey towards global reach would not have been possible.

Our journey towards international expansion began in 2020, driven by a desire to reach new customers and offer the same level of service we are known for in the UK. We wanted to expand our reach beyond this market, and we knew that in order to be successful, we needed to be agile, adaptable, and committed to providing the best possible products and services to our customers.

The first step in our journey was to assess the international market and identify opportunities for growth. We evaluated our strengths and weaknesses and carefully considered the unique needs and demands of different markets. We also conducted extensive research on

local regulations and customs while establishing relationships with local partners and suppliers.

Once we had a clear understanding of the international market, we began the process of establishing a presence in different countries. We started by expanding our product offerings to meet the specific needs of different markets and improving our website to make it more accessible and user-friendly for customers in different countries.

We also invested in our customer support systems, making sure that we had the resources and expertise to provide fast, reliable, and knowledgeable support to customers around the world. Establishing a robust logistics and shipping system, ensuring that we could deliver products quickly and efficiently, regardless of where our customers were located.

Our efforts paid off, and we began to see significant growth in international markets and our products were well-received by customers around the world.

We also received tremendous support from FluidPowerNet, who provided us with the resources and support we needed to succeed. Their platform has connected us with new customers and provided us with the visibility and exposure we needed to reach a wider audience whilst also providing us with valuable insights into local markets.

Today, we are proud to say that we have supplied to all seven continents, and our international business continues to grow. Our success in our reach is a remarkable achievement and demonstrates our commitment to growth and customer satisfaction. Our partnership with FluidPowerNet has been instrumental in our international expansion, and we look forward to continuing this relationship.

Our journey towards global expansion has been both challenging and rewarding. It has required hard work, dedication, and a commitment to providing the best possible products and services to our customers. But we are grateful for the support we have received from FluidPowerNet, and we are confident that our international business will continue to grow and thrive in the years to come.

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Bowman: Why Should We Consider Production Volume 3D Printing For Bearing Cage Design?

We spoke to Bowman International's 3D Printing Applications Engineer, Charan Prakash about the positive impact that 3D printing is having on the bearing industry.

In 2021 Bowman International, a manufacturer of bearings and allied components, disrupted the split roller bearing market with a new product innovation containing 3D printed components – a design evolution that enabled Bowman's engineers to bring to market a world-first, high-load capacity split roller bearing.

By combining its knowledge of bearings, with its inhouse production 3D printing capabilities, Bowman has since developed a range of complex and niche bearing cages for applications all over the world.

BearingNet spoke to Charan Prakash, Applications Engineer for Bowman's 3D printing division, about how production 3D printing is transforming how we think about bearing cage design.

Is 3D printing really a viable alternative to traditional materials for creating bearing cages?

Until recently, the bearing industry designed cages within the confines of what was physically and financially possible using traditional manufacturing techniques and standard components, but production 3D printing has removed many of these boundaries.

3D printing increases the scope for component design, by making easy work

of complex geometries that simply aren't achievable using production techniques. This allows us to recreate legacy parts for niche sectors, design bespoke bearing solutions for emerging markets and innovate performance-driven, production-volume 3D printed cages that, in many instances, perform better than conventional products. All of this is available in lower batch numbers, with incredibly short lead times and no upfront tooling costs.

Since innovating our own 3D printed cages to increase axial load performance in a split roller bearing, we have supported the global bearing supply chain in overcoming a range of cage design issues.

Can 3D printed cages make bearing installation easier?

Overcoming difficult installation scenarios is a common challenge and was in fact, a secondary consideration for our own split bearing innovation.

Another example came when we designed two simple needle roller bearings for the automotive sector - the smaller of the two being in a hard-to-reach location. Understanding that our printing material, PA11 is highly flexible, we engineered a split in the bearing that would allow the installer to simply stretch out the bearing

and snap it around the shaft – a quick and uncomplicated solution that simply would not be possible when manufacturing with metal. An important consideration when designing this product was ensuring that the pockets responsible for holding the rollers in place, would continue to do so as the product was outstretched and snapped around the shaft.

Another example of leveraging 3D printing for easy bearing cage installation came from the US, when a customer asked us to redesign their product to accommodate a change in the installation process. The original metal component comprised two cages that clipped together from either side, but Bowman AP was able to re-engineer the entire part into just one piece that fastened on one side only, making installation faster and more cost efficient.

"3D printing is growing in popularity within niche applications and sectors that find mainstream supply lines unable to produce a viable solution."

Using 3D printing, our design engineers were able to create a range of iterations and prototypes within a very short two-week timeframe, requiring no upfront tooling costs. A new design was quickly agreed and successfully tested.

Can 3D printed bearing cages support niche applications?



Charan Prakash
Applications Engineer, Bowman



3D printing is growing in popularity within niche applications and sectors that find mainstream supply lines unable to produce a viable solution.

Recently, we have worked on solutions for several older bearing designs, in sizes that are no longer readily available for niche sectors that require smaller batches. But, instead of simply replicating the old product, we took our usual engineering approach to component design and improved its performance with better designed roller pockets before reproducing it in small, frequent batches.

"Our engineering expertise comes at no extra cost and is one of the things that sets us apart from the large scale "print houses" that dominate the 3D printing marketplace."

What about the performance characteristics of 3D printed materials?

In many recent designs we have successfully leveraged the capabilities of 3D printing to enhance the performance of the cages we produce. From increasing load capacity and improving L10 bearing life, to creating cages that require less frequent lubrication.

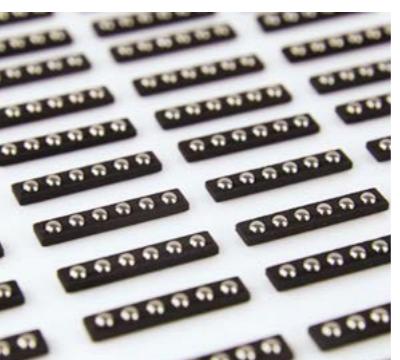
Without the limitations of traditional manufacturing processes or tooling, we are able to design cages that accommodate an increased number of rollers or balls to improve overall performance and uptime.

This is a concept we used for our own high-load capacity split roller bearings, as well as series of small strip roller bearings produced for the medical sector, where we improved the design of the pockets so that they could hold the ball bearings in

place more effectively to improve overall bearing performance.

Is this a technology bearing manufacturers should be using now?

Gone are the days where 3D printing was a technique reserved solely for prototyping and hobbyists. The production volume 3D printing market is growing at a rapid pace, and while it is still in its infancy, it is important to select an established production 3D printing partner that offers an engineering approach to component design, rather than a print and post solution.



Because of its heritage, Bowman's 3D division is becoming a favoured service provider to OEMs and bearing manufacturers looking to harness the benefits of this modern production method. And in today's economy, broadening the scope of design for bearing cages is not the only appealing benefit.

As material costs rise and lead times get longer, our ability to eliminate upfront tooling costs and guarantee short lead times of around two weeks, is fuelling the shift towards using 3D printing for component design and manufacture. Far lower minimum order quantities free up investment capital, and lower stock

volumes means less transportation costs and less reliance on warehousing too.

Using 3D printing as a solution for bearing cage design is a trend that shows no sign of slowing, and off the back of its own successes, Bowman International is now leading the migration towards faster, cost-effective, performance-driven, 3D-printed bearing component design.

For more information on how Bowman can support your next design challenge, visit www.bowman3D.com or call +44 1235 462 500



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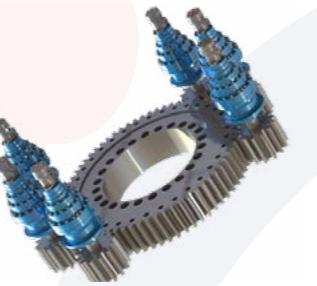
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The Future Looks Bright For Newtown Bearings

New premises and above average sales growth for the Shropshire based bearing manufacturer and distributor.

A recent move to a 45,000 sq ft facility on the Stafford Park Industrial Estate in Telford has breathed new life into Newtown Bearings, bringing the sales staff and bulk of the stock together under one roof again.



The new and modern air-conditioned facilities boast open plan offices, fully equipped meeting rooms and have been fitted with various energy saving and waste reduction systems to improve the Group's 'green' credentials.

Managing Director, Richard Thornton, notes, "We moved just before the Christmas break and the staff have settled in very well. We now have a modern working environment and during 2023 we plan to invest further in Newtown Bearings with a new website and systems to make trading with us even easier".

2022 was another bumper year for one of the group's flagship products – QCB slewing rings and drives. Lester Milton, the Group's Technical Manager, comments, "This growth is due to a number of factors including more OEM's turning to QCB as their preferred supplier – (some as far away as Australia!); some exceptional and unique bearings designed in-house for offshore engineering projects; large diameter split-section slewing rings for UK lighthouses and a large increase in sales to the UK trade as well as through our agents in Canada and Brazil, all supported by a large investment in stock of a broad range up to 2 metres in diameter held in the Telford warehouse.

Customers are extremely satisfied with the QCB quality and performance, and we will be extending the range of 'inch size' stock throughout 2023 to provide the US market with easy access to QCB slewing rings".

Lester continues, "In line with the company's policy of "investment in staff" I am ably supported by my colleague, Lee Williams who obtained his MEng degree during 2022 – he has certainly come a long way from working in the warehouse."

The technical team can offer rapid and knowledgeable support for slewing rings, QCB bearings and large QCB bearing housings, and can design and supply complete drive systems including pinions, gear shafts and geared motors.

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Spanish Grupo GAES Prove That Change Can Lead To Better Things Following The COVID Pandemic

Following a two-year evolution, Grupo GAES explain if they are better off as a company.



Iñigo Gabilondo, General Manager of Grupo GAES spoke to BearingNet, updating us on company changes and struggles in recent years.

Two years ago, we wrote (in this same publication) about the changes we were going through as a company due to COVID. This time, we write with the clarity of hindsight.

It's interesting to see how the industrial sector returns little by little (to the extent possible) to its natural state, after the ravages of the pandemic. We have not all come back the same though: in most cases, changes, both personal and professional, have been obligatory, but some have turned out to be for the better.

"We have a renewed confidence in our ability and a great desire to go even further."

Grupo GAES, for instance: we believe in the end we have come out stronger as a

Group. We have become more organised. We have fine-tuned our warehouses and logistics to be even more effective. To make things easier for ourselves, we have adapted a series of practices that we are gradually implementing in all our delegations. We have found that there are different (and efficient) ways of relating to and working with each other.

Also on a personal level, attitudes are different. In general, we have become more patient, more tolerant. We have a renewed confidence in our ability and a great desire to go even further.

An example of this is that in 2022 we participated in five industry fairs. There was a desire to meet in person with our customers, our suppliers and other colleagues in the sector. Because Zoom is great, but real contact is even better. We have strengthened ties and we have looked into each other's eyes without a screen in between. We have shown that we are here.



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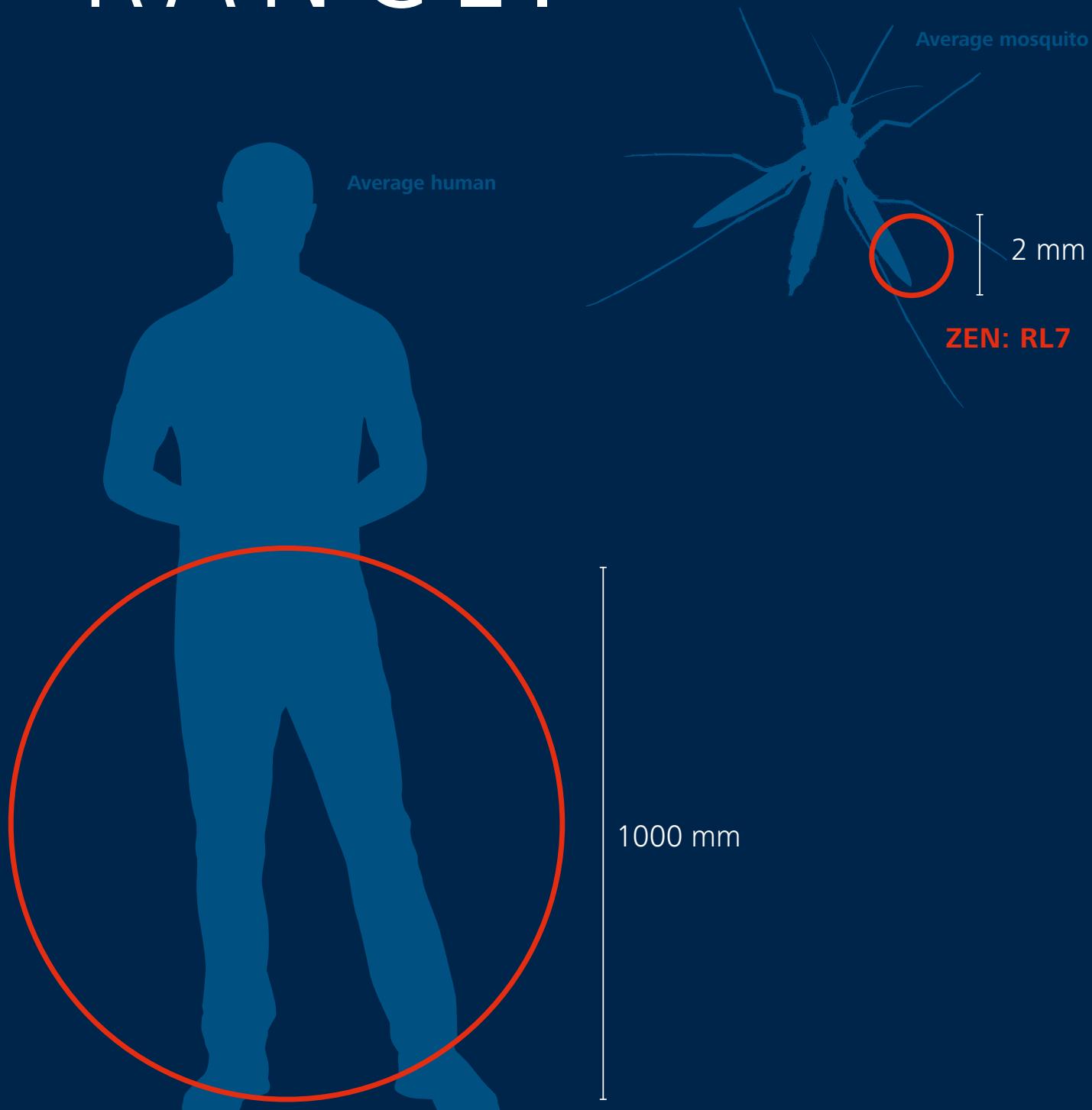


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