

Best Bits

March 2020

Your industry magazine by BearingNet



Role models for a multicultural Europe in the Ruhr region



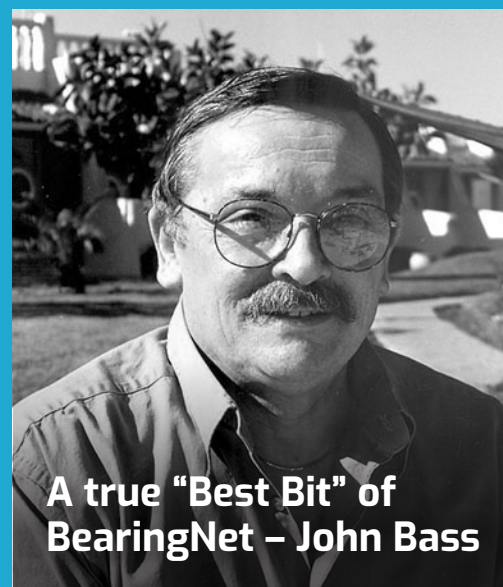
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How Dutch company Bega helped change the way bearings are mounted & dismantled



NBC goes 'Back to the Future'



A true "Best Bit" of BearingNet – John Bass



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A letter from the owners

A big hello to you all!

Thank you for taking the time to read the latest edition of Best Bits. Can you believe this is now the 7th magazine? Before you read on, we just want to thank you for your continued contributions towards the magazine. You've helped to make it such a wonderful success.

This release of Best Bits is not only bigger and better than previous editions, but it will also be officially launched at the Berlin User Meeting 2020 - which (at the time of going to print) is lining up to be the largest meeting we have ever organised! For those of you reading this in Berlin, thank you for your participation at the event. It's YOUR attendance at our User Meetings that makes them such fantastic networking events.

Moving away from Best Bits, 2019/20 has been a great year for BearingNet and we have achieved milestones that we never thought possible when the company was launched 24 years ago. Last year we broke the record for the most members ever on BearingNet with over 1,900 distributors worldwide. It is the commitment and support from our members who have made this possible, so here's to the next 24 years together!

The biggest task this year has been commencing the re-engineering of the website to a more modern platform. This allows future developments will ensure our site is faster and more efficient, once all work is complete. If you have any suggestions about BearingNet we are always open to new ideas, so please get in contact.

We look forward to working with our existing members in 2020 and beyond and welcome new companies to join the largest bearing and power transmission network, at any time!

**Best regards,
Peter Annis and Gary Jenkins**



Gary Jenkins & Peter Annis



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 articles from distributors, manufacturers and the industry.

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

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***BearingNet* UPDATES**

2019 ON BEARINGNET



1,900+
COMPANIES

3,252,150
SEARCHES



84
COUNTRIES

4,230,053
USER LOGINS



12,296,589
Lines of inventory



***Bearings* - 10,192,589**



***Belts* - 499,839**



***Sprockets* - 137,149**



***Pulleys* - 106,578**



***Chains* - 95,004**



***Misc* - 498,999**



***Seals* - 766,731**



ABF donates €9,627 to WWF and War Child

Donations to charities take the place of promotional Christmas gifts

December 2019, ABF decided on different Christmas gifts. No bottles of wine and presents for customers, but the entire budget was donated to support charities including World Wildlife Fund and War Child.

The bearings and electric motors wholesaler sent their clients a personal Christmas card and newsletter and asked them to vote for their favourite charities. Arjen van Beek, Marketing Manager at ABF explained: "A large number of them voted online last month. We had many positive reactions to this action"

"Our colleagues also donated part of their bonuses to the charities. We want to thank them all". As a result,

the impressive amount of €8,627 went to WWF, War Child and Animal Aid Unlimited.

"When the news about the ongoing bushfires in Australia reached us, we could not ignore this. That is why at the beginning of January another €1,000 was donated to the Australian branch of the WWF for the protection of koalas".

More information about the projects supported by ABF can be found on the ABF website: **www.abf.store**. ■



About ABF

ABF is an international wholesaler of (ball) bearings, electric motors and accessories. With a turnover of €20 million and a stock of more than 8 million units, ABF is one of the largest players in the bearings and electric motor market worldwide. ABF's head office and distribution centre are in Roosendaal (The Netherlands).

www.abf.store

For questions or inquiries, please contact the ABF Sales Team:

e: sales@abf.store

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Carter engages overdrive as sales accelerate



Prominent in the expansion of any international manufacturer is growing the size of the team. At Carter Manufacturing Ltd the enlargement of the sales and engineering teams have had a profound effect.

We spoke to Carter's Managing Director Karl Brundell about the new and familiar faces that have joined the company along with other expansive areas within the business.

Karl set up Carter Manufacturing Ltd in 1999, following a high-technology career in the nuclear and cryogenics fields, working on the CERN and JET Projects as well as the Diamond Light Source Project.

"Some of my work involved rotating masses, and the science of managing them in critical environments. This proved to be the source of my initial interest in the use of bearing technology for ultra-high speed, critical precision, extreme temperature applications.

Since the birth of Carter Manufacturing Ltd, some 20 years ago, we have become one of Europe's expert authorities on performance bearings, the go-to source for application data and high-performance bearing solutions.

We also have Unasis, our own brand name, covering bearings which we manufacture ourselves. This is in addition to long-term partnerships with some of the best known and most respected brands in the American high-spec bearings business".

In the last year, our aim as a company has been very much focused on expansion. Expanding the expertise and offices, along with everything else. One such personnel acquisition is someone you no doubt know within the bearing industry - Mike Page. Mike joined Carter as Sales Manager earlier this year.





>> Erick Sloan



>> Jinlong Gao



>> Karl Brundell



>> Mike Page



>> Mel Meader



Other valuable and experienced assets to join the expanding Carter team recently include Technical Operations Manager Mel Meader, based at Head Office near Oxford, and Erick Sloan, Carter's Florida-based Business Development Engineer. Erick is responsible for the company's growing aerospace tooling activity across all of North America.

Specialist bearing removal and installation tools supplied

by Carter under its own Unasis brand are proving increasingly popular with airframers and engine installers across the USA, and Erick is spearheading this growth.

Carter's overseas expansion has included a new (purely administrative) office in Madrid to help ensure seamless ongoing supply to European customers, whatever the Brexit outcome. The company has also opened a new sales office serving Asia, located in Shenyang, China. Here, the Carter team is headed up by another lifelong specialist bearings engineer, Jinlong Gao, who is tasked with boosting sales in the region.

Over the last 20 years we have become the first port of call for many engineers needing high performance bearings across the aerospace, defence, cryogenic, transportation, nuclear, medical, robotics and optical industries. We also have extensive experience in the motorsport, pharma, oil and gas, renewables and ultra-high vacuum sectors. Recruiting staff who are first and foremost outstanding engineers is critical to the continued growth of the business. I call this 'the Carter Difference'.

When we sit with our customers, the table is filled with some of the top engineers in their sector on both sides. They understand exactly what they are trying to achieve and we take pride in delivering on our duty of providing the best possible advice and engineered products".

We also spoke to Mike Page, the new enthusiastic Sales Manager, about Carter's key strengths:

"As more and more OEM's worldwide are tasked with

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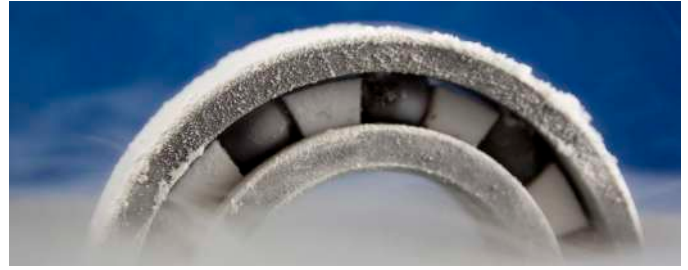
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designing and manufacturing products to be sold across a global market, it is vital for them to have local access to international precision bearing competence and capability, as well as guarantees of quality and supply, worldwide.

Our offices and staff in the UK, USA, Europe and Asia are there to deliver on-site application advice, together with

valuable assistance in proving and testing both at the design stage and using prototypes.

Our in-house FEA facilities are world-class and are already used extensively by some of the biggest names in aerospace and defence manufacturing. Our bearing testing facilities with key partners are second to none, anywhere.

Together with the availability of our specialist bearing removal and installation tooling kits, we are fit for the future in a way that the business has never seen before!" ■

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80 years of experience gives rise to specialism in rolling bearings

From their headquarters in Balerna, Switzerland, Sales Director of RKB Bearings, Alessandro Russi, spoke with us about how the group have become specialists in their field. From design to engineering, research and development to quality control.

Over the last 80 years, with more than 500 employees working in direct branches and in the various production units, RKB Bearings have built a presence in more than 60 countries around the world.

These are the figures that identify who we are – an important industrial group operating in the sector of the production of technological bearings with high added value, executions that find the widest application, both in the original equipment market (OEM), and in the spare part sector (MRO).

Within our headquarters in Balerna, we have developed a strategy that allows

us to manage flexible procedures and protocols that target to the highest optimisation of each job order. This requires great discipline among all the technical roles involved in the product development process.

What we thrive on is our constant technological upgrading, targeted to the full satisfaction of the qualitative and performance conditions that stem from the market, for specific 'tailor-made' applications.

This is made possible not only by the significant R&D activity carried out (10% of our annual turnover), but also by the fact that RKB

hold complete control of the whole production chain. Starting with the provisioning of raw materials, we have a productive capacity that exceeds 350 tons of steel machined every month.

With over 60% of our turnover intended for Europe, the remaining part can be subdivided into North America, Commonwealth of Independent States, the Middle East and Southeast Asia.

This means one very crucial thing - constant growth. ■

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Powered by passion and shooting for success



ConCar participated in a football cup – creating success on and off the office floor.

ConCar has specialised in drive technology for over 40 years. With passion and technical know-how, the Munich based company have everything rolling along nicely.

Founded in 1976, ConCar has stayed on the ball both as successful partners of NSK and SKF but also on the field as a football team.

Participating in the Bavarian Cup, where a total of 19 teams took part, team ConCar ended up being very satisfied with their final result.

The team had a fantastic start to the cup and looked like they were going to end up as champions.

It was a stark change from the previous event, where they played a very bad tournament.

However, they rallied together for



this year's Bavarian Cup and brought the positive attitude and success of ConCar to the team, winning their first game 6-2. Things were clearly much improved from the last cup, thanks to a few new employees, including logistics employee Michal, who apparently is almost as good as his compatriot Robert Lewandowski!

However, things slowly turned sour for this ambitious group of Power Transmission specialists, after losing a crucial game 4-3, having already led 3-0.

From then on, the situation deteriorated, and the championship was out of reach, with the team achieving a respectable 8th place out of 19.

But it wasn't all negative news, because the football was more than about winning, it promoted team building and togetherness. Since a lot of ConCar employees are interested in football, a football tournament was exactly what they needed.

The team was also comprised of a



wide range of different people. From a trainee to a Managing Director, colleagues of all ages from almost all departments took part.

ConCar firmly believe their football team can bring success by working together. Head of Sales for Concar's bearing, coupling and sealing technology department, who plays in the football team, also firmly believes ConCar can help their customers work faster, longer and more precisely.

"Stay on the ball and get help from our bearing department! Thanks to



our many years of experience, we know exactly what our customers want from us. And they know exactly what they can expect from us, every day without fail. We will be happy to advise you and deliver bearings from NSK and SKF for a range of different applications and sectors." ■

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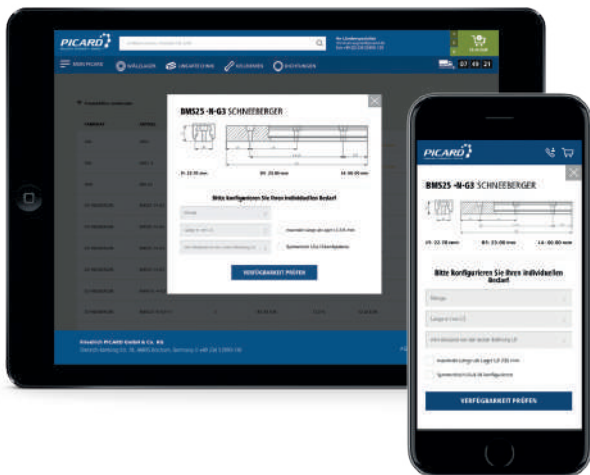
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Perfecting the company statement of 'National Power, Local Strength'

As IADA celebrates 21 years in the industry, we look back with IADA General Manager, Jamie March, on what factors have contributed to their unique position in the market over the years.

1. Congratulations on IADA's 21 years in business! What was the idea behind starting IADA back in 1998?

Thanks very much! We're all delighted with what we've achieved so far. IADA was formed for two reasons:

One was that combining spend on the core product would see our purchasing terms improve in order to compete with the nationals. Secondly, having strong independents working alongside each other would give IADA national coverage across the UK and make IADA attractive to multi-site companies for national sales. This is where the strapline "National Power, Local Strength" came from.

2. How has the industry changed in 21 years?

I'm not sure that it's the industry that has changed. I see it that our customers have changed. When IADA first started back in 1998, generally our customers would have a separate bearing and power transmission supplier, a fluid power supplier, a tool supplier and a PPE & workwear supplier. Now, customers ask our members for all of these products.

Many traditional independent bearing suppliers and



PT suppliers have now evolved into very strong MRO suppliers, distributing everything the customer requires. IADA members now not only stock bearings and power transmission products but you will find a full complement of fluid power, tools, PPE and workwear in stock and ready to go from IADA's service centres.

3. In hindsight, is there anything from those 21 years that you would do differently?

Being completely honest on this one – I don't think there's much we would do differently. IADA has always been a huge success to those companies who join the group, especially on the purchasing side of the organisation. We work alongside some excellent people in the industry and also some world class manufacturers. Every member past or present has benefited from what the organisation was set up to achieve.

I suppose if I had to say one thing that IADA could have done differently, then it would be marketing.

IADA has always been there, working very successfully over 21 years but has never shouted about what IADA is, what it does and where it can bring benefits to members and customers. But now things are changing.

We believe that IADA has been the best-kept secret in the industry. This organisation has a £75m combined turnover, 51 services centres across the UK, £22m of local stock, years of knowledge and expertise on hand in each branch and IADA as a brand is growing. We are not keeping this quiet anymore!

4. Could you have imagined that IADA would be stocking £22m worth of inventory?

Yes, absolutely. Each member IADA recruits is hugely successful within their own right. They are excellent businesses built on service and industry knowledge. IADA pulls all this together to offer manufacturers an organisation that is loyal to their brand. In return IADA promotes and stocks their brand ready to go straight into the customers' hands. We are always looking to increase our stock levels as 'Stock is King'. The customer wants product now and that is what IADA members do. IADA members are always looking to increase their stock levels, not reduce them, so I fully expect the £22m to become much higher.

5. How does it make you feel to see how far the company has come with 51 UK wide service centres?

I am personally very proud of IADA. Proud of being a member when I was at Leicester Bearings and now proud to be driving IADA forward, with the backing of the Directors. This is an excellent organisation and it is just getting better. We haven't stopped recruiting and we are always looking for new members that will complement and strengthen the group.

6. Describe in one sentence how BearingNet has helped IADA.

BearingNet has been a key partner to IADA as it has given members the platform to source bearings from all over the world and offer the levels of service that our customers expect.



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7. What has been your proudest moment so far?

I think IADA has more proud moments to come as we grow as a group. Right now, I feel proud when my phone rings and it's a new manufacturer wanting to talk about IADA and the possibilities. Proud moments so far were IADA attending the BearingNet User Meeting for the first time in Warsaw and most recently the EPTDA meeting in Tenerife. I've got a feeling that IADA is finally on the stage where they belong.

8. And finally, is there anything you'd like to say to your customers, on this 21st anniversary?

To our customers, I'd like to say a huge thank you for their support over the years. Without their loyalty and continued business, IADA members would never be able to reinvest and grow year on year. But IADA's success isn't just about customers, we have some very loyal manufacturers that support IADA as a group.

Without their continued support and belief in what we represent in the marketplace and what we do for their brand, would IADA be celebrating 21 years? The manufacturers know who they are, and I'd like to say a huge thank you to all of them on behalf of all the Directors and everyone associated with IADA. ■

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was 16 years old and my Father-in-law-to-be was realising his dream: to set up his own company.

He had just become owner of a patented bearing extractor called "TRACTA". A wonderful tool, which has been much appreciated by passionate engineers in the power transmission industry. (It was years later that I joined the company in 1988.)

The next products that were added to the program were analogue induction heaters, for heating and mounting bearings.

Extending this range of tools, all of excellent quality, became Bega's specialism in the world of power transmission, selling to companies in the Netherlands and Belgium, at first and later moving on to worldwide trade.

In those early days, 'safety first' was yet to be invented. It was taken for granted that a working environment could be dirty or hazardous. Smoke and oil fumes were an inconvenience.

It became our mission at Bega International to educate and demonstrate how certain jobs could be done safer and quicker. For our sales reps it was sometimes a challenge to pierce that armour of "we have our own methods". Many manufacturers questioned why they would buy an expensive extractor or heater when you can do the same job with blowtorches and hammers. That's why it was all the more satisfying when we managed to convince such old professionals otherwise.

A lot has changed since then. Preventive maintenance and planned downtime were not high on the agenda for many businesses. Today, preventive and predictive maintenance are a top priority. The application of knowledge and maintenance attention to machines and factories, to ensure their proper function, and to enhance their life cycle, is now common practice.

Inspections are planned in order to identify potential problems. Planned maintenance work with sophisticated programs that help optimise operating profits are also



How Dutch company Bega helped change the way bearings are mounted & dismounted



We speak to Communications Director and former co-owner of Bega International, Carol Poelma, about the company's impact on the power transmission industry.



implemented. All fantastic, but it's also vital to have the right tools, in skilled hands, to do the job. We've evolved to provide just that, becoming specialists in maintenance tools for the mounting and dismounting of bearings, gears and couplings.

How the Bega range has grown

Our range of products has grown and kept pace with new developments in the field. Sometimes even taking the lead. A proud example is the Bega (BETEX) induction heater range. Developed and produced by Bega in The Netherlands. These evolved from analogue to digital control and from Standard heaters to Turbo models.

Our new generation of heaters have full control over the heating process, with double temperature control for stress free heating and memory storage. This new technology is available for both mounting and dismounting purposes. For special projects we can tailor heaters to customer specifications!

This family owned company changed hands at the beginning of 2019. Plans to grow the business further and to improve the range of tools, are in place. However, the original company philosophy is always in the back of our minds.

New owner, Henk van Essen, has a clear view on how he sees the future of the company. Developing new products under the BETEX brand name, growing the distributor network and deepening existing partnerships are his main priorities.



Henk also demonstrates leadership internally, encouraging staff to educate themselves and expand their knowledge and responsibilities. It is fantastic to experience how our team can still grow and reach out to new goals.



As ever, Bega is still a 'big family' and we all enjoy the benefits of being part of a successful company. We are proud to look to the future and be part of a company getting 'Bega and Bega'. ■

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KEY BRANDS



A true "Best Bit" of BearingNet – John Bass

It is quite ironic that after nearly 25 years of BearingNet, we are writing in a magazine to tell you about the sad passing of John Bass, an original founder of BearingNet, (whose idea for the platform stemmed from his very own magazine!) Without John, BearingNet would not be the same as it is today. John was instrumental and many of the best ideas on BearingNet came from him. He leaves a marvellous legacy that will continue.

John's Father ran British Manufactured Bearings (BMB), and so John went to work there after finishing school at Brighton College. He was able to tour the world visiting both customers and manufacturers and attending trade shows. John was a well-travelled man who always had a tale to tell about his visits to various places in the world. In fact, it was pretty difficult to mention places that he hadn't been.

The company eventually moved from Crawley to Scotland, but never recovered from the move. John started a new business representing General Bearing in Europe. General Bearing had been the US representative for BMB. John was great friends with General Bearing's founder and chairman, Seymour Gussack, a friendship that lasted a lifetime and together they flourished.

After General Bearing John retired to Spain, where he wrote articles for a magazine about cooking (another of his passions) using microwave ovens - a relatively new-fangled kitchen device for which many people used to speed up cooking, but as John would often point out, they often just left the microwave on full power where they should use a lower power to get the best results for many things.

Asides from writing magazines, John enjoyed living in Spain, and after he returned to the UK he often mentioned returning to Spain someday.

John returned from Spain in 1994, and in need of an income, he created the Bearing Exchange, a journal for bearing distributors, which contained advertising and surplus lists from

various distributors from around the world.

This successful magazine grew to develop a mainly European readership and included editorial from John, and of course John could not resist including the occasional recipe representing his other love, cooking.

John was a great man of ideas and it was typical of him to try and find a better way to distribute his magazine. John's original idea was to use floppy discs (remember those?) to list the data. This was the gem of the idea for BearingNet and by 1995 He discussed this idea with Peter (his Nephew and now Managing Director) fleshing it out to cover not just the surplus, but all the inventory, in order to save the practice of faxing round several distributors in the afternoon to see if any of them had the required items in stock.

Having got the site up and running, initially as a dial-up service, the internet became easily accessible to the public and many people went online.

BearingNet went online which simplified matters. But to make the new service gain new customers, John had the idea of creating Bearing Roadshows, where a small group of companies would travel overseas, share the marketing effort and pull local companies in for everyone to talk to.

Around this time, John also started a meeting for both the members of BearingNet, and the Bearing Exchange. This helped add value to BearingNet and today, BearingNet still operates user meetings which are attended by over 400 people. This successful networking event is thanks to John's original conference idea.

Later on, John took a step back from working for BearingNet and ceased the Bearing Exchange. However, he would still attend the events and trade shows, where he would enjoy catching up with old friends from the industry.

Eventually advancing years caught up with him and he was unable to travel to the events, but he would always ring the BearingNet office daily to catch up and would keep an eye on the forums.

Today, BearingNet is used by over 1,900 companies worldwide generating over 100,000 part searches every day, John would be very proud of the legacy he created, which will carry on into the future, continuing to make a huge difference to bearing industry trade worldwide.

John would have been very happy at the kind tributes paid to him since his passing. As well as making his mark on the industry he also made a mark on many of the people in the industry he encountered, who have many fond memories of him.

Rest in peace John Bass
30/9/1939 - 20/1/2020

Long live the baking king



John King Chains combines with bakery equipment specialists, Ozarks Industrial Solutions to create John King Ozarks and continue the legacy of this 'king' of the manufacturing world.

John King Chains have turned on their ovens and readied their dough mixers, with the union of the British specialist conveyor chain manufacturer and Ozark Equipment Solutions, the bakery equipment manufacturer. This new partnership is ideal for both parties as it creates a "new force in the US commercial bakery sector."

John King Chains Ltd was founded in Leeds, England in 1926 by Mr John King and has always enjoyed a long association with the United States, with an office in South Carolina.

Ozarks Equipment Solutions has a combined experience of over 100 years in the bakery sector with a manufacturing facility based in Morrilton, Arkansas. Their high level of expertise made them a perfect fit for John King Chains' ambitions to develop their manufacturing in the USA:

"Two family businesses joining forces is so exciting! Combining our resources is the key to success.

John King Chains has vast knowledge in material handling and we have more than 40 years in the bakery industry sector. We both share the same family business values, which in today's market are declining.

We can use this to focus on providing the customer with a unique service and product that is of the highest standard," said Teresa Schumate, Key Account Manager for Ozarks.

Oliver Wadsworth, Sales Director for North America said:

"I think there is no better time to reinforce this special relationship. This phrase was originally coined by Winston Churchill in a speech made in 1946 when he referred to the unparalleled political, diplomatic, military, historical and economic relations between the United Kingdom and the United States. The USA is our natural partner and we are very enthusiastic to have the opportunity to produce



JOHN KING





“

**Two family businesses
joining forces is so exciting!
Combining our resources is
the key to success.**



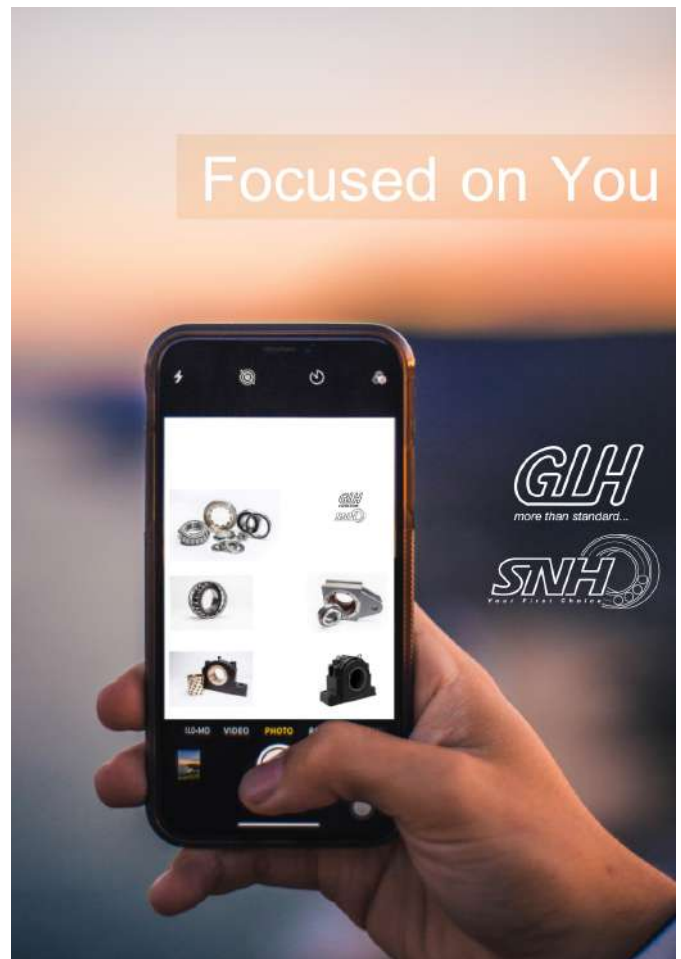
products in the USA for the US bakery sector.”

The main focus is in supply of chains for all types of proofers, ovens and coolers together with a full range of accessories including drive chains, chain tracks, grids and related components. To enhance chain performance, specialist lubricants are available to suit all bakery applications.

The equipment division is well placed to manufacture and supply complete handling systems, as well as service and installation. Oliver believes this is a revolutionary partnership that John King himself would be proud of:

“We are a small company, but this makes us agile and able to react quickly to customers' demands. We are very excited to grow this business and provide the customer with something the market has lacked for years.” ■

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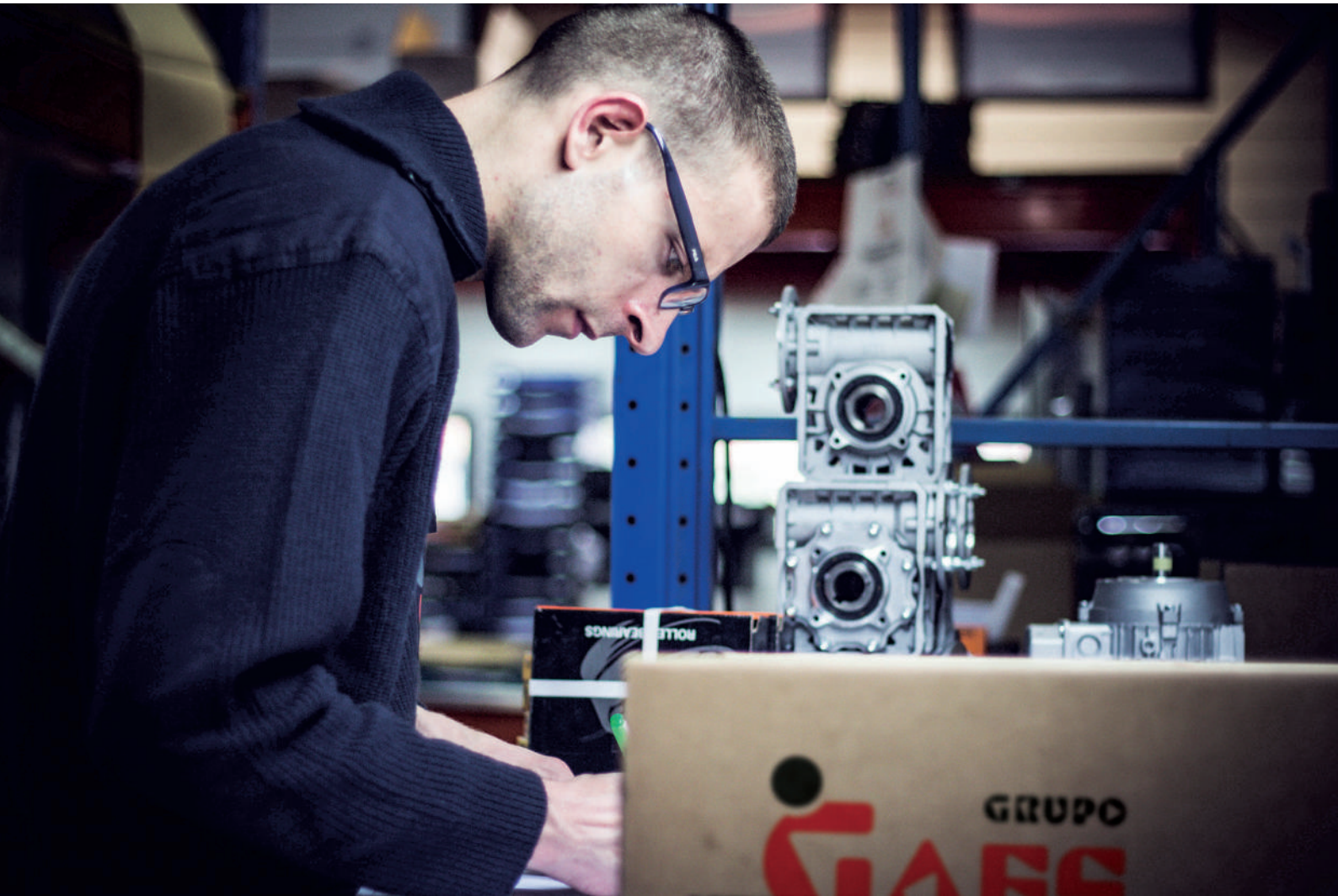
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A six-decade adventure into the bearing world

The story of GAES Sistemas Mecánicos.



Starting a business is much like going on a grand adventure. Just like Bilbo Baggins in the Hobbit, it's important to bring courage, some good luck and above all, hard work.

For the founders of GAES Sistemas Mecánicos, the adventure wasn't quite a quest to find a dragon, but started more than 65 years ago in Spain. Thanks to the efforts and dedication of many people, that adventure is still going on today.

Like most adventures, plans can change. In the case of Gaes, the

working environments and the details may have changed, but the goal remains the same: to provide customers with optimal solutions in products, services and applications.

The story of Gaes begins in the early 1950s, with brothers Dionisio and 'Paco' Gabilondo and Conchita Esnaola (Dionisio's wife). The brothers came from a humble rural background.

Their parents were prime examples of grit and hard work, and taught their sons how to face difficult moments, as they had both been caught up in the Spanish Civil War.

Following compulsory military service, and combining two day jobs with night classes, Dionisio spotted a business opportunity: there was a gap in the market to supply parts for

the bearing & power transmission industry.

In the post-war period, parts such as bearings were much sought after. Industrial production was permitted, but importation of parts was limited. Dionisio (by then, a commercial agent authorised by the State) and his wife Conchita, started to gradually create a wide network of clients comprising mechanical workshops in their region. First by bicycle, and later by motorcycle, it was Dionisio himself who was in charge of both meeting clients and managing the entire order process, including shipment.

Not only were the brothers content with selling material, they also offered quality in what was sold, such as SKF products. There was a focus on the factories in the region requiring good products for the development of production processes. Demand was such that soon his brother Paco joined them in



In the post-war period, parts such as bearings were much sought after. Industrial production was permitted, but importation of parts was limited.

this adventure.

The company then benefited from the liberalisation of imports in 1959, when a new phase of commercialism began in Spain. The brothers immediately took full advantage of the situation.

Making the most of employees training in foreign languages, Gaes were able to import a large quantity of top-quality parts from important

brands (such as SRO, now NTN-SNR). Having such a large amount of stock on hand placed them in an advantageous situation. Customers went to them, confident in finding the parts they needed. Important operations with overseas suppliers meant a considerable revenue increase, as well as respectability in the bearing and power transmission world.

In 1968, the brothers officially created what is now known as GAES Sistemas Mecánicos. A few years later they moved the company from Beasain to the picturesque San Sebastián, where they opened an office and shop.

As demand for bearings became widespread throughout the country, Gaes expanded once again, with the brothers opening representative offices and warehouses near customers in different industrial cities, as well as improving their facilities. They also modernised its production processes, implemented

continuous training for their staff, created new business lines and took advantage of expansion opportunities to meet the growing demand for mechanised supplies.

The adventurous brothers, with their creative minds and a vision of the future, firmly believed in their company and their plan. To achieve this plan, they toured the world in search of the best and most prestigious brands at the time (URB, NACHI, SRO, FAC etc.), knowing the importance of adapting to changes in both their environment and the industry.

Following the economic expansion of the 1960s, the 1970s was a period of conflict in Spain, mainly due to the final years of the Franco regime, which generated social unrest, coinciding with the energy crisis worldwide.

This didn't stop the brothers from expanding and evolving. Their commitment to technological

>> Feature GAES Sistemas Mecánicos

innovation and the quality of the products as well as industry segmentation contributed to Gaes moving forward successfully.

During these years of evolution, Gaes introduced a new line of business linked to industrial mechanics - transmissions. They developed their own workshops to guarantee the quality of transmission machining, as well as to offer clients customised options.

The commitment to improve and expand the range of its products helped Gaes to successfully overcome the difficult economic situation that other companies in the country experienced at the time.



The adventurous brothers, with their creative minds and a vision of the future, firmly believed in their company and their plan.

After adapting to the changing environments of the 1980s, Gaes introduced new lines of business in the following decades:

- 1990s:** Product manipulation,
- 2000s:** Created their own workshops for the assembling of reducers,
- 2010s:** Began machining customised products, mechatronics and predictive maintenance.

In addition, the first son of Dionisio and Conchita, Alberto, joined the adventure at Gaes.

It's certainly been an exciting adventure for Dionisio and Paco in the bearing & power transmission industry.

These two ambitious brothers have enjoyed great success in a market that desperately needed a supplier of bearing & power transmission parts.

Those years of economic expansion, conflict and hard work taught them valuable and unforgettable lessons which have helped shape Gaes to become the company it is today. ■

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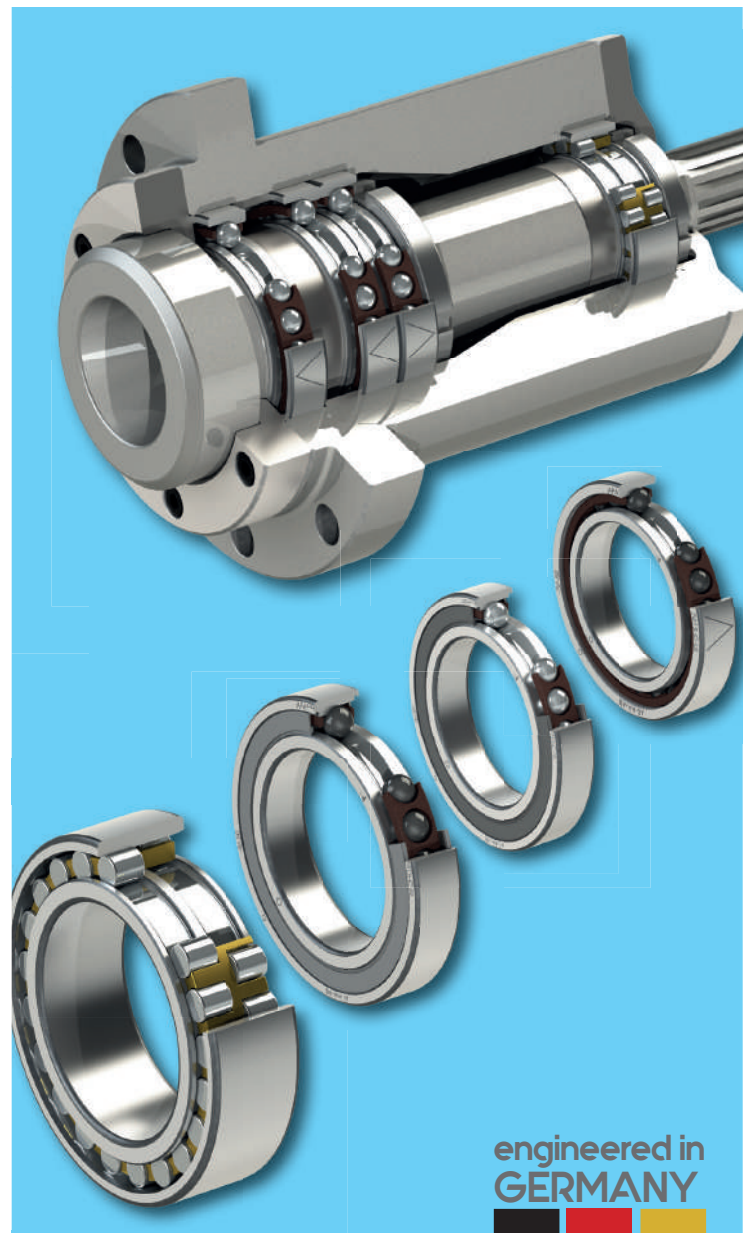
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- 250 units of turning and milling equipment for the production of billets for subsequent grinding processing. This allows us, on the one hand, to unify the design of our products, on the other hand, to introduce new developments, as well as to take into account the wishes of our customers while bearing designing.

- new equipment for heat treatment, providing a consistently high physical and mechanical parameters of the parts.

Since 2020, Baltic Bearing Company has been mastering and launching the casting and machining process for bearing blocks!

Starting in February 2020, bearing blocks of structures P, F, T, PA, FL, FC will be casted and finished in the EU.



www.bbcr.eu

Founded in Bochum, Germany in 1922, the specialists in rolling bearing and linear technology, Friedrich PICARD GmbH & Co KG, have continually extended their premises over a number of years.

Around €17.5 million has been invested in the extension of storage areas and modern office facilities, effectively doubling their operational capacities. But what stands out even more than economic successes, impressive numbers and technical features is that Friedrich PICARD & Co KG is a highly popular employer, promoting values of multiculturalism, a friendly working environment and open, diverse communication.

Everyone in the technical trade knows PICARD. Often described as a hidden champion in its field, the specialist company for rolling bearing and linear technology is renowned for their vision and professionalism. Not only are their product range and know-how exceptional, but PICARD impresses with its singular business model, their extraordinary company culture and rapid expansion:

"We're constantly growing. It became clear, quite quickly, that the space we moved into in 2012 would need continuous expansion as well." PICARD's CEO Hans-Martin Reinhardt confidently says.

"This is an investment in the future, which we will successfully build together with our team."

Aside from the modern office building, the storage facility recently brought in substantial added value: with storage space of over 10,000 square metres, the area has been doubled in size, along with storage locations for 12,000 pallettes. Meanwhile, the large, three-level shelving rack facility boasts some 200,000 storage spaces. Special attention was also paid to the site's new linear motion technology centre. The spacious, 571-square-metre facility houses two fully automatic cutting machines, which ensure that rails can be cut and shipped on the same day, with orders placed up to 7pm.

Here, growth has taken place in both scale and people. A key component of the company's success lies in more than just their square metres; it's in



Role models for a multicultural Europe in the Ruhr region

Whilst Friedrich PICARD GmbH & Co. KG continues to grow, with their roller bearings and linear motion technology, alongside an unrivalled product range, it is their attention to making their offices welcoming and multi-cultural, that catches the eye.

the people behind the brand. Currently, the company boasts 180 employees from 32 different countries. The sales team alone consists of native speakers from 19 countries, who consult their customers from around the world in 17 languages:

"If a customer calls us for expert advice or to place an order, the chances are relatively high that one of our country specialists will speak their mother tongue." Reinhardt proudly states.

"Good service means flexibility, versatility and good communication."

And it works. Total turnover has doubled in the years since the move into their new business facilities in 2012. Generally, PICARD stands out due to their wide range; the third-generation family business has over 45,000 products stored. This creates a net stock value of €43.5 million.

In addition to stocking a vast range of products, the 'hidden champion' is also



impressive both as an employer and in terms of its outstanding logistical performance from its Ruhr location. Customers who place their order before 7pm from Monday to Friday will see their order dispatched on the same day.

And customers can get the best of PICARD online as well! For years, they've been a market leader in the development of e-commerce applications in the specialised trade.

The PICARD 'onlineshop' gives customers a quick and easy overview of the products, delivery options and the shipping costs involved.

That isn't everything; the speedy linear configurator enables customers to see the availability and price for linear rails and shafts instantly. PICARD also offers this configurator as a plug-in to its customers in the rolling bearing industry to use

for their own websites or inventory management systems, making it easier for their customers to inquire about and order linear motion technology products.

At PICARD, technical support and service of the highest degree are constantly taken to the next level. ■

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Evolving into the 'home of drive technology'



>> online shop: www.waelzlagershop24.de

From garage start-up to the digital age, we talk to the innovators from W+A Wälzlager- und Antriebstechnik GmbH about their 'drive towards the future'.



>> New company building

Whenever a company focuses on a specific goal, it has to be backed up with a promise of quality and dedication to the customer and an eye for future technologies.

And with almost 20 years of

experience, the goal of bearing distributor W+A Wälzlager- und Antriebstechnik GmbH of creating a 'Home of Drive' is now becoming a reality.

After starting off in a garage (like many in the industry) in Tett nang,

near Lake Constance, Germany, W+A are now utilising their many years of experience in spare parts for the mechanical engineering industry. They firmly believed that there was still great potential for distributors selling rolling bearing and drive technology.

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The concept of 'HOME OF DRIVE' was born. "This new claim gives our customers orientation. It sums up our competencies and values and is the guiding principle for our corporate philosophy"

As a wholesaler, we have one decisive advantage: we know the market in detail, and we know the particular advantages of each and every product - regardless of the manufacturer.

We know what customers need and that's why we are consultants and optimisers at the same time. Through our ERP system, we can analyse the flow of goods and perfect the needs-planning of our customers - a first step towards data-driven customer management.

Our entire offer and order management, document and returns management and warehousing are represented in our ERP system. Via interfaces, we import enquiries from BearingNet and our webshop. Customer enquiries can thereby be answered within minutes.

Our strengths are the team and our partners. With the know-how and the drive of each individual. Whether that's product innovations, situation analyses such as lifetime calculations, service interval optimisation



or evaluation of the failure rate of machine parts or e-learning.

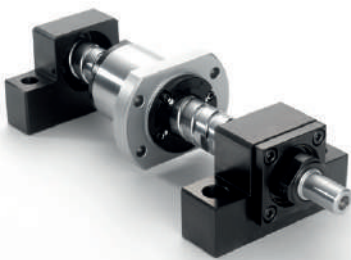
We are therefore 'driving' each other forward, through constant movement, dynamics and no chance of standing still. All while still being open to new things. That is why we're evolving into the 'Home of Drive', with confidence.

A New Challenge: Digitisation and Industry 4.0

For a long time, B2B trade was seen as conservative across all industries. An area where personal interaction and orders were handled by analogue means such as order forms or faxes.

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Alongside this, W+A's B2B trade had to face the challenges of the ever-developing digital world.

"We had to rethink our way of trading in order to prepare ourselves for the future and did this by focusing on our values and our target group. Who is W+A? Where are our particular strengths? What do our customers appreciate about us? How can we optimise our processes for our customers and make us fit for the Industry 4.0?"

Optimistic for the future with strong partners at their side

In 2004, W+A joined BearingNet and took the first steps into e-business, pushing ahead with their online growth, as the internet grew around them.

Now, with the digital optimisation of their business processes, the implementation of their webshop and networking of partners, W+A are well on their way to becoming the 'Home of Drive 4.0'.

That small garage has, over time, given way to a new, modern company. The W+A team has grown to almost 30 people and enquiries are being generated more and more online. The B2B trade is slowly but steadily developing and adapting to the digital possibilities. The 'drive' for W+A continues. ■

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Mineral Circles Bearings Takes Steps Towards 'Circular Economy'

How a UAE-based company champions sustainable environmental solutions.



Imagine a company that values importance in environmental safety as much as it values its business growth. To Mineral Circles Bearings, it's no longer a new story.

Following industrial revolutions and technological evolutions, several environmental issues like waste disposal and the greenhouse effect, to name a few, have been consistently wreaking havoc around the world.

As it strikes fear among developing countries, big-time corporations such as H&M, Mac Cosmetics, Nike and Canon, a few of the biggest brands in the market are fighting back. Many have chosen to integrate their environmental solution programs and waste management solutions to combat the increasing global pollution problem.

Sounds laborious, expensive and impossible? Start small.



We are receiving thousands of pallets a week from our suppliers from different parts of the world. 83% of which comes from Europe and Asia.



Leveraging the 4R's

When we were kids, we were only taught the 3R's in waste management – reduce, re-use and recycle. As the demand in waste management drastically skyrocketed, the International Institute for Sustainable Development thought it would be more highly sustainable if recovery was also added. This is when certain organisations try to recover materials from things that you can no longer reduce, re-use or recycle.

What about the Mineral Circles Bearings' way?

For a company that imports hundreds of thousands of wooden pallets locally and internationally, the colossal amount of potential waste that can be dumped in the environment alarmed every department at Mineral Circles. According to the World Future Global Summit, the UAE currently has a waste generation rate of between 1.9 to 2.5kg per person per day. That's quite a large number across one year. To fight this worsening situation, Mineral Circles Bearings has teamed up with the UAE government in utilising and promoting the advantages of 'cleantech' to prevent the issue from proliferating:

"We are receiving thousands of pallets a week from our suppliers from different parts of the world. 83% of which comes from Europe and Asia.

That's a large amount of waste if we consider disposing of it in landfill, which is why we always make sure, we re-use



85% of it for re-export. It's a win-win situation as we get to save on costs and minimise our waste at the same time.

Our department is also utilising the opportunity to work with UAE agencies that mainly deal with recycling scrap materials. To date, we have been consistently recycling 95% of our wooden pallets while we potentially and proactively support the UAE government's environmental sustainability projects. It's our priority to lessen the number of pallets we release externally," Abdul Rasheed Shibu, Warehouse Manager, said when asked about how he contributes to the cause.



“ We have a designated storage room where our warehouse employees are tasked to dispose of these materials that we think are no longer re-usable.

Undeniably, it's not only the pallets that are the main concern here. Plastics, boxes and bubble wrap account for 40% of the materials in all import & export companies and 95% of such items can only be used once depending on how it's being handled:

“We have a designated storage room where our warehouse employees are tasked to dispose of these materials that we think are no longer re-usable. We collect it within 15 days and sell it to facilities management solution providers around the UAE. These companies purchase warehouse materials and recycle it in line with their segregation program. The money we earn bi-monthly is equally distributed to our warehouse employees as a compensation for their support to our environmental protection initiatives,” said Wilson Almeda, Logistics Manager.

MCB Goes Digital

Going digital doesn't just let you stay afloat in the business or stay on top of the game. It surprisingly has underlying advantages, which most of us probably don't know about.

Hassanein Alwan, Managing Director at Mineral Circles Bearings, has always been a strong environmentalist and driven “green initiatives” since he joined the business:

“Utilising technology can be really helpful for both our organisation's growth and our ambition to be an eco-friendly company. The first example is the way we keep our transaction receipts digitally. We try as much as possible to reduce our printed copies as this is more expensive and impractical, compared to just keeping it online, unless it's really necessary. Secondly, we opted to use LED lights to power our offices, rather than going for the traditional incandescent bulb. LED lights have proven to be 89% more



efficient, as they use 5X less energy and last 25X longer. That's already a big improvement.

As a company, it's time to focus on a 'circular economy'. An economy that's regenerative in design and aims to retain value from products, parts or materials that we use as a company.”

Mineral Circles Bearings continuously takes into consideration how its business operations can positively impact the status quo. Environmental issues can be a complex puzzle that needs collective and massive support to mitigate its seemingly irreversible impact. However, being a pebble in a pond that begins a ripple of change in the industry, can result in myriad opportunities for other organisations to do the same, helping to face this constant challenge. ■

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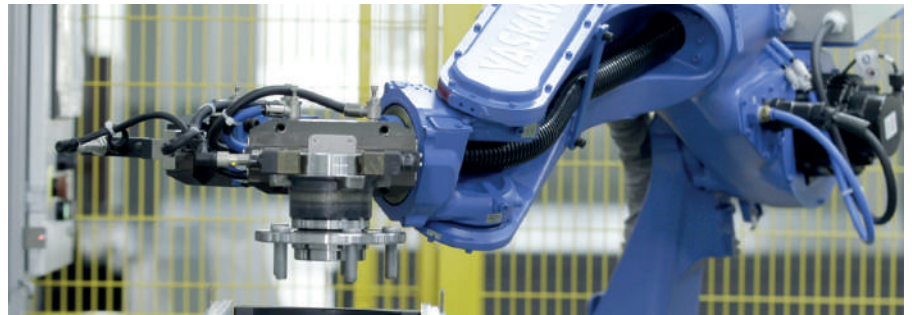
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» Feature PFI Group, Inc.

They say expansion is the rule of thumb for any business aiming to become established in a country or even worldwide. Within the bearing and power transmission industry, there are many companies who have spread their wings over international waters; one who has done this very successfully is PFI Group, Inc.

PFI Group, Inc. spread their wings further into the global market

The American group (with headquarters in Miami, USA and production in China) is already well represented in Latin America, with RDCs (Regional Distribution Centres) in Argentina, Bolivia, Brazil, Chile, Colombia, Mexico and a sales office in Panama, but also




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PFI Group, Inc have been prominent in the global bearing market for more than 26 years, producing and delivering high performance, reliable products. This is based on American expertise and adhering to the most stringent international manufacturing standards.

in Europe with its RDC in Rotterdam, the logistics hub for all European sales.

Additional centres also include an RDC in Turkey and the Master Distribution Centre in Shanghai.

Now, as part of their continued expansion, PFI Group have taken another step, with the opening of their 10th RDC in the cosmopolitan city of Melbourne, Australia.

With a new distribution centre in Australia, PFI Global Sales Director, Rami Chirila, sees it as huge value for the continent:

"The opening of this new RDC in Melbourne was a well thought out decision that came as a natural step in our company's strategic growth plan.

PFI is not new to the Australian market, the brand has been successfully present for many years in Australia and we hope our Australian customers will value our efforts of physically taking the product closer,

as well as eliminating the hassle of importing procedures and establishing a single commercial point of access for our full bearing range."

Well-reputed for its original rotating electric bearings, the current portfolio has been significantly extended to more than 2.200 SKUs, suitable for numerous automotive (light and medium duty, motorcycles, ATVs etc), agricultural and industrial applications.

"Our vocation for service and the determination to make this vocation tangible, by implementing a highly efficient network of RDCs, has been instrumental for our success", says John Cali, CEO and founder of the company.

Indeed, PFI's market consolidation and constant international growth have helped them to achieve customer proximity and seamless service, which are the backbone of logistics excellence.

PFI's rigorous selection of every RDC's location is another factor that has allowed the brand privileged access to specific market knowledge which has, in turn, fueled the global product portfolio.

Rami Chirila added, "being in Australia will allow us to take a really in-depth look at the market and prepare customised solutions for our local customers. We know the market is highly competitive and we are confident that this new project will yield positive results in the short term. If you have the right quality and the necessary drive, nothing beats the power of being close to the customer." ■

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NBC goes 'Back to the Future'

The unique rebranding story for the trade division of NBC Group Ltd, back to a familiar name.

Rebrands are always difficult, with customers having to trade with new names they aren't necessarily used to. However, NBC Group Ltd are rebranding their Trade division to a name many of you might recognise:

"By changing our Trade division back to Newtown Bearings, we're not only going back to a brand that everyone (or at least everyone over 45!) recognises, but we're aiming to improve our offering to the Trade via a Trade focused website," said Richard Thornton, Managing Director of NBC Group Ltd.

"We had to find a different name and when we discussed it in house, the general consensus was to go back to calling it Newtown Bearings because a lot of people still call us Newtown anyway. From a nostalgic point of view, my uncle, who was the founder of the company & sadly passed away last year, loved the idea of resurrecting the name for the Trade division."

The updated Newtown will be a different beast to the Newtown of old. The days of a wholesaler being a one-stop shop for aftermarket dealers is long gone, with the advent of so many specialists in different areas of the traditional bearing and power transmission product range.

Under this new name, the business will continue to specialise in slewing rings & slew drives, as they're often considered to be the 'go-to' company for these products.

However, the greatest strength of 'new' Newtown is not so very different from the 'old' Newtown and that is their massive stock range of hard to find products. The original Newtown was built on the sourcing of 'surplus' and this is still the case today.

In recent years there has been a lot of negative publicity towards 'surplus' from the main manufacturers who suggest that buying from a non-



authorised distributor means you run the risk of receiving a counterfeit or not fit for purpose product:

"This is quite understandable as the manufacturers would much prefer to sell newly manufactured products rather than see products they had already sold being offered for resale," commented Richard.

"Without 'surplus' dealers, there would be a lot of machinery standing idle, either waiting for long lead times from the manufacturers or with no prospect of obtaining the 'no longer produced' spare parts."

Richard makes no secret of the fact that a lot of their stock of premium brands is sourced via sales of excess stock:

"In fact we are proud of what we do and the service we provide – when you buy a bearing from Newtown, from whichever manufacture, we stand by that product as genuine and fit for purpose."

Where the 'new' Newtown should differ from the 'old' is on price – as the



2nd & 3rd generation
Richard with David's
grandson, Bradley

market changed they had undoubtedly gained a reputation for having great stock availability but at too high prices:

"When you are pricing the massive range of stock that we carry, it is hard to be sure that every quotation is competitive in the current market but it is not our intention to be far out on price, and if we are, then we welcome feedback to enable us to correct that."

It's a strange but enormously satisfying sort of rebrand for NBC's Managing Director. For him, it's like going back to an old friend that you haven't seen for 25 years:

"They've changed their look and personality but it's the same old friend you remember." ■

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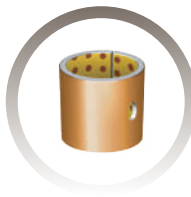
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The 'king' of Nadella bearings



In the last 20 years, Izzo s.r.l owner Antonio Izzo has built a reputation as a bold leader and an expert trader. Now, with Izzo s.r.l celebrating 20 years in the industry, we spoke to Antonio about how he became the 'King of Nadella', as some friends in the industry call him, and the huge benefits he's seen in the large community of BearingNet.



Congratulations on your anniversary Antonio! Did you always want to work in the bearing industry when you graduated from university?

Grazie! That's a good question. I really knew what I wanted to do when I was at university; trading in a quick and fast business, but I never really thought the bearing business was exactly what I was looking for! Last year I was invited to my old university, where I graduated almost 20 years ago, to speak at the seminar 'Leaders are made, not born. How to become successful entrepreneurs in a 4.0 generation'. I was excited to speak about my start-up and I like to repeat here what Friedrich Hegel said, "Nothing great in the world has ever been accomplished without passion." It was a full-circle experience because I was able to pass on my knowledge to the next generation of entrepreneurs.

Tell us how your company, Izzo s.r.l began.

The company 'Izzo', even if relatively young in the bearing industry, carries in its DNA all the contacts, human relations and above all the professionalism that my father has nurtured for over 40 years, as head of FAG Italy.

Our group consists of two companies, the Mondial Tecnica s.r.l, founded in 1989 by Giustino Izzo, and now managed by Fernando, my 'big brother'. He's younger than me but certainly physically bigger! Here we say it is better to dress him than to invite him to dinner. Izzo s.r.l was born in 1999 from my initiative and above all, my father's trust in me to do business with new companies and the ability to face the evolution of the market, whilst making the most of international experiences.

What inspired you to start up the company?

I started working part time for Mondial Tecnica s.r.l, whilst studying at the University of Economics. At that time, I did everything, from the deliveries to warehouse activities, and then into sales. After I graduated in 1997, I was finally able to devote myself full time to the company. A couple of years later, I made the scary decision to start my new company, Izzo s.r.l.



Can you describe what the aim for your company was when you first started it?

Izzo was born from a 'rib' of Mondial Tecnica, in the industrial area of Naples, as the company had no representation there. Our aim was clear: to serve and to be closer to Mondial Tecnica's customer base in the region.

Initially, Izzo had a portfolio of 50 MRO customers, all within a 50 km radius. Small but dynamic, the company now serves over 2,000 customers worldwide with 60% of sales being export.

How have you evolved Izzo s.r.l to stand out in the industry?

Since the beginning I loved trading, but I needed to think about what to stock. With my business strategy in mind, I wanted us not only to be better than the company I had previously worked in or one or more competitors but choosing to specialise in the distribution of a leading brand of bearings. The thinking was if I stocked the entire range of one brand, I could differentiate our business from others. To achieve this ambitious goal, we worked with the Nadella Group and invested and continue to invest in the warehouse to cover the entire range of



their products.

It means managing 20,500 items of only one niche brand, with the important consideration, in terms of costs, that almost 80% of them are slow moving items. It means the investments into stocks represent 90% of total assets.

Can you tell us about your partnership with the Nadella Group in more detail?

We formed a real partnership with Nadella in 2005. They're a leader in the production of needle roller bearings and linear systems, with the idea of being the main interlocutor and often the only one for some categories of bearings.

Izzo s.r.l is now the biggest distributor of Nadella bearings worldwide, specialising in a niche product-brand and therefore working hard in a small market

at a global level to transform it into a large-volume business. The keywords have been: Quality, Inventory, Speed and Internationalisation.

How has your long-standing relationship with BearingNet benefited Izzo s.r.l?

BearingNet has been a huge resource by providing a network of industrial dealers worldwide to trade with. When we joined BearingNet in 2002, there were fewer than 500 distributors on the portal worldwide. Obviously being one of the first Italian companies to be part of it, gave us a great advantage.

What recent changes have excited you about your company?

One of the most exciting things to happen recently has been a very important commercial agreement in the Italian market with Timken. This was possible through our impeccable reputation combined with solid financial foundations and above all loyalty to our suppliers. Our product range has been significantly enlarged with a new premium brand, but the most important thing is that we will continue to work hard to be a worthy name in the market. ■

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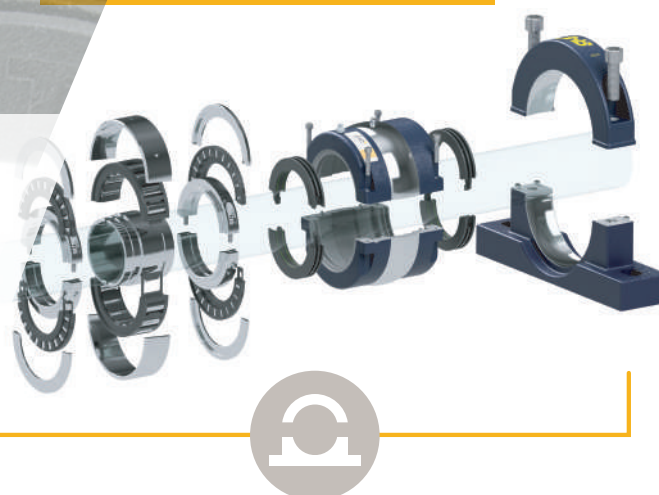


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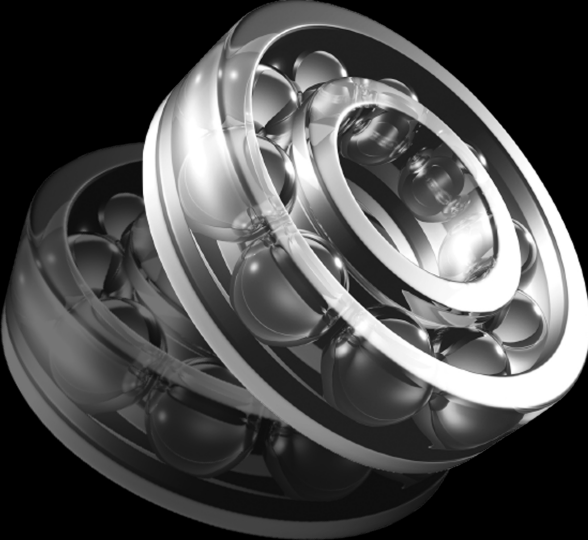
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Rexnord offers extensive configuration options across a broad line of products, including spherical roller bearings, ball bearings, cylindrical roller bearings, filament bearings, and more. Within Rexnord's spherical roller bearing portfolio, the **PT Select®** brand

provides customers with a high-quality off-the-shelf bearing when value and availability are critical. The **Link-Belt®** bearing line is an extensive high-performance trusted workhorse portfolio, and the **Rex®** brand is a highly customizable bearing solution line a true problem-solver. Rexnord's ball bearing portfolio offers high quality **Link-Belt®** bearings in intermediate, standard, medium, and heavy-duty grades. Also, **Klean-Gard®** bearings are designed to meet the unique needs of the Food and Beverage industries – utilizing stainless steel components. The self-lubricating filament bearing brand, **Duralon®**, provides a maintenance-free solution capable of operating in the harshest conditions including high moisture, extreme chemical washdown, and highly corrosive environments without any external lubrication.



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TO THE FUTURE



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