



# BSA Annual Committee Goals Report 2015-2016

**Mission:** BSA fosters essential industry relationships.

**Tagline:** BSA builds relationships.

**Strategies:**

1. Expand distributor membership by targeting specific qualified distributors.
2. Enhance content of convention; leverage member strengths in delivering the content.
3. Develop and implement brand/marketing strategy.
4. Increase participation among individual member companies.

## Convention Planning Committee

**2016 Convention Chairman:** Steve Durston, Jamaica Bearing

**Purpose:**

The Convention Committee shall, under the supervision of the Board of Directors and the President of the Association, develop the program of events and activities for the BSA Annual Convention. It shall present to the Board of Directors a general outline of Convention programs. The Committee shall also be responsible for all arrangements for the Annual Convention, and shall act to ensure that a balanced budget is maintained and that deficit spending is avoided. BSA staff shall negotiate and conclude all contractual arrangements pertaining to annual convention.

**Committee Goals 2015/2016:**

- **Develop tangible content including industry trends, distribution issues and one on one networking opportunities for convention attendees annually. *Strategy 2***

**Results:** [Click here to view the BSA 2016 Annual Convention schedule.](#)

- **Maintain a minimum of 40 distributor companies attending the Convention with a minimum of 300 total attendees for the 2016 Convention. *Strategy 2***

**Results:** As of March 23<sup>rd</sup>, the registration cutoff date, there are 72 distributor attendees from 38 distributor companies registered and 93 manufacturer attendees registered from 38 manufacturer companies. A total of 271 registered. This makes the ratio 1 distributor attendee for every 1.29 manufacturer attendee for the 2016 Annual Convention. [Click here](#) for the registration list as of March 23<sup>rd</sup>, the registration cutoff date.

- **Distribute a letter in 2015 from BSA President to all members regarding the importance of Convention attendance and participation and encouraging attendees to send alternates if the principal contact is unable to attend. *Strategy 2***

**Results:** [Click Here](#) to view the letter distributed October 2, 2015.

#### **Distributor Manufacturer Relations Committee:**

**Chairman: Bill Shepard, BDI**

**Vice Chairman: Kevin Storer, Motion Industries**

**Manufacturer Liaison: Marc Dickison, Koyo Bearings North America**

#### **Purpose:**

To enhance the relationship between distributor and manufacturer and in so doing enhance their image to the customer. Inherent in this purpose is the long-term viability and value of BSA.

#### **Committee Goals 2015/2016:**

- **End User Training: Finalize curriculum, obtain CEU approval and conduct first End User Training session before 2016 Annual Convention *Strategy 4***  
[Click here to view End User Training PSW](#)

**Results:** A joint task force with members from Educational Services Committee completed the plan; the committee is working on a resource to develop the content. [Click here to view the End User Syllabus.](#)

- **BSA Trainer: Obtain commitments, hire trainer, and hold first training session before 2016 Annual Convention *Strategy 3, 4***  
[Click here to view BSA Trainer PSW](#)  
[Click here to view the commitment form](#)

**Results:** The Task Force has obtained commitments totaling \$100,000 from 15 companies for BSA to hire a full time trainer to conduct classes in 6 North American locations during the first year. The full time BSA Trainer will develop and expand the BSA Training Program and CBS Program. The scope of the Training Program will include 30 classes of five days each with no more than 15 students per session. Each participant is estimated to have a Registration Fee of \$1,000 (\$250 per day for a Four Day Training Session). The Task Force is reviewing candidates.

- **BSA Excellence Awards: Develop Award criteria, nominating process and judging criteria before 2016 Annual Convention *Strategy 3***

[Click here to view Excellence Awards PSW](#)

**Results:** A BSA Manufacturer Excellence Award Schedule was made and it was decided to present the award at the Fall Meeting, which is co-located with ABMA. The CBS Excellence Award criteria have been defined for both the highest percentage of CBS in a company and for the total number of CBS in the company. The criteria will be determined annually by the Distributor Manufacturer Relations and Educational Services' Committees. This award will also be presented at the Fall Meeting.

- **Consultants and New Business Models: Provide at least one speaker at meeting of Distributor Manufacturer Relations Committee during fiscal year 2015/2016 *Strategy 4***

[Click here to view Consultants PSW](#)

**Results:** Cyber security and/or HazMat speakers have been suggested for the 2016 Fall Meeting

## HR Task Force

**Chairman:** Linda Miller, B&D Industrial, Inc.

### **Purpose:**

The purpose of the HR Task Force is to recommend BSA involvement and opportunities for Human Resource Professionals at BSA Member and Participating Manufacturer Companies.

- **Personnel Recruitment: Utilize HR Forum to aid industry representatives in recruiting the best possible talent for bearing industry distributor and manufacturer companies *Strategy 4***

[Click here to view HR Forum PSW](#)

**Results:** [Click here to view the 2016 HR Forum Program](#). Every survey responder stated that HR Forum was worth their time and financial investment, they would attend an HR Forum in the future and that it is beneficial to meet on

an annual basis. Based on survey results, the proposed topics for 2017 are: Training, Recruitment and HR Best Practices.

## **Marketing Task Force:**

**Chairman: John Ruth, BDI**

### **Purpose:**

To develop a plan to better brand and market BSA through communications with members, other authorized distributors, manufacturers and end users of bearing products and services.

### **Task Force Goals 2015/2016:**

- **Continue expanding BSA's contact list within member and manufacturer companies to includes all branch managers and C level personnel *Strategy 3, 4***

[Click here to view Contact Expansion PSW](#)

**Results:** [Click here](#) to view the instructions to update contacts. It was decided at the Board of Directors Winter Meeting not to pursue through this channel. The special Newsletter will be forwarded to appropriate branch managers and C level personnel by the BSA delegate and posted on member company intranets to reach branch managers and C level personnel.

- **Replace BSA website with user friendly, multi lingual content to enhance the use of BSA's website by targeted audiences *Strategy 1, 2, 3, 4***

[Click here to view Website PSW](#)

**Results:** The task force is currently working with a marketing firm to identify what a new website design should include from a content standpoint.

- **Use of Social Media: Create a defined social media presence for BSA that helps it meet its branding goals concerning recruitment, prospective members, users, expanded member personnel. *Strategy 1, 3, 4***

[Click here to view Social Media PSW](#)

**Results:** A Task Force was created to define BSA's social media strategy, identify ways to reach the defined audiences and the associated costs to do so and to identify people to help create content.

## **Educational Services Committee:**

**Chairman: Brian Davis, Bearings & Drives, Inc.**

**Vice Chairman: Tom Weihsmann, Kaman Industrial Technologies Corp.**  
**Manufacturer Liaison: Reid Jajko, NSK Americas**

**Purpose:**

To develop or identify and recommend educational materials which will enhance expertise in the industry. Oversees the development and implementation of the certification program to instill confidence that bearing specialists have the quality of knowledge and critical skills necessary to provide effective service and solutions.

**Committee Goals 2015/2016:**

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- **Review one third of Bearing Briefs and one third of Industry Briefs annually so the entire Industry/Bearing Brief library will be updated every three years. *Strategy 4***  
[Click here to view Publication Review PSW](#)

**Results:** The following Bearing Briefs were archived:

- [The Domestic Bearing Industry: Investing in the Future](#) (July 1990)
- [History of Adhesives](#) (July 1991)

- [Vibration Analysis](#) (December 1998)

The task group is working on development of the following bearing briefs:

- [Plane Bearings](#) (October 1994)
- [Seal Selection](#) (March 1994; Revised February 1999)
- [Wear Sleeves and Other Shaft Repair Options](#) (January 2000) (it was noted the 2000 version is for the most part up to date, perhaps it just needs some minor updates)

**Additionally, Power Transmission Engineering will be publishing BSA Bearing Briefs in their print and online publications.**

[Click here to review the publication plan for BSA Bearing Briefs to appear in PTE.](#)

[Click here to review the publication content for the February Issue.](#)

- **Keep CBS program material up-to-date: Accredited Instructors have the responsibility of reviewing all CBS materials every three years. Strategy 4**  
[Click here to view CBS Materials Review PSW](#)

**Results:** The Accredited Instructors will begin the process of reviewing one third of the CBS Study Guide during each fiscal year, starting with the current fiscal year. [Click here to review the CBS article for the February issue of PTE.](#)

**Additionally, the Power Transmission Engineering (PTE) will also be publishing a Certified Bearing Specialist article, to feature solutions stories from CBS recertification submissions.**

[Click here to review the CBS article for the February issue of PTE.](#)

## **Long Range Convention Planning Committee:**

**Chairman: Jack Simpson, Applied Industrial Technologies**

**Vice Chairman: John Ruth, BDI**

**Manufacturer Liaison: David Zoesch, Schaeffler Group**

### **Purpose:**

To establish theme/subjects for the business program focus of future conventions beginning in 2000 with a commitment to producing a quality convention in line with the current format and mission statement.

## Committee Goals 2015/2016:

- **Encourage appropriate tagging by members and manufacturers, Past Presidents, Alums, Honorary Members and Lifetime Award Recipients of all digitized photos before 50th Anniversary Convention *Strategy 4***  
[Click here to view the Photo Digitizing PSW](#)

**Results:** Held a “Tagging” reception at the 2015 Fall Meeting. The Retired Past Presidents attending the 2016 convention will “tag” people in Smugmug at their reception. [Convention Photo Tagging Instructions are linked here.](#)

- **Identify possible 2017 Convention topics, presenters, and themes for consideration by the 2017 Convention Planning Committee at their April 2016 meeting. *Strategy 2***

**Results:** The suggested themes/Topics for the 2017 Convention are:  
Hiring/Retaining Millennials  
Evolving End User/Customer  
3D Printing/Disruptive Technologies  
IT Forum  
HR Forum

- **Evaluate 2015 Convention and make recommendations for and monitor 2016/ 2017 Convention *Strategy 4, Strategy 2***

**Results:** There will be a report on the HR Forum success at the 2016 Convention, by Linda Miller. Jim Scardina will present will present the concept of the IT Forum.

- **Coordinate involvement of the committees, specifically the committee chairmen, in the convention and possibly tie their activities for the year under a common theme or goal *Strategy 2, 4***

**Results:** This goal will help guide Mr. Ruth's decision on theme and content for the 2017 Convention.

## Past Presidents Council:

**Chairman: Brian Negri, Jamaica Bearings Company**

### Purpose:

To promote BSA membership to qualified non-member bearing distributors; to identify and invite to the Annual Convention, appropriate manufacturer personnel; to identify and nominate officers and members to serve on the BSA Board of Directors; and to identify and recommend sites for future BSA Conventions.

## **Committee Goals 2015/2016:**

- **Define Purpose, Scope and Participants for Membership Advisory Committee before 2015 Fall Meeting and begin implementation before the 2016 Winter Meeting. *Strategy 1***

[Click here to view Membership Committee PSW](#)

**Results:** BSA has a total of 40 Distributor members.

New Members:

- Apex Industrial Automation LLC
- Baldwin Supply CO
- Bearing Service Company of Pennsylvania
- Purvis Industries
- Tri-State Bearing Co. Inc.

- **Research and identify acceptable convention venues for the 2019 Convention before the 2016 Annual Convention. *Strategy 2***

**Results:** New Orleans has been proposed.

- **Identify and nominate officers and members to serve on the Board of Directors for the 2016/2017 fiscal year. *Strategy 4***

**Results:** Officers and three Board members were nominated.

- **Identify Honorary and Lifetime Achievement Award Recipients to be recognized at the 2016 Convention. *Strategy 4***

**Results:** A Lifetime Achievement Award Recipient was selected and will be announced at the 2016 Convention.

## **Supply Chain Strategy and Technology Committee:**

**Chairman:** Rex Davis, Kaman Industrial Technologies

**Vice Chairman:** Jim Scardina, Bearing Headquarters Company

**Manufacturer Liaison:** Jennifer Belk, AMI Bearings

**Purpose:**

To keep apprised of advancements and improvements in information technology and distributor supply chain efficiencies and develop, as may be appropriate, specific recommendations for them. This committee also supports the Association by recommending programs that will enhance knowledge, disseminate information, and improve efficiencies in the distributor supply chain.



## Committee Goals 2015/2016:

- **Discuss and process proposed changes to the PPIF as needed. Strategy 4**

**Results:** Adding a HazMat field was discussed as well as the new GHS system. It was determined that these two topics should not be handled through the PPIF at this time.

- **Finalize the Real Time 24/7 Bearing PIE (Product Information Exchange) and test its use before the 2016 Convention Strategy 4**

[Click here to view PIE PSW](#)

**Results:** The PPIF Review Task Force was formed. The Task Force, chaired by Jen Belk, AMI Bearings, developed a companion document to be used in conjunction with the PPIF designed to guide bearing manufacturers through the use of the PPIF. The Task Force also developed an examples document to provide examples of the PPIF scenarios. The Task Force began development of a scorecard, but it is not finalized.

[Click here to view the Draft PPIF Companion Document.](#)

[Click here to view the Draft PPIF Examples Document.](#)

[Click here to view the Draft PPIF Scorecard.](#)

- **PAR and Distributor Reports: Assure PAR delivery to participants by May 1 and seek 100% participation by all BSA member companies in both reports annually. Strategy 4**

**Results:** PAR survey was distributed on February 10<sup>th</sup>. The Distributor Survey was distributed on February 24<sup>th</sup>. Click the following links to view the [2016 PAR Survey](#). [Click here to review the 2016 Draft Distributor Report Survey.](#)

- **Research/Develop a one day forum to focus on *Business Process Improvement/Transactional Efficiencies* to foster networking and sharing of technologies being used to improve transactional efficiencies among bearing industry distributor and manufacturer companies Strategy 4**

[Click here to view IT Forum PSW](#)

**Results:** There was a list of subjects created, but it needs to be narrowed to include just IT subjects. From conversation it appears cyber-security, rich content and mobility are the most pressing IT issues. Input will be sought from the known company experts (Supply Chain Committee). Additionally, a survey was sent to all companies asking for input from their IT people.