



New Hampshire Ball Bearings, Inc.

A Minebea Company

www.nhbb.com

inside track

HiTech Implements Advanced Planning and Scheduling System

This summer, HiTech began using an Advanced Planning and Scheduling system (APS) intended to greatly enhance the utilization of manufacturing resources. HiTech implemented the system to improve its ability to forecast accurate lead times and better manage the complex fabrication processing of customized products.

APS is designed to manage and improve supply chain performance. In a manufacturing environment, APS establishes a production plan based on available materials, labor and plant capacity. The goal is to optimize the balance of manufacturing capacity, which is defined by its constraints, with that of market demand.

"Unlike traditional Manufacturing Resource Planning systems (MRP), APS is a finite planning system," said HiTech's Materials



"Our goal is to have all the components arrive at the crib at the exact same time and proceed to assembly without delay."

— Rick Wilkins

Manager, Rick Wilkins. "It makes us acutely aware of bottlenecks in the shop, then helps us align production throughput with these constraints."

Before implementing APS, HiTech built a data model of its manufacturing process. The data included in the model defines time buckets and other product, facility, manufacturing, distribution and demand information necessary to make planning and scheduling decisions.

According to Mark Lyon, HiTech's Logistics Manager and Master Scheduler, APS is a powerful system, but it is only as good as the data fed into it. "Prior to implementation, we put significant effort into updating all the information related to our manufacturing processes," said Lyon. "We audited and updated bills of material, fabrication and assembly routings, work center time standards—every piece of data—in order to build an accurate data model of our manufacturing environment."

APS is well-suited to environments like HiTech, where most products have

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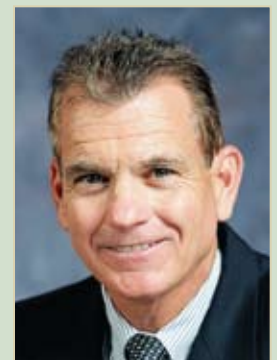
NHBB's President Heads NHBB/myonic Business Unit

Gary Yomantas was promoted to Managing Executive Officer by Minebea Co., Ltd.'s Board of Directors. The promotion was announced at the annual shareholders meeting held on June 26, 2009.

As a member of Minebea's Board and current President of NMB (USA) and NHBB, Mr. Yomantas is responsible for the performance of Minebea's NHBB/myonic Business Unit. This new Business Unit was formed earlier this year after Minebea acquired myonic GmbH, a precision bearing and custom components manufacturer headquartered in Germany. Mr. Yomantas played a key role in negotiating myonic's acquisition.

"I am honored to receive this promotion in recognition of my contributions to the Minebea Group of companies," said Mr. Yomantas. "And I look forward to collaborating with the Board to identify and shape strategic initiatives that will drive value for NHBB's—and now myonic's—customers, worldwide."

Mr. Yomantas was the first American to hold the post of Executive Officer when he was elected to Minebea's Board of Directors in 2006. ●



Gary Yomantas



HiTech Implements APS

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complex configurations and where strict and lengthy order sequencing and machine change-over time have a significant impact on manufacturing throughput.

"APS gives us the ability to synchronize component schedules," said Rick Wilkins. "Our goal is to have all the components of a given bearing assembly—the inner and outer rings, balls and cage—arrive at the crib at the exact same time and proceed to assembly without delay."



APS is well-suited to environments like HiTech, where most products undergo complex fabrication processes.

Component sequencing is no easy task in a Continuous Improvement environment, but Mark Lyon says APS is equipped to handle the task. "APS captures any new data resulting from process improvements, engineering changes, machine transfers, and so forth, then readjusts the schedules of all the components affected by these changes," said Lyon. "With everybody in the shop marching to the same schedule, we stand a much better chance of achieving the promised ship date."

The impact of APS is most visible to customers through interactions with

HiTech's customer service department, which has access to an APS toolset called the Customer Service Workbench. According to Sue Guinard, HiTech's Supervisor of Inside Sales, her team utilizes APS to handle any number of tasks related to tracking existing orders and managing incoming demand.



"Because APS gives us a better indication of our capacity and a clear picture of what is happening in the shop on a daily basis, we are able to provide our customers with more accurate ship dates and status updates," said Guinard. "We have always tried to give our customers accurate information. But with APS, we are able to deliver this information more quickly and with greater confidence than ever before." ●

Astro First to Qualify for Corrosion Resistant "Green" AS81935 Rod End Series

Astro is now fully qualified and is currently the only approved source for the CRES (Stainless Steel) Self Lubricating Rod End series, AS81935/6, /7, and /9. (AS81935/8 has not been released by the ACBG group.)

The AS81935/6, /7, and /9 Rod End series is a "green" alternative to the original AS81935/1, /2, /4, and /5 series. With the new series, the rod end bodies are manufactured from corrosion resistant Ph13-8Mo Stainless Steel, whereas bodies from the original series are made from Chrome Moly Steel with Cadmium plating.

For added corrosion resistance, the AS81935/6, /7, and /9 series are available with ball components manufactured from Ph13-8Mo Stainless Steel.

Contact the Astro Division for more details: 603.524.0004. ●

Employees Recognized for Outstanding Service

NHBB recently honored seven employees for their outstanding service to customers. The employees were recognized at NHBB's annual sales meeting, which took place this summer. Please join us in congratulating the following individuals for their exceptional efforts:

Sales Engineer of the Year

Al Kerestes

Senior Sales Engineer, Western Region

Strategic Achievement Award

(3 recipients)

Tracy Cathcart

Inside Sales Rep., Astro Division

Jim Oechsler

Senior Account Rep., Eastern Region

Joe Marn

Senior Sales Engineer, Central Region

Customer Service Representative of the Year

Frank McLaughlin

Inside Sales Rep., HiTech Division

Extra Mile Award

Dwayne Miles

Product Engineer, Astro Division

Outstanding Achievement

John Leger

Senior Sales Engineer, Eastern Region

NHBB to Exhibit at MD&M West 2010

The 2010 Medical Design and Manufacturing West trade show takes place February 9th through the 11th at the Anaheim Convention Center, Anaheim, California. NHBB will be there once again promoting its full line of miniature and instrument bearings and highlighting its technological advances for ultra-high-speed applications, including machined retainers, ceramic balls, high performance steels, and NHBB's patented composite metal-polymer retainer. Stop by booth #3747 to learn more about NHBB's complete solutions for the medical industry. ●



Representing NHBB at the 2009 MD&M East show were NHBB's Senior Sales Engineer John Leger, Eastern Region Sales Manager Mary Beth MacKenzie, Precision Division Applications Engineering Manager Alex Garcia, and Senior Sales Engineer Randy Brown.

Introducing Precision's New Catalog

The Precision Division released a new catalog this summer. The 2009 Products and Engineering catalog features Precision's expanded product offering of inch and metric series miniature and instrument bearings, inch series Thinex (Thin Section) and Torque Tube products, and a collection of larger diameter metric series bearings. Also highlighted are Precision's full line of custom specialty bearings along with numerous examples of special designs and assemblies that profile Precision's custom design and manufacturing capabilities. The catalog's engineering reference sheds new light on high speed design considerations, the selection of premium quality materials, the many cage options available, as well as the benefits of ceramic balls. A clever bearing size chart folds out and serves as a bookmark. To order the new catalog, visit nhbb.com and click on the catalog request link. ●



Astro Honored for Safety Record

The Astro Division received the National Safety Council's (NSC) Milestone Award for completing a period of 300,000 hours without incurring an occupational injury or illness that resulted in days away from work.

According to an NSC spokesperson, Astro has helped set the standard for what the National Safety Council considers to be "the best of the best" in safety performance.

The Milestone Award recognizes the outstanding safety achievements among NSC's members. For more information about the National Safety Council, visit www.nsc.org. ●



NHBB Poised to Deal with 2009 H1N1

NHBB has drawn up a Business Continuity Plan in response to the potential outbreak of an H1N1 influenza pandemic. The plan's objectives are to minimize risk of pandemic influenza to employees, maintain critical business functions during a pandemic outbreak and resume normal business operations as quickly as possible.

NHBB will try to limit the adverse impact of an outbreak through a tiered response protocol that goes into effect if flu conditions become more severe. The different levels track the severity thresholds set forth by the World Health Organization and the Centers for Disease Control, but the triggers for enacting additional protocols will depend on local conditions.

NHBB has taken the first steps by educating employees about the nature of H1N1, the protocols for the prevention of disease transmission and the policies regarding the disclosure of flu-like symptoms. The sick leave policy has also been updated. It requires employees who present flu-like symptoms to stay home until at least 24 hours after their fever breaks. If further steps become necessary, NHBB is prepared to implement social-distancing as well as work-from-home programs and increase environmental hygiene by sterilizing work areas.

The plan also lays out a strategy for executing mission critical requirements and high priority activities during a worst-case scenario, defined as a 40% reduction in the company's workforce for a limited duration. Each facility has drawn up a contingency plan for all of the essential business functions and is prepared to continue these operations in the face of high absenteeism.

For more information about NHBB's readiness, please contact your NHBB sales representative or Robyn Nattila at rnattila@nhbb.com. ●

Helpful Websites:
www.flu.gov, www.cdc.gov, www.who.int



For comments or questions
about Inside Track contact:

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Shannon Heard

Inside Sales Representative
myonic USA
years at myonic: 13

In Person

Shannon's career at myonic began in the clean room located inside myonic's Ringwood, NJ facility. After three years of relubing and repackaging bearings, she was promoted to inside sales.

Shannon moved to California to continue servicing myonic customers in her role as Inside Sales Representative. She works from myonic USA's headquarters in Chatsworth, CA.

Shannon is responsible for 100% of inside customer sales functions, including quoting, order entry, and corresponding with customers about day-to-day transactions. Her goal is to treat myonic's customers to the same high level of service they have come to expect.

"The people I have met at NHBB have been wonderfully supportive," said Shannon. "Everyone has worked hard to make the myonic transition as smooth as possible, business-wise as well as personally." ●

NHBB Appoints New Distributor Sales Manager



Tim Dugan

New Hampshire Ball Bearings, Inc. is pleased to announce the promotion of Tim Dugan to the position of Distributor Sales Manager. He succeeds Mike Smith who has left NHBB to pursue a new career opportunity.

In his new role, Tim is responsible for managing distributor sales at a national level. He will serve as the liaison between all of NHBB's divisions and our Authorized Distributors. "I am truly excited about working with all of our great Distributor partners and developing new relationships," said Tim. "At the same time I'm going to miss the many great friends I made at the OEMs I worked with."

Tim has over twenty years of experience in the bearing industry. Prior to his promotion, Tim was NHBB's Senior Sales Engineer for the Southeastern United States, a position he held for five years. Before that, he served as a Regional Sales Manager and Division Sales Manager for NMB Technologies Corp., a U.S. subsidiary of Minebea Co., Ltd. and sister company to NHBB.

"Tim is a consummate professional," said Jack Langridge, NHBB's Vice President of Sales and Marketing. "He is highly knowledgeable, organized, and very personable. I have no doubt Tim will do a superb job." ●

Astro Customer Service Representative Joins Field Sales



Ken Petersen

Ken Petersen has been promoted to Sales Engineer and is now a part of the Eastern Region sales team. He began his new assignment on September 21, 2009, taking over for Tim Dugan.

Ken is responsible for sales to customers located in the Southeastern United States. His territory covers the states of Virginia, North and South Carolina, Georgia, Florida, Alabama and Tennessee.

Before his promotion, Ken spent five years as an Inside Sales Representative with the Astro Division in Laconia, NH. During that time, Ken developed a reputation for providing excellent service. In recognition of his hard work and positive attitude, Ken was named Customer Service Representative of the Year in 2008.

"I am excited to have Ken join the Eastern Region sales team," said Eastern Region Sales Manager, Mary Beth MacKenzie. "The friendliness, dedication, and professionalism Ken exhibited as a Customer Service Representative will serve him well in his new role."

Speaking of his promotion, Ken said, "I am looking forward to this new and exciting opportunity to be of service to customers of NHBB." ●