

Bearing Specialists Celebrate Successful Convention

The Bearing Specialists Association held its annual convention at the Fairmont Resort in Scottsdale, Ariz. from May 3-7. More than 160 distributors and manufacturers attended the convention, which included committee meetings, business meetings, guest speakers, and social events.

At the meeting, the association elected Brian Negri of Jamaica Bearings as its incoming president. The association also announced its 2014-2015 board of directors, including Jack Simpson of Applied Industrial Technologies as chairman, Tim Breen of Motion Indus-



tries as vice-president and John Ruth of BDI as treasurer. Other members of the board are Jim Scardina of Bearing Headquarters, Steve Smidler of Kaman Industrial Technologies, Todd Hamlin of DXP Enterprises and Alfredo Bichara of Baleromex S.A. de C.V.

William J. (Bill) Stevens, chairman and CEO of Motion Industries, received the association's Lifetime Achievement Award in a surprise presentation that included video clips with comments and congratulations from colleagues, friends and family, many of whom spoke of Stevens' contributions both inside and outside the bearings industry. Stevens became actively involved with the BSA in 1989 and has attended every annual convention since then, except for one. He is a past president of the association and is one of the most active members of the Past President's Council. To learn more about Stevens, his life and

achievements, you can watch the same video that was presented to attendees by visiting youtu.be/cgxmzFOPZqk.

Among the highlights of the convention were the three guest speakers, who gave presentations aimed at helping distributors remain competitive in the era of universal global information. Dr. Barry F. Lawrence, coordinator of the Industrial Distribution Program at Texas A&M University, presented "Industry Trends and Growth Opportunities," which focused on the changing nature of industrial distribution, with a special look at the disruptive change being

caused by the likes of Amazon.com and other online distributors who are becoming more and more involved with industrial products. Lawrence outlined ways for traditional distributors to shift their organizations to more service-intensive strategies in order to drive growth in their businesses.

Courtney Killion, market research analyst with Cleveland Research, also spoke in depth about how the Internet is changing industrial distribution. Her presentation, "Our Evolving Industry: Analysis and Insight," also included statistics and information about how the industrial distribution landscape is changing. The top 10 industrial distributors have gained significant market share since



2005, in some cases through acquisition (big companies getting bigger), and in other cases because new players have emerged on the market. For example, she said, Amazon.com now has more than 134,000 skus in power transmission categories, up from 86,000 last year.

Dr. Jeff Dyer, Chair of the Department of Organizational Leadership & Strategy at Brigham Young University, presented "The Innovator's DNA," in which he described strategies for business innovation.

All three presenters participated in a panel discussion, moderated by Ellen Holladay, BSA past president and senior VP, CIO and Operational Excellence Officer for Motion Industries. The panel also included questions and answers from the attendees.

Everyone seemed very satisfied with this year's event location, sessions and planned activities. Frank Mascia, managing director for Timken Canada, said that "BSA is considered one of the first class associations for Timken, creating solid relationships and business opportunities." Mascia also said, "The programming of speakers and industry updates keep us informed on growth trends and offers relevant information for our fast changing industry and company."

For more information about the Bearing Specialists Association, visit www.bsahome.org. **PTE**