



## COUNTERFEIT BEARING SEIZURES. . . ON THE RISE



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Counterfeit or illegally produced bearings are entering this country at an increasing rate. The Department of Homeland Security has seized ten shipments of counterfeit bearings already this year compared to only two seizures between 2000 and 2008. Why the alarming increase in counterfeit product? Bearings are a highly valued commodity. In an effort to reduce costs in a slowing economy, many companies have tried to purchase bearings from unauthorized vendors. While some of these vendors import product legally, many import product from unknown sources.

These companies claim to be factory authorized providers of legitimate product. Nothing could be further from the truth!



Counterfeit bearings seized by US Customs and Border Protection

Globally, NTN is a charter member of the World Bearing Association (WBA). The WBA has helped to coordinate several raids in China where over 80% of counterfeit product seized by the US Customs originate. In August, the WBA organized raids in China through local officials on 9 bearing factories and 6 warehouses seizing 967,287 counterfeit bearings/boxes involving 7 different trademarks/companies. The WBA is also working to help educate users of the dangers of using counterfeit product.

In the United States, NTN has joined the anti-counterfeit working committee within the American Bearing Manufacturers Association (ABMA). This committee will work to help educate the US Customs personnel to enhance their ability to recognize counterfeit product as well as to educate the distribution/end user community on the dangers in using counterfeit product.

NTN is also currently working directly with US Customs. In 2009 we have helped them seize two shipments of counterfeit NTN branded bearings. We dispatched an engineer to the port of entry where he was able to verify that the product was indeed counterfeit! We are in the process of taking legal action against the importer. The packaging was a very good replication of our packaging (see photo), however, our engineers found the product to be very poorly made.

What can you do to help? First, make sure that you purchase your NTN product from NTN. This is the only method to guarantee that you have authentic product. Second, help us promote awareness of this issue to end users and encourage end users to only purchase product from authorized distributors. Please remember, if the price is too good to be true it is probably counterfeit.

# NTN®

# BY THE NUMBERS...

# 4

Brand Names: Bower, BCA and SNR are owned by NTN

**NTN**®

**BOWER**®  
An NTN brand manufactured in the USA

**SNR**

**BCA**®  
An NTN brand manufactured in the USA

# 2,750

U.S. Employees

# 3

NTN is the **third** largest bearing manufacturer in the world

# 2,636

Number of **Needle Roller Bearing** Part Numbers NTN produces

# 80%

of NTN product sold in North America *is made in North America*

# 53

Number of **manufacturing plants** NTN operates around the world

# 24 / 7

NTN offers customer service **24** hours a day and **7** days a week

# 75%

increase in minimum life duration of SNR Premier Spherical Roller Bearings over competitor product

# 5,785

Number of **Tapered Roller Bearing** Part Numbers NTN produces

**NTN**®

Wind Energy Bearings



**PART SEARCH**  
Part Number

**WIND**

Contains

For more information, contact us at:  
[WINDENERGY@ntnamerica.com](mailto:WINDENERGY@ntnamerica.com)

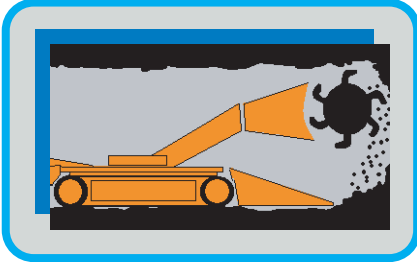


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NTN stocks wind energy bearings for  
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**9** different gearboxes and  
**3** different generators

All available for **immediate delivery** from our Atlanta warehouse!

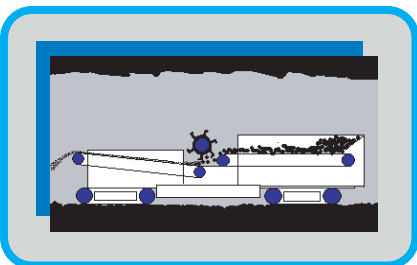
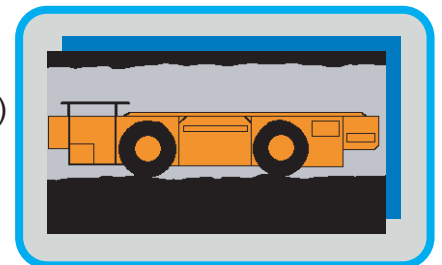


### Continuous Miner

Case-carburized tapered roller bearings for cutter-heads & gathering pots  
 Electric-motor grade ball & cylindrical roller bearings for tram motors  
 Cylindrical & spherical roller bearings for planetary gears

### Shuttle Car

Tapered & cylindrical roller bearings for wheel units (available as a kit)  
 Tapered roller bearings for conveyor drives  
 Spherical plain bearings for wheel joints

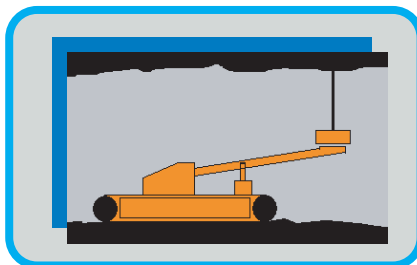
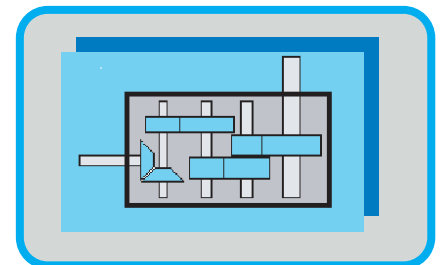


### Feeder Breaker

Tapered roller bearing assemblies for breaker heads  
 Tapered roller bearings for conveyor drives  
 Premium bearing units for tail pulleys

### Gearbox

Complete product line, tapered, cylindrical, & spherical roller bearings  
 Metric duplex sets for right angle drives



### Roof Bolter

Spherical roller bearings for crawler units  
 Deep groove ball bearings for drill heads  
 Spherical plain bearings for cylinders

Underground coal mining presents its own set of maintenance challenges. Of course it's a dirty, harsh environment where uptime is critical – we've all heard that before. But no one wants to descend hundreds of feet into the earth while worrying about whether or not their equipment will make it through the day. Space is tight and light is low, making access to repairs difficult.

## GROUND COAL MINING EQUIPMENT



At the core of every mining operation is a complex array of mining machines from compact, yet powerful, continuous miners in underground mining to the larger than-life-draglines found in surface mining. Even with some of the most complex equipment in industry today, mining is still, at its core, a fairly simple process. Specifically, underground coal mining can be broken down into three basic components: mining, transport and removal.

First, using a continuous miner, the coal must be removed or mined from the coal seam. Next, it's loaded onto shuttle cars for transport and finally, it's loaded onto conveyors for removal to the surface. These three basic processes are critical for the success of every underground coal mining operation. Preventative maintenance on these processes is crucial or failures can occur- especially bearing failures.

Fortunately, NTN has bearings for each of these processes. With our experience in mining, construction, agriculture and heavy-duty truck markets, we have the products capable of performing in the dirty, harsh environments of mines as well as exceeding reliability and life requirements.

We offer complete wheel kits for use on the 10SC and 21SC shuttle cars, available as either a complete kit or components. For conveyor belt drives, we have a complete line of SAF style pillow blocks, as well as a complete line of premium spherical roller bearings. Additionally, for continuous miners we offer a complete line of case-carburized tapered roller bearings for use in cutter heads and gathering pots.

21SC Wheel Unit Kit			10SC Wheel Unit Kit		
NTN PN	Joy PN	Quantity Per Kit	NTN PN	Joy PN	Quantity Per Kit
39520	00960110 0001	1	47890	00950119 0001	1
39590	00950110 0002	1	47820	00960119 0001	2
46176	00950213 0001	1	47896	00950119 0002	1
46792	00950116 0003	1	66212	00950028 0001	1
46368	00960213 0001	1	66225	00950132 0003	1
46790	00950116 0001	1	66462	00960132 0001	2
46720	00960116 0001	2	LM742710	00960195 0001	2
47420	00960117 0001	1	LM742745	00950195 0002	1
47490	00950117 0001	1	LM742749	00950195 0001	1
22780	00950089 0001	1	M1309EL	-	1
22720	00960089 0001	1			
M1307EL	-	1			

*For more information contact your NTN Sales Representative.  
For Technical questions: [eng@ntnamerica.com](mailto:eng@ntnamerica.com)*



**Location:** *Corporate Headquarters*

*(Mount Prospect, IL)*

**Years with NTN:** 34

*Arlene is a native of Milwaukee, WI but has spent most of her life in the Northwest suburbs of Chicago where she and her husband have one adult son. She enjoys exercising (including Zumba) and entering sweepstakes, raffles and contests.*

NTN knows that in order for its customers to be successful, we need to have the right parts at the right place at the right time. Through NTN's use of Six Sigma, we've undertaken many internal initiatives to dial in the right inventory mix. Sales, Marketing and Operations have all worked diligently to gather market intelligence and study inventory turnover production schedules to make significant improvements. However, we realize that we can't always have everything in stock.

Arlene Napshin, Customer Service Coordinator, has been tasked with reviewing lost sales opportunities on a daily basis, and identifying any options to fill customer needs. She'll look for possible substitute parts, or if none are appropriate, she'll verify when stock of the requested part will be available. Arlene will then contact the customer and present them with any options she's found:

***Is a different grease or packaging type acceptable?***

***Can NTN rework parts to their exact requirement?***

***Can the customer wait until the stock becomes available?***

Arlene has been working on this process since spring 2009 and feels it's been a great success. She's been able to help customers in a great deal of situations, and they are generally very appreciative of her efforts to assure their satisfaction.

*"Being on the lost sales task force is very rewarding and the results have been very positive. It is a wonderful feeling to help distributors find bearings that they are in need of."*

But above all, the customer has the part they need and NTN has captured another puzzle piece to perfecting our inventory mix.

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an odd  
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funny event  
or just a  
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*Submissions must be received by 3/31/10*