

It's Global Out There.....

Massachusetts Metal Finishing
Forum

Woburn, MA

About New Hampshire Ball Bearings, Inc.

- Global supplier of precision ball and roller bearings
- Service mainly military and commercial aerospace markets
- Highly regulated
- New England company

Our Business



We're a
metal
finisher
too

What our Customers ask

- 100% Quality 100% of the time
 - Key measurement metric
- Good price (value)
- Want the product when they ask for it
 - Delivery is key measurement metric
- Want a better price
 - Penalty payments for late delivery
- LTA's with price reduction clauses

What flows to our suppliers

- See previous slide!

Suppliers are Partners

- Coatings and platings are integral to our products
- We are not experts in your area
 - we understand the EH&S regulatory burden
- We understand the cost of compliance
 - disposal
 - inspections
 - reporting

Why an EMS?

- Allows
 - Understanding of compliance issues
 - Identifies opportunities to minimize waste or prevent pollution
 - Goes beyond compliance to resource use
- Barriers
 - human resources
 - costs

The value?

- Realize operating cost reductions
 - Enhance competitiveness
- Improve productivity and quality
- Reduce regulatory burden (and risk)
- Employee moral improves

What's in it for our suppliers

- Status: approved to preferred
- We encourage innovation
 - Yankee ingenuity
- Strengthens the partnership
 - As our business grows, so will yours

Where's some help?

- Your State offers assistance
 - <http://www.state.ma.us/ota/>
- EPA offers assistance
 - <http://www.epa.gov/opptintr/p2home/programs/busprac.htm>
- We will help
 - Ask your customer (especially if they have gov't contracts)