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)