



*Jim McMillan  
Market Manager-Machine Tool*

## NTN SUPPORTS MANUFACTURING SECTOR DURING ECONOMIC REBOUND

There's no denying the difficulty of the recession over recent years. Throughout 2009 and continuing into 2010 most companies have done well to simply stay-the-course. The good news is that 2012 appears to be back on track for a long-term recovery in the manufacturing sector. Your orders are up 105% over this time last year and we are close to seeing demand reaching the pre-recession levels!

Many companies caught in this recession had to adjust quickly. It was a time of reducing finished good stock and limiting capital investments until their market conditions showed signs of life. In mid-2010 manufacturing came back in a big way.

That rebound put stress on the manufacturing supply chain. It increased raw material demands, driving steel prices higher. Increases also occurred in petroleum costs and the retention of skilled and experienced employees.

During this time NTN maintained a forward focus and continued its plan for the upswing in manufacturing. Understanding that the manufacturing sector would continue to need quality precision products for new projects and maintenance requirements, NTN became proactive and prepared. According to the latest figures supplied by the American Machine Tool Distributors Association (AMTDA), 2011 has seen a significant rise in machine tool product demand.

As a result of strategic planning NTN, now offers both the NTN Ultage® and SNR MachLine® series of precision bearings. This supports our distributor base by providing more design options with a comprehensive mix of products for their customers in the machine tool Maintenance & Repair and Original Equipment markets. With the addition of the SNR machine tool line, NTN provides readily available designs that fit the replacement market with features that include ceramic balls for higher speed capabilities and sealed-for-life bearings.

Two NTN plants have been dedicated to producing precision products. Our plant in Kuwana, Japan is currently producing the new Ultage® series of precisions which feature increased speed designs and are currently available to our distribution base. Our sister plant in Argonay, France offers the MachLine® series. This series is currently being used by major spindle repair facilities throughout the US. With over 4,000 part numbers and design options we offer a perfect fit for just about any application.

We are committed to supporting you and your customers and will keep you up to date on what NTN has to offer within our expanded precision bearing line. Keep watching the newsletter for future updates!

**CORPORATE OFFICE**  
1600 East Bishop Court  
Mt. Prospect, IL 60056  
Tel: (847) 298-7500  
1-800-323-2358  
Fax: (847) 294-1230

**SALES OFFICES:**

**EASTERN REGION**  
201 Robbins Street  
Osterville, MA 02655  
1-800-323-2358

**SOUTHEAST REGION**  
5475 Peachtree Industrial Blvd.  
Norcross, GA 30092  
1-800-323-2358

**GREAT LAKES REGION**  
1600 East Bishop Court  
Mt. Prospect, IL 60056  
1-800-323-2358

**CENTRAL REGION**  
25 Plantation Drive  
Shelbyville, KY 40065  
1-800-323-2358

**WESTERN REGION**  
15357 Page Street  
Omaha, NE 68154  
1-800-323-2358

**AUTOMOTIVE GROUP**  
39255 West 12 Mile Rd.  
Farmington Hills, MI 48331  
Tel: (248) 324-4700  
1-800-323-2358  
Fax: (248) 324-1103

After 7 years of providing fantastic service to our customer base, it was time to retire the old NTN Technical Training Unit (TTU). The trusty Winnebago made 14 trips across the country training almost 10,000 customers and end users. But as we all grew older and wiser, it was important to take a step back and evaluate how we could improve the mobile training program.

We're pleased to present NTN's new Technical Training Unit in a slimmer, sleeker skin, completely enhanced to better serve you and your customers. The new Mercedes-Benz Sprinter brings you the same expert training you've come to expect, but with the addition of bearing installation tools available right off the truck.

A few of the bearing installation tools are demonstrated and available for sale on the truck include:

- **Induction Heaters**
- **Pullers**
- **Spanner Wrenches**
- **Lubricators**
- **Infrared Laser Thermometers**



Did we mention that the economical TTU reduces NTN's carbon footprint while making it more accessible to customers? The smaller profile means that the truck can be driven by any NTN sales representative or engineer making its routes more flexible and speeding up transit time between locations. That means easier scheduling for you.

And now that we're taking the classroom out of the truck and bringing it into the work site, we can accommodate larger class sizes and get closer to those problem applications. Training sessions can be more interactive because NTN engineers can help immediately with end user bearing issues.

Offering a variety of courses for all of your maintenance issues, the TTU is equipped with the latest technology. We'll come equipped with everything needed to host a 'hands-on' training experience. You can choose from the standard training modules such as Installation, Shaft/Housing Fits, Lubrication and Failure Analysis, or work with your NTN representatives to put together a completely custom curriculum.

As one of the few bearing manufactures in the world to provide a mobile training unit, we recognize and understand the importance of customer education. Focused on developing different value added technology programs, supporting our distributors and customers, we continually provide solutions for your ever changing business needs.

For more information on the TTU program contact your NTN Sales Representative.



# DISCOVER THE NEW NTN RANGE DIFFERENCE

NTN's mission is to provide you with the best quality products, technical support and local inventory to meet your needs. ULTAGE™ and MachLine™ precision bearings provide the industry with more design options and a comprehensive range of products for MRO applications – and they're offered up with the same commitment to quality that's driven NTN for over a century. Our technical team is available to answer your questions and help you find the right solution for your customer's machine needs. Interchange information is available by request or online at [www.ntnamerica.com](http://www.ntnamerica.com).

## CYLINDRICAL ROLLER PRECISION BEARINGS FOR HIGH SPEED

- ISO class of P4 (ABEC 7) & ISO P5 (ABEC 5) standard
- Bore ranges: 25 mm to 170 mm (N, NN)
- Machined brass cage standard
- Peek resin cage (T6) optional
- Optimized internal design features
- Taper bore (K) mounting option
- Higher speed series: N10HSR
- HSR series includes a special resin cage



## ANGULAR CONTACT BEARINGS

- Contact angles of 15° and 30°
- Universal ground for pairing
- Laminated resin "phenolic" cage
- Three standard preload options
- Standard precision P4S
- Bore ranges: 10 mm to 200 mm
- Higher precision options

## DOUBLE DIRECT ANGULAR CONTACT PRECISION BEARINGS

- Contact angle of 60°
- Series: 5620 bore ranges: 25 mm to 360 mm
- Series: 5629 bore ranges: 100 mm to 320 mm



## BALL SCREW SUPPORT PRECISION BEARING

- Contact angle of 60°
- Bore ranges: 17 mm to 60 mm
- Special resin cage
- Universal ground for pairing or arrangement options



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

our precision bearing requirements. Extensive mix of products for OEM and industry. Our sales and engineering teams meet your needs. Whenever you need it, industry

## ANGULAR CONTACT PRECISION

Contact angles of 17° and 25°  
Pairing or arrangement options  
Phenolic resin cage centered on outer ring  
Various grades  
ISO4 or ABEC 7  
Bore and OD ranges: Up to 420 mm  
ISO2 or ABEC 9



## ANGULAR CONTACT PRECISION BEARINGS SEALED FOR LIFE

- Contact angles of 17° and 25°
- Phenolic resin cage standard
- Universal ground for pairing or arrangement options
- Non-contact seals
- Ceramic ball optional: Prefix (CH)
- Reduced clearance between seal lip and the shoulder of the inner ring, limits grease leakage and contamination ingress



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## ANGULAR CONTACT PRECISION BEARINGS FOR HIGHER SPEED

- Contact angles of 17° and 25° SNR MachLine series and 30° NTN Ultage series
- Smaller ball design for increased life
- Universal ground for pairing or arrangement options
- Ceramic ball / Silicone nitride for reduced heat generation Prefix (CH)
- Reduced thermal expansion and increased bearing life



## HIGH PRECISION LOCKNUTS

- Narrow and wide series
- Locking by blind holes or slots
- Nuts locked by two or four bronze inserts
- Bore ranges from: 10 mm to 100 mm
- Slots series: B / BR / BP / BPR
- Blind hole series: TB / TBR / TBP / TBPR





**TOM HUNTER**– *Iowa*

Tom's no stranger to NTN. In fact, he's been with us since 2007 handling OEM Sales in Iowa, and has achieved NTN's President's Club award. He recently made a move to Industrial Aftermarket to enhance NTN's presence and support in Iowa. Tom is a lifelong resident of the Des Moines area and resides there with his wife and four children. He's quite the outdoorsman and has participated in long distance running, canoeing, backpacking and football.

Tom also knows things aren't always what they seem. "I was hiking, out on my own. This was just after our tent neighbor had been attacked by a bear the night before. I know it's usually not a good idea to be off in those areas alone, but I felt pretty well prepared. Then, I heard it.

Something very big, extremely heavy, was moving just up ahead of me. I just knew it was a bear.

I'd never been so scared. I cautiously rounded the bend and came face to face... with a very big cow!" *And, knowing things aren't always what they seem enables Tom to support NTN distributors with calculated risks offering local support and service.*

**Tom can be contacted at (224) 639-0932 or at [thunter@ntnusa.com](mailto:thunter@ntnusa.com)**



**ARTHUR "BUBBA" SMITH III** - *Alabama, Florida Panhandle and South Central Mississippi*

Bubba's Back! NTN welcomed Arthur back in June as he has rejoined our sales force after a successful career at Sumitomo Machinery Corporation. Arthur resides in Chelsea, Alabama with his wife and daughter. He enjoys tournament bass fishing, Texas Hold 'em and college football. With more than 26 years in the industry, Arthur is a great addition to NTN's Industrial Aftermarket sales team, and we're glad to have him back home.

Arthur knows perseverance and quick action save the day! "The water was rough, no matter where we tried we weren't pullin' in any fish. Finally, with about an hour left on the clock we hit a sweet spot. Cast and pull, cast and pull, we were really bringing 'em in." Bubba was determined to pull every minute out of the time left on the tournament clock. "I even caught an 8.5 pounder! It was great!" "Well I slammed that boat in to gear and headed for the dock. We were rollin' across the waves at top speed. All of a sudden I felt something odd by my feet. I looked down and there was a fish floppin' around. Then there was another, and another.... I turned around to see that our catch cooler had flipped up and popped open!" Bubba knew it was time for quick thinking and fast action. I moved as fast as I could. I snatched up the fish and we got them back in the cooler. Not only did we make it back in time, our entire catch totaled more than 17 pounds. We won \$1,400!" *It's Arthur's natural tendencies of dedication, perseverance and quick thinking that keep the NTN distributors safely on board as well.*

**Arthur can be contacted at (205) 901-4712 or at [asmith@ntnusa.com](mailto:asmith@ntnusa.com)**



**JIM WILKE** – *Central Florida*

A Milwaukee native, it's probably his passion for golf and outdoor sports that prompted Jim and his wife to migrate south. Now living in Englewood, Florida they have two adult children. Jim comes to NTN from Emerson Power Transmission where he has worked in very diverse industries. In addition to getting out on the water, Jim likes golfing, cooking out and attending sporting events.

Jim values the wisdom of planning ahead, even when that plan is based on a long shot. "When my oldest daughter was just out of high school, my wife discovered I had a lot of free time in the evenings. She told me to get a hobby. So, golf it was. One Thursday, men's night, I'd been shooting terribly.

We came up to hole #7. I smacked the ball without really caring... and it sank. A hole-in-one!" Jim

says there are rules about getting a hole-in-one every golfer knows, for instance, the rule where the sinker buys everyone a drink. "Luckily I'd bought hole-in-one insurance so the round only applied to those on the 'list'. Right. It was men's night and if I expected to make it to my car everyone was getting a drink. At the end of the evening the bar tender handed me a \$450.00 tab. He reminded me that since I'd bought the insurance, they owed me \$5!" *It's this ability, to think ahead, think big and plan for the long shot that gives Jim the ability to connect and focus on the aftermarket distributor based strategic programs.*

**Jim can be contacted at (224) 406-0944 or at [jwilke@ntnusa.com](mailto:jwilke@ntnusa.com)**



NTN BEARING CORPORATION OF AMERICA  
1600 E. BISHOP COURT MT. PROSPECT, IL 60056



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PRESORTED  
FIRST-CLASS MAIL  
U.S. POSTAGE  
**PAID**  
Skokie, IL  
Permit No. 245

### NTN-Bower Heavy Duty Tapered Wheel Bearings

Featured on  
Fox Sports Net's  
Motorhead Garage TV

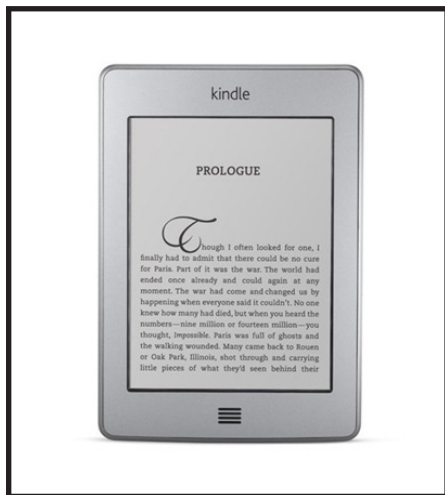


Sam Memmolo and Dave Bowman, the well-known TV mechanics, along with NTN's Roberto Carriedo, demonstrate how to remove, inspect, reinstall and adjust NTN-Bower's case-carburized tapered roller bearings on a Class 8 Truck in their show Motorhead Garage TV.

<http://www.youtube.com/watch?v=wsH0qz54vSk>

WWW.NTNAMERICA.COM

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# WIN AN Amazon-Kindle Touch

*Winner will be randomly selected*