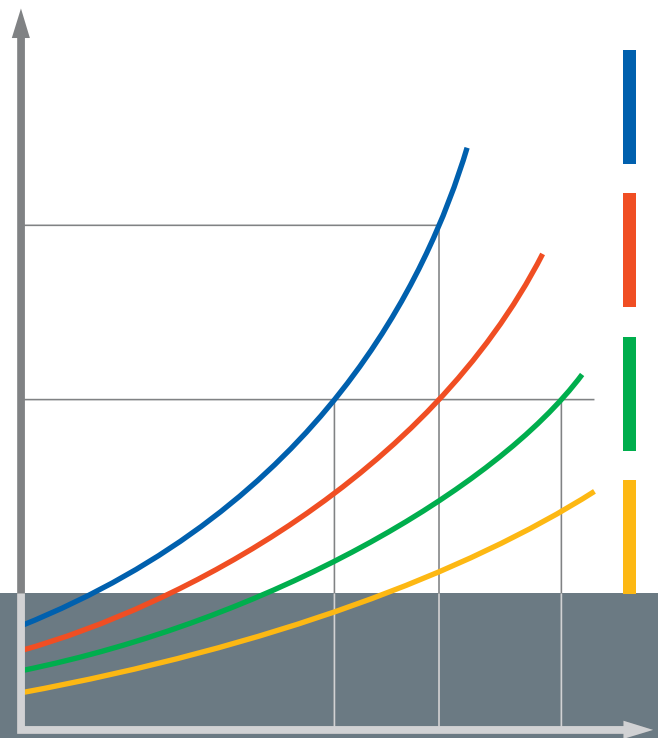


Roller bearing procurement.  
Check now.

The service concept  
for global roller bearing procurement



# The Service Concept for Global Roller Bearing Procurement

What can you do when the “best product has been designed” and costs appear “fully optimised”? What you need is a scout in the jungle of the worldwide roller bearing market. We show you the concealed possibilities.

Enormous potentials are available throughout the world. Which of these can you make use of today? And which will you need in future?

- ABEG<sup>®</sup> uses and promotes the core expertise of individual manufacturers. Because nobody can do everything, certainly not economically. We create clarity and dynamic adaptability.
- ABEG<sup>®</sup> finds the right price. Previously a game with numerous parameters, now a convenient and reliable process.
- ABEG<sup>®</sup> combines customer requirements with supply markets, and the priorities of the purchaser with those of the construction engineer. Often a thin line to walk. ABEG<sup>®</sup> creates a balanced selection in keeping with both commercial *and* technical criteria.

We work in cooperation with the manufacturers, so that you now have easy access to the whole world market. We are your scout on the world market, facilitating your bearing selection and procurement of the future. On the following pages, you can find out for yourself how much ABEG<sup>®</sup> has to offer – always in line with your own company requirements and objectives.

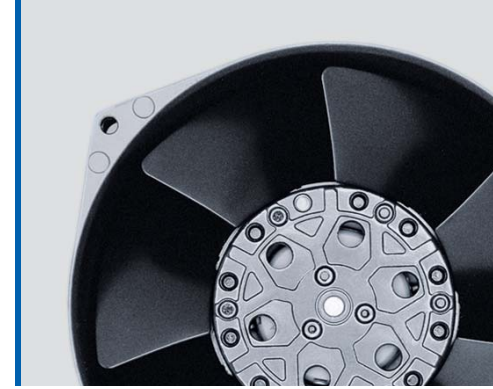


1

Roller bearing procurement.  
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Modern roller bearing procurement has objectives, and ABEG<sup>®</sup> will show you how to achieve them. Tell us on the fold-out page (last page) which your current requirements are.

# We Lay Out the Foundations



## Reliable basic work

Have you ever tried to structure the global roller bearing market according to the technical and commercial criteria of your applications?

Our four ABEG® performance classes – Premium, Supra, Eco and EasyRoll – cover all application areas, including yours. The challenge for us is to select these classes so that all users can work with them easily and reliably. For this purpose, our experts have researched the complete world market, making its dynamic development controllable and accessible to our customers.

ABEG® asks the right questions:

- What exactly is your position today?
- Which products do you currently use?
- What level of innovation (i.e. what proportion of the technologies and innovations available worldwide) have you already achieved?

The preparation of your foundations for the roller bearing technology used can now take place in a few simple steps – a solid basis for your introduction of optimum roller bearing procurement using ABEG®.

### Premium

High-performance. Premium-class bearings offer exclusive extras for high-tech applications. For the highest stress levels and revolution speeds to special seals and special lubricants.

### Supra

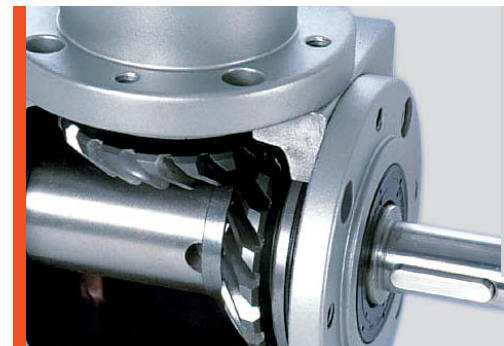
Performance-conscious. Supra-class roller bearings come in a very wide range of component variations. Manufacturing precision and versatility provide universal application possibilities.

### Eco

Cost-conscious. Eco-class roller bearings are known for their sound basic technology, and the option of choosing different important equipment components.

### EasyRoll

Especially for low revolution speeds. EasyRoll-class roller bearings offer the most cost-effective solutions.



## 2

Roller bearing procurement.  
Check now.

What is your position today? Please mark on the fold-out page (last page) the performance classes of the roller bearings you currently use.

# ABEG® Guides You to the Optimum Purchasing Decision

## Accurately determining the optimum

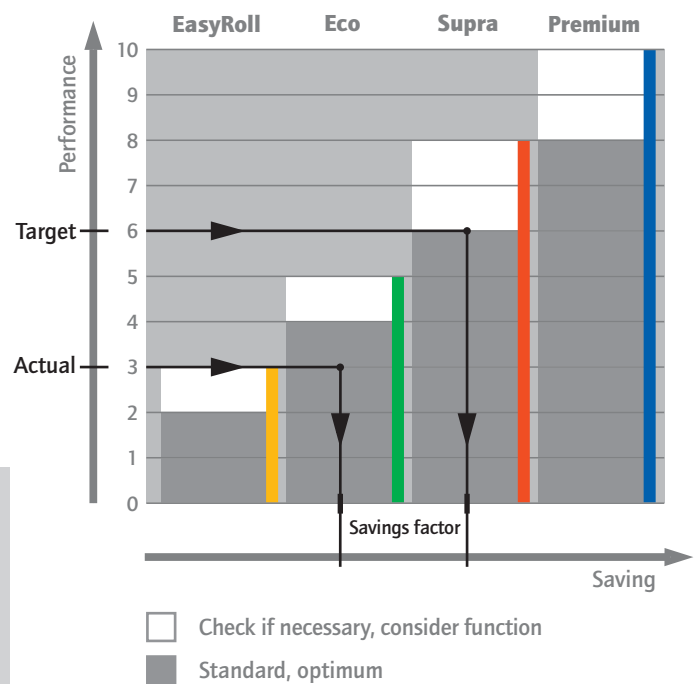
The roller bearing industry defines the performance over the working life. But what sort of working life is the best for you? 50 years can be expensive ... but so can be 2 years.

ABEG® enables performance optimisation. We ask when your optimum has been achieved, and determine the performance class accordingly. So you pay for an ABEG® product no more and no less than you really need to.

ABEG® enables the selection and combination of internationally available innovations. Special equipment features such as lubricants, seals, cage designs, coatings or materials no longer commit you to a particular performance class, because equipment features and performance classes can generally be freely combined with ABEG®.

By fine adjustment of the working life, you can get away from oversized products, and distinguish yourself from your competitors. ABEG® identifies the savings potential; often with surprising results, because this includes accurate price optimisation over the whole world market.

ABEG® takes you step-by-step to the cost-optimised purchasing decision. We will show you how you can accurately determine what is the optimum for you.



*Bearings from different suppliers do vary. And the answers of the world market why they vary are just as different as the questions you ask of it. 4 product lines now suffice for a quick and reliable orientation in performance and price, as shown in the example on the right.*



### 3

Roller bearing procurement. Check now.

Four product lines now suffice for a quick and reliable orientation in performance and price. Even the possible deviation between ACTUAL and TARGET now becomes apparent.

On the fold-out page (last page), you can determine your current position, and where you want to be in future.

# Calculability



## The working life decides

The basis for your decision is the calculability of the working life, taking into account your technical specifications. With ABEG®, you will achieve a new level of perfection.

In addition to the classical calculation principles, ABEG®, uses the different performance features of the products available on the world market. The conventional working life calculation (according to DIN ISO 281 Bbl. 1, A1 and A2) is decisively improved by the "ABEG® factor".



## The ABEG® factor

The accurate determination of "your" specific ABEG® product line is made by means of the required performance capability = nominal working life  $L_h$ .

$$L_h = a_{ABEG} \times \frac{16666}{n} \times \left(\frac{C}{P}\right)^p$$

C: basic dynamic load rating

P: equivalent dynamic load

p: working life exponent

n: revolution speed [min<sup>-1</sup>]

$L_h$ : nominal working life

$a_{ABEG}$ : ABEG® factor

While C is determined by the bearing dimension and P and n by your application data,  $a_{ABEG}$  optimises the utilisation level of the bearing performance. This ratio of realised to required working life (i.e. ACTUAL to TARGET) is a basic ABEG® optimisation objective, which ideally tends towards 100 %!

## The ABEG® Quickfinder

By the standardisation of the selection criteria for bearing performance, we have created a tool which identifies the optimum roller bearings for you in terms of dimensions, performance and price - quickly and reliably: the ABEG® Quickfinder!

# Consulting from "e" to "h"

## Consulting throughout the entire cycle

We offer support at all decision-making levels, from management to development and purchasing department. The complete ABEG® consulting cycle extends from analysis to planning, and on to implementation and realisation

## Proven methods

"eConsulting" with its calculation tools is complemented by "hConsulting" of our ABEG® consultants. Together we design the suitable measures and assist you in the implementation of proven engineering methods:

### Method 1: Down-Sizing

You find the smallest bearing which still guarantees the required working life.

### Method 2: Cost-Sizing

The bearing size is specified by the circumstances. A change to another product line creates cost benefits.

### Method 3: Up-Sizing

Even larger bearing dimensions can be even more favourable by changing the product line.



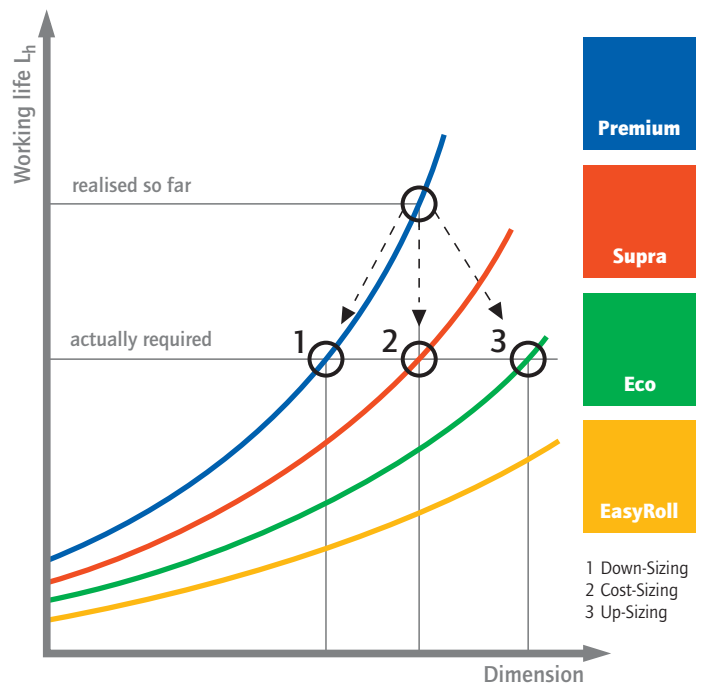
Conventional calculation formulas and tools overlook the performance differences between roller bearings of the same dimensions. The working life formula modified by the ABEG® factor produces performance diagrams as the decision-making basis for your optimisation possibilities.

## Three ways, one objective

Our experienced consultants know the best method for the cost-optimisation of your solution. The objective remains the same: ABEG® provides competitiveness and investment security.

We will be happy to show your employees how to make the most effective use of all these methods in the difficult day-to-day world of roller bearing procurement. Ask about our workshops and seminars!

ABEG® can be implemented consistently, in several steps, all building on each other. All consultation results should be established over the long term. We create permanent substance – investment security through sustainability!





# ABEG® is the Future of Roller Bearing Procurement

## Quality is essential

The ABEG® service concept demands quality management from all manufacturers. All plants are certified to DIN ISO 9000 et sqq. This is augmented by auditing of processes and products by ABEG®'s own experts to assign the performance class.

Only companies who manufacture in accordance with the standards and maintain the ABEG® manufacturing specifications receive and retain the desired ABEG® certification. Continual controls are applied, from the raw material to delivery of the finished product. This ensures the required performance level and placement in our four product lines.

## Built-in reliability

In addition to plants guarantees and product liability insurance, ABEG® also offers individual risk management. To be prepared for all eventualities, and to be able to react professionally ... this represents genuine added reliability.

## Welcome to the world of roller bearings

- Designation by performance classes
- Traceability by means of batch numbers
- International availability
- Own ABEG® product design

## Full Service

- Comprehensive support and tools for determination of the required performance class
- Consulting and user advice at all decision-making levels
- Comprehensive advise on individual solutions
- Objective definition and project planning
- Bearing dimensioning as new design, re-design, down-sizing, up-sizing, design-to-cost
- Implementation and change management
- Implementation and monitoring of processes



ABEG® is the world standard of the future.  
For all market participants.



# ABEG<sup>®</sup> in Focus

## Benefits for all

### ... decision-making levels

- Definition and procurement of the optimum roller bearing at the optimum price
- The product lines EasyRoll, Eco, Supra and Premium are self-explanatory. So that construction engineers and purchasers understand each other better
- You enjoy optimisation and savings potentials over the complete product life-cycle

### ... construction engineers

- The selection possibilities have always been enormous. You now enjoy clarity and calculability
- Immediate market transparency with regard to technical functions
- You benefit from the experience obtained from decades of roller bearing application and the know-how of all ABEG<sup>®</sup> technology suppliers

### ... purchasers

- You enjoy all the benefits of globalisation – all that with only 4 product lines
- Reduced number of suppliers, with no supplier dependency. Especially for individual solutions. We know suitable manufacturers who will take your ideas further
- Shortened and simplified procurement process. Seamless integration into existing processes and preferential sales channels such as eShop or C-parts management
- We ensure availability and warehouse logistics

## The next turn could be the most important

ABEG<sup>®</sup> provides you with the power to speed up your business idea. Irrespective of whether you are a production company, or an industry service-provider, the ABEG<sup>®</sup> member and partner model will help you towards new profitability and open up lucrative new business segments. The ABEG<sup>®</sup> Group will be happy to help you.



4

Roller bearing procurement.  
Check now.

On the fold-out page (last page), tell us how we can help you with your business idea, and make the advantages of ABEG<sup>®</sup> available to you.

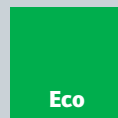
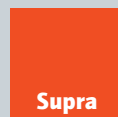


# Roller Bearing Procurement. Check now.

**1** Please sketch out here the objectives that are really important to you. Tick whichever is applicable.

- I want to reduce the process costs of purchasing
- I want to reduce the number of suppliers
- I want to be able to purchase globally, without having to compromise
- I want to realise cost optimisations in the development phase
- I want to take advantage of the benefits of dynamically developing world markets
- I want to have access to worldwide available technical advantages and innovations

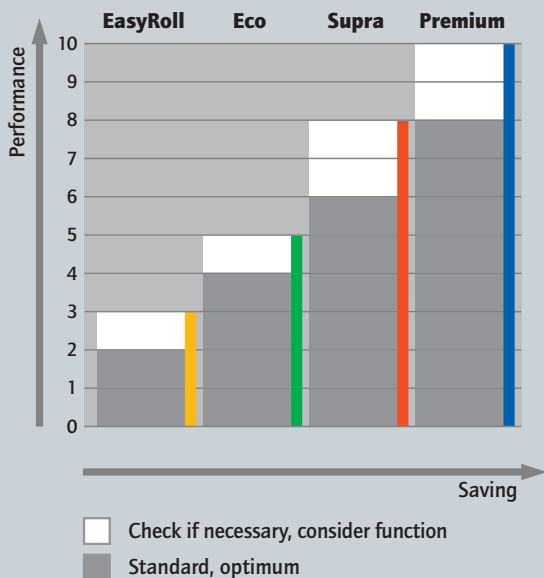
**2** Please tick, which performance class you use today.



- For high-performance, high-tech applications
- Performance-conscious for universal application possibilities
- Cost-conscious. Sound basic technology
- For low revolution speeds

**3** Please make your current estimate here.

To what extent are your roller bearings stressed in your current applications? Please estimate this on a scale of 1- 8, where 1= simple rolling and swivelling movements and 8 = high-tech for the most demanding applications. Draw in your TARGET line, and enter the intersection point with the ABEG® product line on the savings axis. Where you are today has already been determined under (2). Draw in your ACTUAL line in the same way. The difference is your savings potential!



**4** Please tick how you would like to proceed.

- Arrangement of a telephone discussion
- Presentation by an ABEG® consultant together with purchasing, development and management
- Invitation to a workshop/seminar
- ABEG® Quickfinder access
- ABEG® Quickfinder training
- Organisation of a consultation project

**Fax reply to: see back of brochure**

Company

Surname, forename

Position

E-mail

Telephone

Company stamp

