

Ecodyne Ltd. aligns with BC Bearing Engineers Ltd.

WE ARE PLEASED TO ANNOUNCE the recent alliance between Ecodyne Ltd. and BC Bearing Engineers, which will promote our respective companies and specifically Hudson fans for cooling towers and air cooler heat exchangers.

This agreement will allow the two companies to promote each other's specialties and products to existing customers. Congratulations to Nick Agius in Fort Saskatchewan for working with Ecodyne in this endeavour.

Ecodyne Ltd., based in Burlington, Ont., is one of the country's most experienced cooling tower companies. Complete systems are provided from inlet to outlet, including design, engineering, supply and construction of industrial duty cooling towers. Their

towers are found in major industries and power generating plants around the world.

Ecodyne Cooling offers high-efficiency fans manufactured by Texas-based Hudson Products Corp. for all cooling tower applications. Hudson's Tuf-Lite and Tuf-Lite II fan blades both use the airfoil section that has made their fans renowned for high efficiency and low noise. Their increased efficiency provides higher static pressure and air flow capability while minimizing horsepower requirements.

This agreement will allow the two companies to enjoy new marketing opportunities, take advantage of volume discounts and achieve a higher shared gross margin on Hudson fans. We look forward to a long and successful relationship. **BCB** ~Brent Pope

GETTING TO KNOW YOU

JIM DUFF, Director of Sales, Urban Branches

Every issue of the *Communicator* features a profile of a BC Bearing employee. In this issue, we get to know Jim Duff, Director of Sales, Urban Branches, for BC Bearing Engineers Ltd.

THERE ARE PEOPLE WHO DRIVE CARS and then there are so-called "car people," a devout core of enthusiasts who beam like proud parents at a graduation ceremony when it comes to buffing and showing off their pride and joy. Jim Duff is such a person but he cautions, not a "car snob."

"We're not cliquy," he chuckles, pointing out he and his wife run with a car show crowd that includes a '28 Ford, 1967 Chevelle and '55 Chevy. This is no mean feat in a world where brand devotees are known for shunning other automakers and certain nameplates (Ford Pinto anyone?).

After leaving the office and on his days off, Jim tinkers and toils under the Tahoe turquoise hood of his "pony car" labour of love - a 1967 Chevy Camaro. The painstaking overhaul of the classic Detroit muscle car started six years ago in his Fort McMurray garage after he found it in Saskatoon, where a father and son had tried to bring some of its lustre back before losing interest.

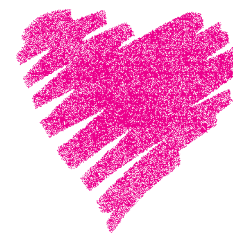
But it's not all work for the amateur car restorer. Jim and his wife, Colleen, who celebrated their 25th wedding anniversary in September, often travel to car shows in the Camaro, including a recent six-hour cruise to Sandpoint, Idaho.

In his 24 years with BC Bearing, Jim's attention to detail (honed by his studies in architecture and landscape architecture) has served him well. Like many other longtime employees, Jim has worked his way up in the company. In the early 1980s, he started out at the North Edmonton branch driving a parts truck and later became a branch manager in Fort McMurray. For the last four and a half years, he's worked in Calgary as a technical sales manager.

In his new position, Jim will oversee the sales departments for Calgary, Edmonton, Winnipeg, and the Lower Mainland. **BCB** ~Jennifer Robinson



courtesy the BC Bearing Group



Love Connections

Wedding bells rang recently for **SANDRA LOWE** who works in head office. Sandra and **GEOFF MILLS** were married in Burnaby. The weather wasn't what they ordered but it didn't spoil the festivities!

AMANDA JACOBS, also of our Red Deer branch, married former BC Bearing employee **GRAHAM LONEY**. □



Gillette is the closest city to the Devils Tower, made famous in the movie *Close Encounters of the Third Kind*.

Going Gillette

ON SEPTEMBER 2, US BEARINGS AND Drives officially opened its office in Gillette, home of the Powder River Basin - the largest coal producing region in the United States, as well as a burgeoning hot spot for coal-bed methane extraction and massive coal fire electrical power generation projects.

The office is strategically located, with the bulk of its client pool within a 50-mile radius, says Kenny Lazarus, outside sales representative for the new two-person branch. "Gillette has been booming for the past eight years and it's full of natural resources... It's a heck of an opportunity. It's fun to be part of it."

In fact, USB has been remotely servicing mining and energy companies in Campell County, where Gillette is located, for the last two decades from Billings, Mont., explains Midwest regional manager Ron Kesler. But with the current energy boom and the rapid growth in Gillette and its surroundings, the company realized the time had come for a local office.

"It's a real advantage," he says to be in the city known as the Energy Capital of the Nation. "People just want to be able to do business locally. All the majors are around."

BCB ~ Jennifer Robinson

BCB FAST FACTS

- BC Bearing Engineers began as an offshoot of founder Robert MacPherson's tiny machine shop in Vancouver, B.C.; now it is a worldwide operation, spanning three continents and employing more than 500 people.
- BC Bearing has offices in 60 locations worldwide, including 24 in Canada. The company is also represented in the United States, Peru and Chile.
- The company has been named twice in *Financial Post's* list of Top 50 Best Managed Private Companies in Canada (1993 and 1995) and recognized as Power Transmission Distributor of the Year twice (1987 and 1998).
- The BC Bearing product line includes bearings, power transmission and material handling components, allied industrial goods and variable frequency drives and systems.
- BC Bearing Engineers represents over 200 product lines, including SKF, Rexnord, Schaeffler, Dodge, Eurodrive, NTN, TB Wood's, Timken, Tsubaki and many more.
- Industry sectors that rely on BC Bearing products and services range from forestry to mining to petrochemicals.
- All North American locations are ISO 9001:2000 certified.
- Chairman and CEO Wendy McDonald has amassed many awards and distinctions throughout her career, including RBC's Canadian Woman Entrepreneur Award and the Better Business Bureau's Businessperson of the Year distinction; more recently, she was awarded the Order of Canada.
- The company's annual sales exceed \$225.6 million. □

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