

DIRECTORY

US BEARINGS AND DRIVES

Strategic Marketing Partners

Altra Industrial Motion 7

Atra-Flex Flexible Couplings 13

Baldor, a division of Baldor/Dodge/Reliance 45

Drives, Incorporated 2

Emerson Power Transmission Corp. 11

Gates Rubber 21

Goodyear 10

INA/FAG, Schaeffler Group 15

Kaydon Corporation 27

Koyo Corporation of USA 47

NTN Bearing Corp. of America 39

Martin Sprocket and Gear, Inc. 12

SKF USA, Inc. 19

The Timken Company 41

US Tsubaki, Inc. 43

who • WHAT • where

NEWS from the GROUP

BSA and Mrs. Mac

THE BEARING SPECIALISTS ASSOCIATION'S annual convention in 2010 is in Naples, Florida (see p.34). BC Bearing Engineers chairman Wendy McDonald recalls her relationship with the BSA in her recently released biography *You Got That Right!*

In 1970 Wendy McDonald became the first female director and the first Canadian on the board of the BSA. In subsequent years she racked up many more firsts including serving as the first female president in 1984/5. As president she hosted the BSA convention in Vancouver. She counts this role as one of her proudest professional achievements. "There wasn't a woman in the association when I started," she says. "Now there are quite a few."

Robert (Robby) and Scott MacPherson followed in her footsteps as BSA presidents in 1990/1 and 2001/2 respectively.

To order your copy, go to: www.bearings.com or call Georgina Lopez at 604.433.6711. □



USB FAST FACTS

- US Bearings and Drives traces its origins to founder Robert MacPherson's tiny machine shop in Vancouver, Canada. Now it is a worldwide operation, spanning three continents and employing more than 500 people.
- US Bearings and Drives has offices in 60 locations worldwide including Canada, the United States, Peru and Chile.
- US Bearings and Drives represents over 200 product lines, including SKF, Timken, Dodge, Browning, Rexnord, Eurodrive, TB Wood's and more.
- Industry sectors that rely on US Bearings and Drives products and services range from forestry to mining to petrochemicals.
- All North American locations are ISO 9001:2000 certified.
- Chairman 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 million. □

Courtesy the BC Bearing Group

GETTING TO KNOW YOU

TREVOR BROWN, Branch Manager, USB Seattle

Every issue of the *Communicator* features a profile of a BC Bearing employee. In this issue, we get to know Trevor Brown.

WHAT DO YOU DO WHEN YOU'RE TOLD in high school that you have all the makings of a car salesman? For Trevor Brown, it triggered a career that ultimately led to the title of US Bearings and Drives' Seattle branch manager. Brown, 40, agrees that he was born to sell, so shortly after discussing possible career opportunities he found a job at the Ford Motor Company and, subsequently, worked for tire vendors. "I really enjoyed meeting new people every day, so as I got older I tried other sales jobs," he says. "I gravitated to the lawn and shrub care sector and did everything from cold calling to regional management – all of which was ideal preparation for US Bearings."

Given that Brown's father, Ross, is US Bearings' vice-president of sales for the Pacific Northwest, joining the company was perhaps inevitable. "I started in inside sales in 2000 and never looked back," he says. "Working in the same firm as my dad is great: he knows so much about the business and he's a real motivator. And early on, when it took me a solid year of trying before I could persuade a potential client to meet with me face to face, Ross gave me unfailing support."

Brown's career trajectory is not without its price. A self-confessed workaholic, he acknowledges the high-pressure world of sales is hard for outsiders to understand. So what's the attraction? "When I was young, it was the all-consuming desire to succeed," he says. "In sales you're responsible for your own success. That turns some people off, but for me it was a lure. I hardly took a vacation for years and years, and ironically it was my clients who kept pushing me to smell the roses."

Now that he's entering his 40s, Brown says he has every bit as much energy as he had 20 years ago, and slowing down isn't appealing yet. "Honestly, I'm happiest taking care of my clients, and one of the great things about US Bearings and Drives is that we have a lot of say in what happens to an account. We're encouraged to develop relationships and given the ability to fulfill clients' needs. So really, my only goal is to keep moving forward in a company I love working for. I can see myself doing this for the next 25 years." **USB**

ASME/ANSI | Attachment | Corrosion Resistance | Lube Free | Plastic | Custom/Specialty

More solutions
More selection

Tsubaki: The choice for chain

Innovation in Motion
TSUBAKI

U.S. Tsubaki, Inc.
www.ustsubaki.com/usb
800-323-7790

© 2008 U.S. Tsubaki, Inc. All rights reserved.

our people MAKE THE DIFFERENCE

- BEARINGS
- POWER TRANSMISSION
- MOTION CONTROL
- FLUID POWER
- ELECTRICAL SYSTEMS

ISO 9001:2000 certified



US BEARINGS AND DRIVES

HOME OFFICE:
6025 E. 18th Street, Vancouver, WA 98661
Tel: 360.823.0600 | Fax: 360.823.0640
E-mail: usbinfo@bearings.com
www.bearings.com

