



APPLICATION STORIES

The Application:

Simplicity Linear Bearing Application Story

How many times have you seen a Suggestion Box in your customer's plant? For a GM millwright this Suggestion Box is something to be taken seriously. In fact, it's proving to be a source of extra income.

Working out of a GM plant in Ohio this millwright has used the Suggestion Box to submit productivity improvements that have earned him over \$5000 in extra income. One of his favorite tools in developing these suggestions? A Simplicity catalog from Pacific Bearing. You would expect to find hand tools on a millwright's shop cart but in this case the Simplicity catalog proves to be just as valuable.

The first application he came across involved bronze sleeve bushings that were wearing prematurely in a hobbing machine. He retrofitted one hobbing machine with Simplicity FL series self-lubricating bearings. This experiment worked so well that every hobbing machine in the entire plant was retrofitted. These FL's are running on the lifters inside these hobbing machines. Product life performance was improved ten fold.

The millwright wrote up this productivity improvement and dropped it in the Suggestion Box. GM liked the suggestion so much they paid his work team \$25,000. The millwright took home \$5000. Not a bad reward for keeping your eyes open and your Simplicity catalog nearby.

With this \$5000 reward, you begin to understand why the Simplicity catalog has become a fixture on this millwright's shop cart.

The Distributor's Perspective

Distributor salespeople can benefit from this story. Identify key plants in your territory that offer financial incentives for productivity improving suggestions. General Motors does it, others do it too. Find the maintenance people at these plants and tell them this story. Arm them with a Simplicity Stress Reliever (bearing on a shaft) and a Simplicity catalog. Take a minute or two to discuss the key benefits of Simplicity technology:

- Self-lubricating
- Vibration dampening
- No metal to metal contact
- Tolerance for temperature extremes
- Performance in contaminated environments
- High load carrying capability
- Simplicity will not fail catastrophically

If you can help just one person in your territory collect on his own company's incentive plan for productivity improvements, then you've won a friend for life. How many of these allies do you have working in your territory?

Send us a note describing your story.



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Pacific-Bearing: THE Value in Linear Motion