



New Hampshire Ball Bearings, Inc.
— A Minebea Company —

inside track

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NHBB Announces New Leadership for Sales and Marketing

NHBB is pleased to announce the promotions of two long-standing employees to critical, executive-level sales and marketing positions. Jim Geary was named Vice President of Sales and Dan Lemieux was promoted to Vice President of Business Development and Marketing.



Jim Geary

Jim will be responsible for Divisional Sales, Field Sales, and the newly established corporate New Product Development Center, which began operations at the start of this fiscal year. Dan will oversee NHBB's Business Development, Strategic Planning and Marketing activities.

"It's extremely important for NHBB to continue to strengthen and develop our management team and, as we look toward the future, to leverage the opportunities we have for growth from the global marketplace," said NHBB's President, Gary Yomantas. "Jim and Dan are both exceptional leaders who are equally committed to achieving continued growth and success for our business on behalf of our customers, our employees, and our parent company, Minebea Co., Ltd."

For the past 19 years Jim Geary has been the Sales Manager of NHBB's HiTech Division in Peterborough, NH. His vision and strategic direction have helped guide the development of the high-value aircraft engine bearings business, which has become a significant portion of NHBB's expanded aerospace business and a major contributor to the company's success. Jim started with NHBB in June of 1984. Prior to becoming HiTech's Sales Manager, he held the positions of Inside Sales Representative, Field Sales Engineer and Regional Sales Manager. Jim holds a BS in management from Daniel Webster College and resides in Milford, NH, with his wife Ellen and the youngest of their three children, Emily.



Dan Lemieux

Since 2002, Dan Lemieux has been Director of Strategic Planning and Corporate Development for NHBB's parent company, NMB (USA), Inc. As Director, Dan was instrumental in the acquisition of bearing manufacturer myonic GmbH and the company's integration into the NHBB/myonic

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NHBB Signs Agreement With Hispano-Suiza

At this year's Paris Air Show representatives from NHBB and European aerospace company Hispano-Suiza held a signing ceremony to formalize a mutual commitment for NHBB to supply product to Hispano-Suiza during the next several years. Covered by the agreement are the complex ball and cylindrical roller bearings manufactured by NHBB's HiTech Division for various power transmission systems produced by Hispano-Suiza.

"The formal supplier agreement represents a significant milestone in NHBB's relationship with Hispano-Suiza," said NHBB's VP of Sales, Jim Geary. "It is the culmination of more than five years of extensive effort to advance HiTech's capabilities to a level where it could fully support the needs of this key aerospace customer. We are honored to be a valued member of Hispano-Suiza's global supply chain."

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Gary Yomantas

A Message from NHBB's President

As is our custom in late spring we gathered together at our annual sales meeting to share our successes and challenges from the past fiscal year, to report on changes taking place across the company, and to outline our near- and long-term business objectives and plans.

Among the most significant topics was the change to our executive-level organization structure. Instead of a single individual serving as head of both sales and marketing, we now have two separate leaders who are responsible for these essential business functions: Jim Geary is now our VP of Sales, Dan Lemieux our VP of Business Development and Marketing (see page one). This change brings sharper focus and greater priority to these important areas of the company.

Jim Geary's efforts will concentrate on providing the resources and guidance for enabling the sales organization to add ever-increasing value to every customer interaction. NHBB as a whole is moving toward supplying more complex parts, which requires employees to invest more time and energy into identifying and developing these opportunities. Jim's leadership will be invaluable in the development of new ways (products, services, techniques) to serve our customers.

Dan Lemieux's focus is on identifying emerging customer needs and market opportunities and developing strategic plans to capitalize on them. His efforts will lead the company in new directions, such as the adoption of more advanced manufacturing capabilities and the acquisition of new technologies.

From our customers' perspective, this change should come as welcome news. We have long recognized the need to align our manufacturing capabilities and product offering with the needs of our key customers in the aerospace, defense, dental, and medical industries. While we've had much success in realizing this vision as of late, we also understand there's more work we must do in order to remain the world-class supplier our customers have come to rely on. By strengthening and expanding the functions of sales and marketing, we're positioning ourselves to grow and sustain the mindset and habits of being customer-focused over the long term.



NHBB Signs Agreement With Hispano-Suiza

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Hispano-Suiza, a subsidiary of the Safran group, specializes in airborne power transmissions and electronic power controllers and electrical systems. Hispano-Suiza works with many of the world's leading engine and aircraft manufacturers, including Snecma, Rolls-Royce, General Electric, Airbus, Boeing, Bombardier, Dassault Aviation, Eurocopter, and Gulfstream. The company operates two facilities near Paris, France, and one in Poland.

NHBB exhibited at the 2011 Paris Air Show as part of Minebea Co., Ltd.'s global portfolio of aerospace products and solutions. The biennial event took place at Le Bourget in Paris, France, from June 20 through 26 and featured more than 2,100 international exhibitors.



2011 Paris Air Show – Present at the signing ceremony were: (seated left) Mr. Horaist, CEO of Hispano-Suiza; (seated right) Mr. Daishiro Konomi, Minebea Managing Director; (standing from left to right) Mr. De Lagarde, Hispano-Suiza Supply Chain Manager; Mr. Gary Yomantas, President of NHBB; Mr. Soufflet, Hispano-Suiza Supply Chain Director; and Mr. Nicollas, Hispano-Suiza Lead Buyer.

NHBB Announces New Leadership

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business unit. Prior to that, Dan held various executive positions with Power Systems Inc., a subsidiary of NMB (USA), including President, Vice President of Finance and Administration, and Controller. His career with NMB (USA), Inc., began in 1993. Dan is a CPA and holds a BS in accounting from Central Connecticut State University, graduating with honors. He will continue to reside in Wethersfield, CT, with his wife Carol and two children, Megan and Danny.

Quality Certifications Are Now Online

The current Certificates of Registration for the quality management systems of NHBB's three manufacturing facilities are now available on our website. To view or download NHBB's AS9100/ISO9001 certificates, please visit <http://nhbb.com/about/qa.aspx>.

Rockwell Collins Selects myonic as Co-Supplier of the Year

For the eighth consecutive year and tenth time overall, myonic USA was named Co-supplier of the Year by the Electromagnetics Commodity purchasing group of Rockwell Collins.

In the statement announcing myonic's award, Rockwell Collins wrote, "myonic continues to be a metric leader in both on-time delivery and DPPM [defective parts per million] and they provide customer service and engineering input at levels that are now benchmarks in the commodity." They also stated that, "myonic's performance level was maintained during an acquisition and subsequent office move from the east coast to west coast — a move which was seamless to Rockwell Collins."

Rockwell Collins (NYSE: COL) is a pioneer in the development and deployment of innovative communication and aviation electronic solutions for both commercial and government applications, including flight deck avionics, cabin electronics, mission communications, information management, and simulation and training.



The precision miniature ball bearings myonic supplies to Rockwell Collins are used in cockpit instrumentation within Boeing aircraft as well as smaller regional and business jets.

News Briefs

Precision Division Recognized

Kaman Aerospace recognized the Precision Division for consistently maintaining 100 percent quality and 100 percent delivery performance for close to 48 consecutive months. "We're proud and honored to again receive Kaman's Supplier of the Year award," said Precision's Sales Manager Mary Beth MacKenzie. "Everyone at Precision deserves credit for focusing on the needs and meeting the demanding requirements of this valued customer." Precision has received this award twice in five years.



Scott Jarvie (r), the Inside Sales Representative who handles the Kaman Aerospace account, is shown here unveiling the award with Mary Beth MacKenzie (l), Precision's Sales Manager.

Bert Broderick is Back

Bert Broderick has returned to HiTech, this time as a member of the Applications Engineering Department. Bert's return is welcome news to many; he earned an excellent reputation among NHBB's customers during the first phase of his career at HiTech.

Brandyn Lewis Fills New Role

The Astro Division has promoted Brandyn Lewis to the newly created position of Special Projects Engineer (SPE). Brandyn works closely with customer representatives and various NHBB personnel to facilitate the development of new opportunities related to complex bearings and assemblies. As such, he'll play a key role in the future growth in volume, competency, and capability of Astro's more advanced product offerings. Before his promotion, Brandyn was a member of Astro's product engineering department for close to five years.

Apprenticeships Offered

HiTech is participating in an apprenticeship program developed by a regional community college. This spring, the division hired two students from the River Valley Community College's CNC Machinist "Skills Through Apprenticeship Retraining" (STAR) program, which offers participants a two-year advanced manufacturing apprenticeship and the opportunity to earn college credits toward an associate's degree.

NHBB and myonic Exhibit Medical Solutions

In an effort to build awareness of their partnership as leading suppliers to the medical device manufacturing industry, NHBB and myonic again exhibited at MD&M East, which took place June 7 through 10 in New York City. NHBB displayed recent advancements in high-speed bearing technology while myonic showcased its strength as a manufacturer of precision mechanical subassemblies for various medical procedures, such as arthroscopic surgery, blood analysis, cardiovascular diagnosis and treatment, and laser surgery. Next year, MD&M East takes place at the Pennsylvania Convention Center in Philadelphia, PA. Show dates are May 22–24, 2012. NHBB and myonic will share booth number 934.



Working the show for NHBB and myonic were (l to r): John Leger, Senior Sales Engineer, Eastern Region; Carroll Purvis, Senior Key Account/New Product Administrator, Precision Division; Wayne Vanderneut, Senior Product Specialist, myonic USA; Mary Beth MacKenzie, Sales Manager, Precision Division and myonic USA; Hans Baker, Marketing Coordinator, NHBB; Joe Marn, Senior Sales Engineer, Central Region.



Ida Seow

Inside Sales Supervisor – Precision Division
Chatsworth, CA • Years at NHBB: 11

NHBB in Person

“I look forward to coming to work because every day is different and I’m never bored,” said Ida Seow, the Inside Sales Supervisor for the Precision Division. “And I work with such wonderful people — customers and coworkers alike.”

Looking back, Ida is amazed at how quickly she became the Inside Sales Supervisor for the Precision Division. “I was promoted to supervisor in March of 2001, a little over a year after I joined NHBB.”

In addition to her responsibilities as supervisor, Ida manages the workflow of several key accounts and serves as Precision’s newly appointed Export Compliance Administrator.

“My latest challenge is to become accomplished in export compliance,” said Ida. “But my long-term goal is to be like Carroll Purvis when I grow up.”

For comments or questions
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Mike Katra

NHBB’s Mike Katra Named Sales Manager of the HiTech Division

NHBB is pleased to announce the promotion of Mike Katra to Sales Manager of the HiTech Division in Peterborough, NH. He succeeds Jim Geary, who was promoted to Vice President of Sales for NHBB. Mike will be responsible for continuing the development of the high-value aircraft engine bearings business, which has become a significant portion of NHBB’s expanded aerospace business and a major contributor to the company’s success.

Before his promotion, Mike was serving as the Regional Sales Manager of the Central Region of the US and Canada, which prospered under his leadership. “The region has doubled in sales with the team bringing in new and profitable business and growing market share at key customers,” said NHBB’s Vice President of Sales, Jim Geary. “The region’s performance is a reflection of Mike’s leadership. He’s a mentor to his sales team, he understands how to capitalize on new opportunities, and he’s adept at building lasting partnerships with customers — skills that will serve him well in his new role as HiTech’s Sales Manager.”

Mike joined NHBB in 1989 and held the positions of Inside Sales Representative and Field Sales Engineer before becoming the Central Regional Sales Manager in 1997. He holds an AAS degree in business management from UNH, a BS degree in marketing from Southern New Hampshire University (graduating cum laude), and an MBA from Loyola University of Chicago. Mike currently lives in the Chicago area with his wife Kerry, but they will soon be relocating to southern New Hampshire as he begins his new job in Peterborough.

Six Employees Recognized for Excellence



John Leger

NHBB honored six employees for their outstanding service to customers. The employees were recognized at NHBB’s annual sales meeting, which took place in May of 2011. Please join NHBB in congratulating the following individuals for their exceptional efforts:

Customer Service Representative of the Year:

Doris Wood, Astro Division

Extra Mile Award:

Pete Drouin, Product Engineer, Astro Division

Outstanding Achievement (2 recipients):

Al Kerestes, Senior Sales Engineer, Western Region; Jim Oechsler, Senior Account Representative, Eastern Region

Strategic Achievement:

Bernd Reuter, General Manager, NHBB-Europe

Sales Engineer of the Year:

John Leger, Senior Sales Engineer, Eastern Region