



BSA Annual Committee Goals Plan 2018-2019

Mission: BSA fosters essential industry relationships between distributors and manufacturers.

Tagline: BSA builds relationships.

Strategies:

1. Further improve current opportunities to build relationships.
2. Deliver select quality programs to add value to its members/ manufacturers and enhance BSA's reputation.
3. Identify emerging technologies to share with membership.

*****PLEASE NOTE: The Goals are listed in priority order for each committee and the yellow highlighting reflects Strategic Plan areas of focus.***

Convention Planning Committee

2019 Convention Chairman: Doug Savage, Bearing Service, Inc.

[Click here](#) to view a list of Committee Members

Purpose:

The Convention Committee shall, under the supervision of the Board of Directors and the President of the Association, develop the program of events and activities for the BSA Annual Convention. It shall present to the Board of Directors a general outline of Convention programs. The Committee shall also be responsible for all arrangements for the Annual Convention and shall act to ensure that a balanced budget is maintained, and that deficit spending is avoided. BSA staff shall negotiate and conclude all contractual arrangements pertaining to annual convention.

Committee Goals 2018/2019:

- Deliver the 2019 convention experience, meeting or exceeding the expectations of 95% of attendees. **Strategy 1**

- Annually review past and future convention themes and business content, to address BSA's 3-5 areas of focus and improve the convention program continuity year over year beginning with 2018 BSA. **Strategy 1**
- Deliver relevant content including industry trends, distribution issues, committee work product and one on one networking opportunities for 2019 convention attendees. **Strategy 1**
- Continuously evaluate Convention delivery to improve content and experience of the Annual Convention beginning with the 2018 Convention with special emphasis on format, spouse and manufacturer experience. **Strategy 1**
- Support the ease of connecting members by providing key data of BSA members and participating manufacturers via the mobile app by the 2019 Convention. **Strategy 1**
- Annually maintain a ratio of 1 distributor attendee for every 1 manufacturer attendee represented at the convention. **Strategy 1**
- Maintain a minimum of 40 distributor companies attending the Convention with a minimum of 250 total attendees annually. **Strategy 1**
- Identify emerging technologies pertinent to the Convention Planning Committee and recommend actions relevant to members annually, beginning after the 2018 Convention. **Strategy 1**

Distributor Manufacturer Relations Committee

Chairman: Jason Vasquez, Applied Industrial Technologies

Vice Chairman: Ben Nations, B&D Industrial

Manufacturer Liaison: Kyle Sobke, ABB Motors and Mechanical Inc.

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Excellence Awards Task Force:

Chairman: Kyle Sobke, ABB Motors and Mechanical Inc.

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Marketing Task Force:

Chairman: Ben Padd, Applied Industrial Technologies

[Click here](#) to view a list of the Website Redesign Task Force Members

Social Media Task Force:

Chairman: Sara Blondin, BDI

[Click here](#) to view a list of the Social Media Task Force Members

Purpose:

To enhance the relationship between distributor and manufacturer and in so doing enhance their image to the customer. Inherent in this purpose is the long-term viability and value of BSA.

Committee Goals 2018/2019:

- Identify emerging technologies pertinent to the Distributor/ Manufacturer Relations Committee and recommend actions relevant to members annually, beginning after the 2018 Convention. **Strategy 3**
- [Marketing Task Force](#): Evaluate functionality and design of the new BSA Website to ensure it is user friendly, has multi-lingual content and has enhanced use from BSA's targeted audiences. **Strategy 1, 2**
- [BSA Excellence Awards Task Force](#): Present annually BSA Excellence Awards recognizing innovative contributions to the industry at 2018 Fall Meeting and recognize Award Recipients at the 2019 Annual Convention and review Award criteria, nominating process and industry promotion following 2018 Fall Meeting making necessary adjustments prior to distribution of the 2019 Award Applications. **Strategy 2**
- Identify consultants and new business models speakers and provide at least one speaker at a meeting of the Distributor Manufacturer Relations Committee during the 2018/2019 fiscal year. **Strategy 3**
- [Social Media Task Force](#): Define BSA's social media strategy; identify ways to reach the defined audience(s) and the associated costs to do so; and identify people to help create content. The identified audience includes at least: customers and potential future employees. **Strategy 1, 2, 3**

Certification and Education Committee:

Chairman: JP Bouchard, General Bearing Service

Vice Chairman: Jeff Cloud, IBT, Inc.

Manufacturer Liaison: Reid Jajko, NSK Americas

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Bearing Curriculum Advisory Group:

Chairman: Bill Shepard, BDI

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Publication Review Task Force:

Chairman: David Zoesch, Schaeffler Group

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CBS Task Force:

Chairman: John Masek, Bearing Service, Inc.

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HR Subcommittee:

Chairman: Linda Miller, B&D Industrial

Vice Chairman: John Masek, Bearing Service, Inc.

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HR Forum Task Force:

Chairman: Billy Hamilton, Motion Industries, Inc.

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Purpose:

To develop or identify and recommend educational materials which will enhance expertise in the industry. Oversees the development and implementation of the certification program to instill confidence that bearing specialists have the quality of knowledge and critical skills necessary to provide effective service and solutions.

Committee Goals 2018/2019:

- [Bearing Curriculum Advisory Group](#): Fully activate the End User Training program and hire a trainer by the 2019 Convention. **Strategy 2**
- [Bearing Curriculum Advisory Group](#): Deliver End User Basic training to 5 locations and Advanced End User training to 3 locations prior to the 2019 Convention. **Strategy 2**
- [CBS Task Force](#): Update the CBS Study Guide and Test questions to ensure relevancy by the 2019 Annual Convention and develop a promotion strategy for the CBS Program. **Strategy 2**

- **HR Subcommittee**: Continue development of a Supply Chain Student Recruitment Database. Identify a structure, important information to be included, HR Partnerships and communication of the database by the 2019 Convention. **Strategy 2**
- **HR Forum Task Force**: Recommend BSA involvement and opportunities for Human Resource Professionals at BSA Member and Participating Manufacturer Companies, develop content for the HR Forum including HR industry trends and Industrial distribution-specific issues, maintain a minimum of 20 attendees, and to meet or exceed the expectations of 95% of those attendees. **Strategy 1,2**
- **HR Forum Task Force**: Assure the HR Forum results in at least one valuable convention program for the 2019 Convention. **Strategy 1**
- Industry Briefs: Develop Industry Briefs for new innovative bearing products. **Strategy 3**
- **Publication Review Task Force**: Conduct an editorial review of one third of Bearing Briefs and one third of Industry Briefs annually so the entire Industry/Bearing Brief library will be updated every three years. **Strategy 2, 3**

The following Industry Briefs will need to be reviewed by the task force in 2018/2019:

[BSA Industry Brief: Water Treatment \(September 2012\)](#)

The following Bearing Briefs will need to be reviewed this year:

[Seal Selection](#) (March 1994; Revised February 1999)

[Wear Sleeves and Other Shaft Repair Options](#) (January 2000)

[Split Roller Bearing Technology](#) (September 2006)

[Special Coatings and Materials to Enhance Bearing Performance](#) (February 2009)

[Understanding Linear Actuators](#) (September 2007)

[Bearing Installation and Fitting](#) (May 2000)

[Bearing Mounting Tools](#) (September 2006)

[Reduced Operating Costs Through Condition Monitoring](#) (February 2007)

- Identify emerging technologies pertinent to the Certification and Education Committee and recommend actions relevant to members annually, beginning after the 2018 Convention. **Strategy 3**

Member Engagement and Programs Committee:

Chairman: Jack Simpson, Applied Industrial Technologies

Vice Chairman: John Schoessel, Bearing Service Company of PA

Manufacturer Liaison: Kristin Jennings, Climax Metal Products Company

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Purpose:

Ensure members are involved and continuing to receive value from their BSA membership.

Committee Goals 2018/2019:

- Create and maintain the BSA New Member and First Timer Onboarding Process. **Strategy 1**
- Achieve Membership in Committees and Task Forces to Include a Minimum of 10% of BSA Future Industry Leaders and develop the BSA Future Leaders Program to include more than the reception at the Annual Convention by the 2019 Convention. **Strategy 1**
- Provide analytics of previous conventions to incoming President and Convention Planning Committee. **Strategy 1**
- Identify emerging technologies pertinent to the Member Engagement and Programs Committee and recommend actions relevant to members annually, beginning after the 2018 Convention. **Strategy 3**
- Develop relevant topics that the membership is passionate about. **Strategy 1, 2**

Past Presidents Council:

Chairman: Brian Davis, B&D Industrial

[Click here](#) to view a list of Council Members.

[Membership Advisory Committee:](#)

Chairman: Doug Savage, Bearing Service, Inc.

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Purpose:

To promote BSA membership to qualified non-member bearing distributors; to identify and invite to the Annual Convention, appropriate manufacturer personnel; to identify and nominate officers and members to serve on the BSA Board of Directors; and to identify and recommend sites for future BSA Conventions.

Committee Goals 2018/2019:

- **Membership Advisory Committee:** Propose next steps to acquire three new members before 2018 Fall Meeting and begin implementation before the 2019 Winter Meeting. **Strategy 1**
- **Membership Advisory Committee:** Review and prioritize prospective member list to identify the top ten prospects and develop means to market BSA to that group and individually. **Strategy 1**
- Contract 2021 Convention and identify acceptable convention venues for the 2022 Convention before the 2019 Convention. **Strategy 2**
- Identify Honorary and Lifetime Achievement Award Recipients to be recognized at the 2019 Convention. **Strategy 1, 2**
- Identify and nominate officers and members to serve on the Board of Directors for the 2019/2020 fiscal year. **Strategy 1, 2**
- Conduct a review of the BSA Bylaws by the 2019 Convention. **Strategy 1**

Supply Chain Strategy and Technology Committee:

Chairman: Mark Stoneburner, Motion Industries, Inc.

Vice Chairman: TBD

Manufacturer Liaison: Mike Connors, The Timken Company

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PIE Task Force:

Chairman: Scott Eiss, NTN Corporation

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Digital Supply Chain Forum Task Force:

Co-Chairmen: Ellen Holladay, Mark Stoneburner, Motion Industries, Inc.

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Digital Fraud Task Force:

Chairman: TBD

[Click here](#) to view a list of Task Force Members

Purpose:

To keep apprised of advancements and improvements in information technology and distributor supply chain efficiencies and develop, as may be appropriate, specific recommendations for them. This committee also supports the Association by recommending programs that will enhance knowledge, disseminate information, and improve efficiencies in the distributor supply chain.

Committee Goals 2018/2019:

- **PIE Task Force:** Achieve Adoption of the PIE Template by at least 10 distributors and 10 manufacturers, develop a “plan” for a 24/7 platform for product information exchange (PIE) among bearing industry manufacturers and distributors by the 2019 Convention. **Strategy 2, 3**
- **PIE Task Force:** Develop a 24/7 platform for product information exchange (PIE) among bearing industry manufacturers and distributors by the 2020 Convention. **Strategy 2, 3**
- Identify emerging technologies pertinent to the Supply Chain Strategy and Technology Committee to develop the program for the 2018 Digital Supply Chain Forum. **Strategy 3**
- **Digital Supply Chain Forum Task Force:** Deliver the DSCF experience with a minimum of 40 paying attendees and to meet or exceed their expectations of 95% of those attendees. **Strategy 1, 3**
- **Digital Supply Chain Forum Task Force:** Evaluate the 2018 Digital Supply Chain Forum prior to the 2019 Winter Meeting and recommend a 2019 Forum, if considered appropriate. **Strategy 1, 3**
- **Digital Supply Chain Forum Task Force:** Assure the Digital Supply Chain Forum results in at least one valuable convention program for the 2019 Convention. **Strategy 1**
- Deliver the 2018 PAR with 80% Member Participation by April 20, 2019. **Strategy 2**
- **Digital Fraud Task Force:** Increase awareness of the effects and methods of digital fraud to BSA’s members and participating manufacturers. **Strategy 3**
- Review and process proposed changes to the PPIF as needed. **Strategy 2**