

# BSA Distributor Report Survey 2010



Please take a few moments to complete the following questionnaire (or direct it to the most appropriate person in your firm). Please base your response on your company's most recent fiscal year.

The information provided in this survey will be held in strictest confidence. Profit Planning Group (PPG) independently conducts this survey for BSA. You send your completed questionnaire directly to PPG who has an unblemished record of maintaining confidentiality. "I personally guarantee that no individual firm's operational or financial data will ever be revealed to any person outside the immediate and necessary staff of Profit Planning Group", Dr. Albert D. Bates, President, Profit Planning Group.

The summarized information will be presented at the Annual Convention in a fashion similar to that reported by ABMA representatives at past conventions.

We would appreciate receiving your company's response no later than **March 15, 2010**.

Company: \_\_\_\_\_

## FOR THE YEAR 2009

Total Company Bearings Sales Volume \$ \_\_\_\_\_ Total # of Employees \_\_\_\_\_

### Bearing Sales by Industry Served

Automotive	_____ %
Mining	_____ %
Forest Products*	_____ %
Primary Metals**	_____ %
Food & Beverage	_____ %
Aerospace	_____ %
Railroad	_____ %
Agriculture	_____ %
Manufacturing***	_____ %
Government	_____ %
Resellers****	_____ %
Cash sales (walk-in)	_____ %
Aggregates	_____ %
Other (specify)	_____ %

### Bearing Sales by Product Category (if available)

Ball Bearings	_____ %
Ball Bearings Precision	_____ %
Spherical Roller	_____ %
Cylindrical Roller	_____ %
Tapered Roller	_____ %
Roller Bearings Mounted	_____ %
Ball Bearings Mounted	_____ %
Parts & Components	_____ %
Linear (Steel)	_____ %
Linear (Plastic)	_____ %
Bronze Bearings	_____ %
Plastic Bearings	_____ %
Rod Ends	_____ %
Ceramic	_____ %

\*See explanations below

- \* Forest products: Includes Pulp and Paper, Saw Mills
- \*\* Primary Metals: Includes Steel and Aluminum
- \*\*\* Manufacturing: Includes industries not specified on the list
- \*\*\*\* Resellers: Includes sales to other distributors

**FORECAST FOR THE YEAR 2010**

**Forecasted Sales and Breakouts (Estimate to the Extent Possible)**

Sales Forecast for 2010 \_\_\_\_\_

Employee Forecast for 2010 \_\_\_\_\_

Estimate Breakouts by Industry and Product Category

**Bearing Sales by Industry Served**

Automotive	_____ %
Mining	_____ %
Forest Products*	_____ %
Primary Metals**	_____ %
Food & Beverage	_____ %
Aerospace	_____ %
Railroad	_____ %
Agriculture	_____ %
Manufacturing***	_____ %
Government	_____ %
Resellers****	_____ %
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**Bearing Sales by Product Category (if available)**

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Plastic Bearings	_____ %
Rod Ends	_____ %
Ceramic	_____ %

**EXPORTED PRODUCTS**

Do you export outside your own continent?  Yes  No

If yes, to which continents do you export? Please check all that apply and indicate the percentage of your total sales exported by continent.

% Total Sales Exported by Continent during 2009

<input type="checkbox"/> North America	_____
<input type="checkbox"/> South America	_____
<input type="checkbox"/> Europe	_____
<input type="checkbox"/> Asia	_____
<input type="checkbox"/> Africa	_____
<input type="checkbox"/> Australia	_____
<input type="checkbox"/> Antarctica	_____

**IMPORTED PRODUCTS**

Please check the continents from which you import:

- North America
- South America
- Europe
- Asia
- Africa
- Australia
- Antarctica

Number of Manufacturers from whom you Purchase Bearings: \_\_\_\_\_

**Thank you for taking the time to respond to this survey.**

**Please complete and mail no later than March 15, 2010 to:**

Profit Planning Group, 1790 38<sup>th</sup> Street, Suite 204, Boulder, CO 80301  
**OR**  
**Fax to 303/444-9245**