

New Hampshire Ball Bearings, Inc.
HiTech Division
Supply Chain Initiatives

NEWMOA Web Conference
March 22, 2005

Patti Carrier

New Hampshire Ball Bearings, Inc.

Agenda

- Purpose
- About NHBB
- Supplier Program
- Results

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Purpose

- Overview of NHBB's supplier program
 - Approach
 - Implementation
 - Results

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About NHBB

- Founded in New Hampshire in 1946
- Wholly owned subsidiary of NMB (USA) and Minebea Co., Ltd.
- Metal finisher
- HiTech Division in Peterborough, NH
 - **Global** supplier of precision ball and roller bearings
 - Aerospace applications
 - Employs 480+ people

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NHBB's Drivers

- Life Critical Applications
 - Global marketplace
- Our Values
 - Quality
 - Integrity
 - Partnerships
 - Learning Organization
 - Social Sensibility
- ISO 9001 and 14001
 - Risk Management

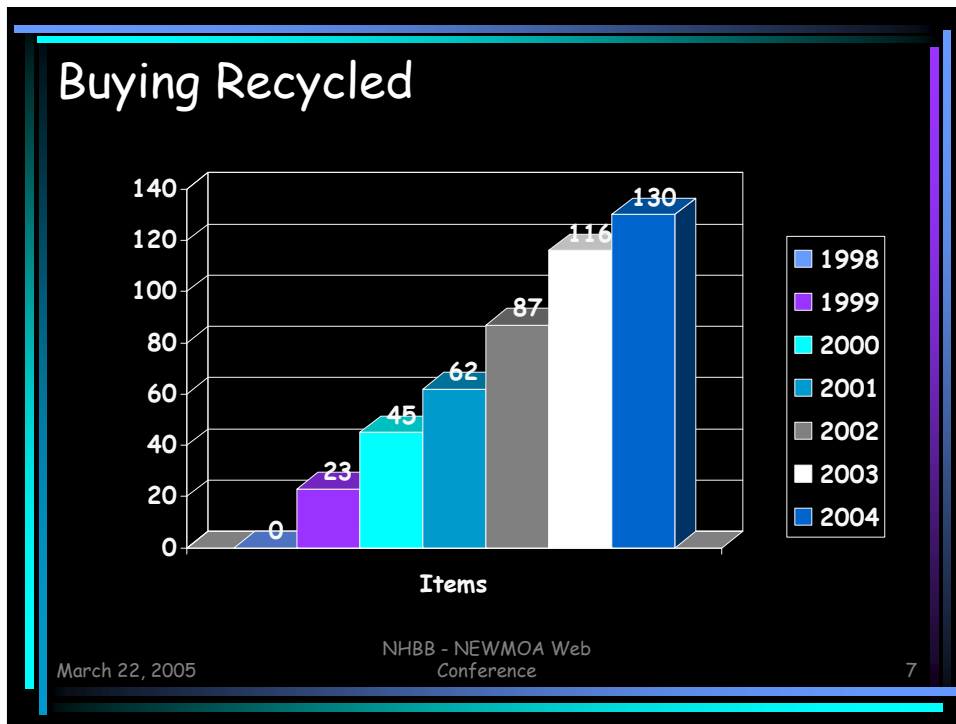
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NHBB's Supplier Program

- Communicate Aspects
- Supplier Surveys
 - P2 survey
 - Part of the Quality survey
- Procurement practices
 - Buy Recycled
 - Supplier EMS Program

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graph TD; SP[Supplier Program] --> PP[Procurement Practices]; SP --> SM[Supplier Measurement]; PP --> EPP[EPP]; SM --> S[Surveys]
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New Hampshire Ball Bearings, Inc. 175 Jeffrey Road
Peterborough, NH 03458-1708

August 14, 2000

[Click [here](#) and type recipient's address]

Dear :

The HiTech Division of New Hampshire Ball Bearings, Inc. (NHBB) believes that environmental management of business operations not only improves the quality of the environment, but also has far reaching economic benefits relating to profitability and growth. Further, that going beyond the call of environmental compliance, to environmental stewardship, produces these added benefits.

It is our sincere desire that our suppliers also reflect on these returns. To provide a catalyst for these reflections NHBB has included a questionnaire, which we believe encompasses important components of environmental stewardship. We would appreciate your response to this questionnaire. Additionally, we are willing to provide you with guidance or ideas on how you may get started on such endeavors.

While your response to this questionnaire is strongly encouraged, it is not mandatory. Environmental stewardship is an expectation of NHBB's supplier base and a lack of a response may influence future purchasing decisions.

Sincerely,

Maureen Donegan Materials Manager Patricia Carrier Manager, Facilities/Environmental

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Environmental Stewardship in NHBB's Supply Chain

The purpose of this questionnaire is to assess suppliers who go above and beyond compliance, that of environmental stewardship. Please answer all questions included in this questionnaire. Where a yes answer is indicated, please include a brief description of how it is implemented. If an answer is no, are there any future plans or considerations? Attach separate sheets as necessary.

1	Does your company have a written pollution prevention policy?	Yes	No	N/A
2	Has your company established a pollution prevention team/task force?	Yes	No	N/A
3	Do you publicize your company's efforts to reduce waste?	Yes	No	N/A
4	Do your marketing strategies incorporate the positive public image related to waste reduction?	Yes	No	N/A
5	Do you keep records on the amount of raw materials used per process to monitor process efficiency?	Yes	No	N/A
6	Do you keep your shop clean and orderly to enable you to keep track of chemical handling and process operations?	Yes	No	N/A
7	Do you continuously train employees in good housekeeping procedures?	Yes	No	N/A
8	Do you evaluate the environmental impacts associated with scrap and scrap reduction?	Yes	No	N/A
9	Are you investigating the potential for reformulating those products that require hazardous materials?	Yes	No	N/A
10	Are you evaluating alternative methods for cleaning?	Yes	No	N/A
11	Are you investigating the potential for reuse or recycling?	Yes	No	N/A
12	Do you buy products that contain recycled content?	Yes	No	N/A
13	Are there employee involvement or incentive programs in place to solicit suggestions on improving operations and reducing wastes?	Yes	No	N/A
14	Have you considered the opportunity to reduce your regulatory requirements by incorporating pollution prevention practices at your facility?	Yes	No	N/A
15	Have you conducted a facility assessment and developed a materials balance/flow diagram for your business?	Yes	No	N/A
16	Do you have plans on implementing a formal Environmental Management System?	Yes	No	N/A
17	Do you encourage your suppliers to practice environmental stewardship?	Yes	No	N/A
18	Is your company actively involved in the community providing environmental outreach and education?	Yes	No	N/A

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T. Environmental **Yes No N/A ***

1. Has the company achieved any 3rd party Environmental Systems accreditation? _____

2. State approximately the date the company began it's operations at this location:

3. Is the facility listed as a federal or state "Superfund" site? _____

4. Do you have a formal Pollution Prevention Plan?
Please attach a summary if applicable. _____

5. Does the facility have a Recycling Program? _____

6. What is your EPA hazardous waste generator number? _____

7. List environmental permits and expiration dates for each:
(e.g. air, NPDES, RCRA, etc.)

8. How do you manage hazardous and non-hazardous waste at this facility?

9. How do you manage hazardous and non-hazardous wastewater in this facility?

* indicates supplementary information submitted by supplier.

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Supplier EMS Program

- Selection criteria: Key Suppliers
 - Small business
 - Critical services
 - Plating and coating
 - Significant aspects
- NHBB partnered with EPA NE and NHDES to provide EMS training
 - EPA invested \$20,000
 - NHBB offered suppliers "preferred" status

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Results of EMS Program

- Supplier projects yielded energy savings, water reductions and solid waste reductions
 - \$280,300/yr cost savings
- Environmental benefits - beyond compliance
- Risk reduction in supplier business operations
- Facilitated enhanced competitiveness

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Benefits to NHBB

- Risk reduction
- Cost control
- Improved supplier performance
- Improved partnerships
 - Preferred suppliers offered new opportunities

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