



CBI  
Ministry of Foreign Affairs

## Through what channels can I get anti-friction bearings on the European market?

Developing Country exporters are recommended to focus on the independent aftermarket (IAM) in Europe, especially those bearing distributors who support small to medium sized Original Equipment Manufacturers (OEMs). These distributors would be technically capable and are able to seek out applications which may require niche bearing solutions. Each of the market segments will provide opportunities, with the common theme and emphasis being on the sourcing of more competitive products. Bearing manufacturers will be looking for new component suppliers, bearing distributors are extending their range to offer “good, better, best” options for standard bearings (which may include own brands), importers are looking for new suppliers in response to increasing prices and poor service levels from China, and finally, OEMs are looking for more competitive suppliers.