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C&U Americas establishes aftermarket sales team

Group will focus on expanding aftermarket bearing business in USA and Canada.

By: Bill Roebuck

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Plymouth, MI - C&U Americas, the North American subsidiary of The C&U Group, China's largest bearing producer, and one of the world's top 10 bearing manufacturers, has just formed a new Aftermarket Team that will be responsible for expanding C&U America's aftermarket bearing business in USA and Canada through distribution. In addition to addressing the needs of industrial and automotive aftermarket distribution customers, the team will also serve some select OEM accounts.

The announcement was made by Bill Childers, president, who noted that the new organization is designed to gain a better alignment with the company's sales growth strategy in North America and ensure that C&U Americas lays the groundwork to meet and exceed the needs of its aftermarket distributors.

The new team comprises both veteran C&U Americas managers and new employees. Members of the Aftermarket Distribution Team include Mark Sanders (Northeast Region), Mylan Tyrrell (Southeast Region), Chris Haught (Midwest Region), Bill Childers (Western Region), David Strutt (Canada), and Rebecca Russell (Customer Service).

Team personnel overview

William A. (Bill) Childers has taken responsibility for sales in the Western states. He is president of C&U Americas and has been with the company since 2012. A veteran sales and management executive with over 41 years in the bearing business, Childers has served in top executive positions with Rexnord North America, Danaher Motion, NSK Canada and NSK US, Kaman Industrial Technologies, and Emerson Power Transmission.

Chris Haught is a regional sales manager responsible for the US Midwest and has been with the company since 2012. He was formerly an account manager at Nachi America and a manufacturer's representative for Leeson Motors. He started his career at Detroit Ball Bearing, which became Invetech, and then worked at Applied Industrial Technologies.

Mark Sanders recently joined C&U as regional sales manager for the US Northeast. He has over 29 years of experience in power transmission sales, with a wide range of account executive and sales experience at Rexnord Industries, American Bearing Company, and Kaman Bearing Company.

Mylan Tyrrell recently joined C&U as regional sales manager for the US Southern states. He has over 18 years experience in sales and operations, and management experience in the manufacturing field of mechanical power transmission and bulk material handling equipment in the industrial marketplace with Martin Sprocket and Gear. He has worked territories in Canada, and the Midwest and Southeastern US.

David Strutt is responsible for all sales in Canada. He joined C&U Americas in January 2013, and was previously manager of the BPT division for Ontario Belting & PT. He also held a management position at Kinecor LP, now known as Wajax, and spent time at Kaman Industrial Technologies. David started his career in the family business of BGS in Toronto, which was acquired by Motion Industries.

Rebecca Russell recently joined C&U and is responsible for customer service, dedicated to aftermarket account management. Her duties include providing inventory and product information, follow-up on customer orders and inquiries, and warehousing support. Prior to C&U, she was a production scheduler/expeditor at Sheridan Books Inc.

About C&U Americas

C&U offers a full line of bearing types and styles from ball to all popular roller bearings, in sizes from 1.5 mm inner diameter to 4,000 mm outer diameter, for use by a variety of industries in original equipment manufacturing as well as aftermarket and MRO operations. C&U makes over 3,000 different kinds of bearings for a wide range of applications, such as wheel hubs, engines, gearboxes, universal joints, alternators, water and hydraulic pumps, compressors, machine tools, mining equipment, and power tools, as well as industrial transmissions and motors.

Each bearing is made in one of more than 50 plants. C&U Bearings are precision crafted in advanced manufacturing facilities at seven major manufacturing centres that are independently certified for ISO9001 Quality Management System, QS9000/VDA6.1 Quality Management System, ISO14001 Environmental Management System and SO/TS 16949: 2002 Quality Management Systems.

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