

**BSTPortal.com**  
Buy Sell Trade

QUARTERLY DIGITAL NEWSLETTER



Learn about the services that  
**BST** Marketing offers free of  
charge for Wholesale Distributors.

**Number 2**  
January 2024

# WEB DIRECTORY

4 WEBSITES AND AN INTERNATIONAL EXHIBITION  
CENTER IN ONE PORTAL!

01

**BSTBearings.com**

Bearings Wholesalers

02

**BSTTruckParts.com**

Tractor Truck, Bus and Trailer Parts

03

**BSTAgriculturalParts.com**

Agricultural spare parts

04

**BSTMachineryParts.com**

Heavy machinery for the construction and mining industry

05

**BSTWorldTradeExpo.com**

Free membership to our international trade exhibition and **free** permanent publication of your company profile, products and services!



# BST Portal.com



We unite companies to  
create opportunities



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- 05      **Online System BST**
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**BSTPortal.com is  
and has the  
answer!**

**BSTPortal.com** is the contact axis and through this means of link, globalization between markets on commercial transactions is carried out..

The exclusive online system for the registration of the demand and international supply of spare parts.

# The International Network of Wholesale Distributors



**BSTPortal.com** through its advance and specially designed software has structured the means to collect, centralize and register the information derived from the international demand and supply of spare parts, data supplied by the members affiliated to the **BSTPortal.com**.

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*Thru BSTPortal.com the globalization of business transactions and markets is completed.*

Throughout the advance Internet technology, borders, territories and distances are eliminated. The inventories, sales offers, special promotions and auctions from the wholesalers that are linked to the online system can be verified and the results displayed in a dynamic software solution, concise and user friendly in reach of all those affiliated members.

## **BSTPortal.com**



*A Business Turnkey Solution,  
which provides information,  
knowledge and services to earn  
and save money and time.*

## **BST can help...**

improve that status by mutual agreement. **BST** independently becomes part of your international sales force.

We can promote and upload your inventory on your behalf. It is a complete task that is achieved by creating awareness, a direct promotion to more than 20,000 companies around the world, whose registration grows daily.

Companies that have previously been evaluated and are now an important part of the **BST** database.



**BSTPortal.com** offers the opportunity to the wholesale market by offering an automated formula, a highly specialized Online System, to generate sales and exchange information without barriers through the international link of the "Internet".

### THE OBJECTIVE:

Structuring projects to meet global needs by generating profits and business solutions, rather than by marketing products.

# The master key

to contact the international market of specialized wholesalers **24 hours a day, 7 days a week and 365 days a year.**



**4 WEBSITES AND AN INTERNATIONAL EXHIBITION CENTER IN ONE PORTAL!**

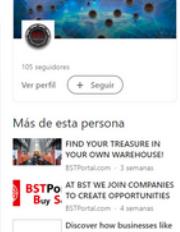
Publicación de BSTPortal.com



FIND YOUR TREASURE IN YOUR OWN WAREHOUSE!  
bstportal.com en LinkedIn

Recomendar Comentar Compartir

Para ver o add a comment, inicia sesión



105 seguidores Ver perfil + Seguir

Más de esta persona

FIND YOUR TREASURE IN YOUR OWN WAREHOUSE!  
bstportal.com - 3 semanas

AT BST WE JOIN COMPANIES  
bstportal.com - 4 semanas

Discover how businesses like yours have boosted their profitability with inventory optimization.  
bstportal.com - 4 semanas

Más publicaciones relevantes



bstportal.com 105 seguidores 2 meses

We are an Online System that allows you to connect with buyers, sellers, and other manufacturers around the globe.

[Go to LinkedIn](#)



## Report of visits to **BSTPortal.com** around the world

ENTERING COUNTRIES:

 +120

COUNTRIES WITH GREATER ACTIVITY



UNITED STATES



CHINA



SINGAPORE



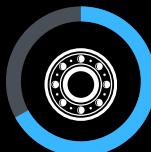
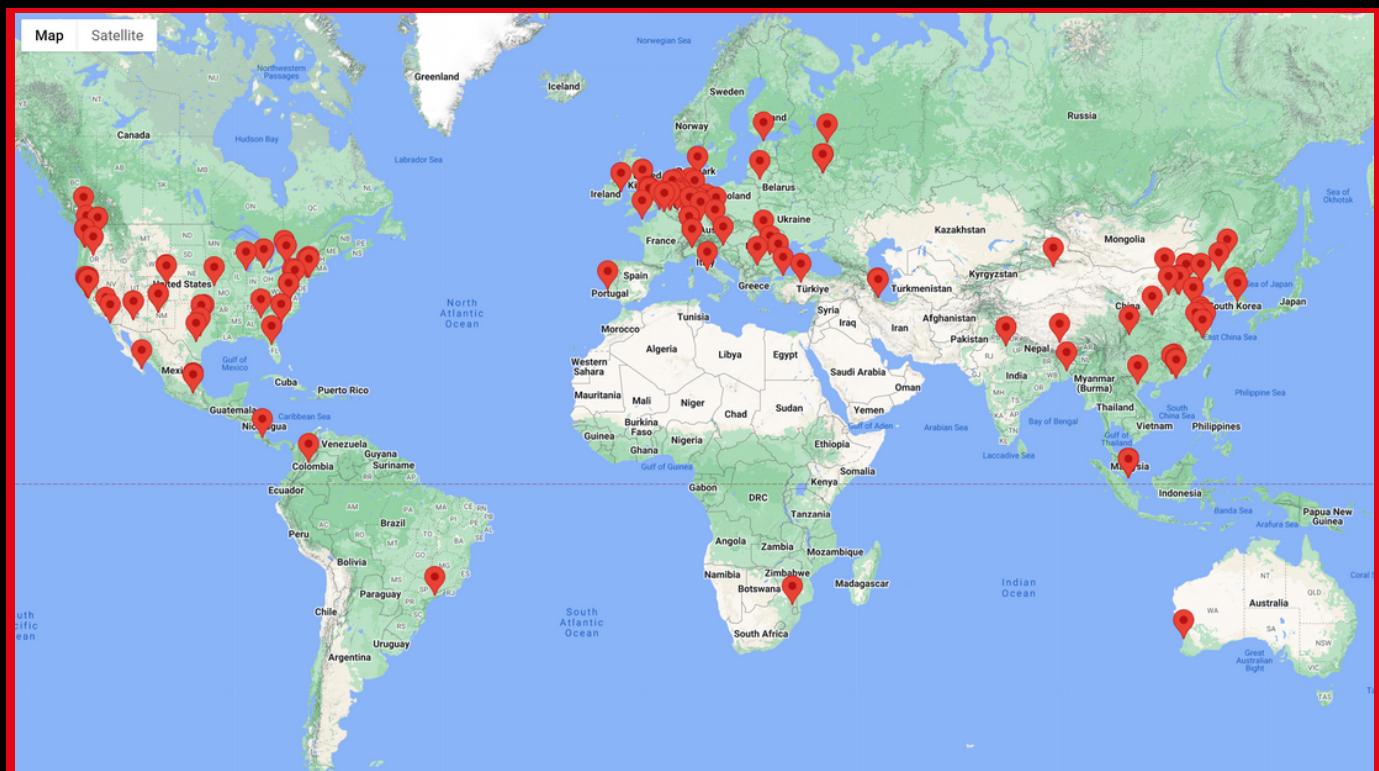
FRANCE



NETHERLANDS



GERMANY



Most Searched Part Number 67%

NU209-E-XL-K-TVP2-C3

Total Locations

16,077

### Program

**BSTBearings** 46%   **BSTTruckParts** 54%



# WELCOME MANUFACTURERS!

Marketing and Trade Services for Manufacturers  
to validate Potential Distributors

**BSTGlobalTrade.com**

Make the World Market Your Global Market  
Thru BST Online Systems !

# 20 reasons to join BSTPortal.com:



1. Try the services of **BSTPortal.com** for **FREE for 30 (thirty) days** before hiring.
2. **Receive a FREE Subscription** for up to two months for each affiliate joined through the Referral Program.
3. Subscribe to the Electronic Newsletter and get **FREE Advertising for 3 (three) months.**
4. Get a predesigned website and **FREE Hosting** on the **BSTPortal.com** server.
5. Receive a **FREE Membership** for up to one month for each affiliate recommended and hired through the "Associates" program.
6. Reward a friend with the **bonus of five (5%)** percent of the value of the annual subscription contracted in favor of the contractor, through the "Associates" / "Send to a Friend" program.the "Associates" program.
7. Offer to **wholesale distributors 24 hours a day, 7** days a week and **365** days a year, your inventories, deals, promotions and auctions of spare parts.



**BSTPortal.com**

**8. Contact distributors in different locations** in the international arena, with a minimum investment.

**9. Advertise and close purchase and sale transactions** with companies specialized in the same field as yours.

**10. Establish commercial alliances** with companies in other markets.

**11. Buy, Sell and Trade** prices from and to similar sources of supply as yours.

**12. Have access** to a centralized global inventory online.

**13. Locate efficiently with a minimum investment** the spare parts whose stocks are scarce or exhausted from the manufacturer or from primary sources of supply.

# BSTPortal.com



## 20 reasons to join **BSTPortal.com**

- 14. Have international diffusion:**  
**BSTPortal.com** in German, English, Spanish, French, Italian, Portuguese.
- 15. Have access to links of interest** related to the global spare parts medium.
- 16. Be informed** with regards to the current news about the international spare parts market.
- 17. Maintain an online contact** through the **BSTPortal.com** extranet.

- 18. Upload to the **BSTPortal.com** database**, the number of inventory lines required without storage limits.
- 19. By registering for the annual program of each **BSTPortal.com** Website**, have access to the database of wholesalers specialized in the international market, currently in bearings, heavy-duty automotive parts, agricultural and heavy-duty machinery parts.
- 20. Receive the services** mentioned for the minimum fee of **\$150.00** US dollars per month or **\$1,800.00** for **the Annual Membership Plus Multiple FREE Benefits**.



# Who can i sell to?



Part of the solution to improve the rotation of your inventories is to expand your commercial coverage not only in your own internal markets, but also by taking advantage of the market research carried out by **BST** to develop marketing internationally and thereby achieve financial recapitalization by promoting

and selling your inventories defined as surplus, obsolete or slow moving in other markets.

## How does it work?



The **BST** database “Who can I sell to?” includes the search mode for companies by:

1. Line of Business: Industrial or Automotive
2. By Contact Type: **BST** Affiliates and Potential Prospects
3. 1.By Country: Currently a Total of 175 countries
4. Type of Search: There are two options: **The Specific**, which focuses on a country and city, state or province search and the **Global**, which displays all the companies per country .



# WHO CAN I SELL TO?

**BST** carries out market research on a daily basis by its qualified personnel, specifically regarding the location of the Wholesale Distributors of Spare Parts, those whose websites correspond to the **BSTPortal.com** line of business, distributors of the most prestigious manufacturers in the world market,



all of this for the mutual BENEFIT between the affiliates and **BST**. in summary, the **BST** offer includes a free market study by country, exclusive access only for affiliates of the annual membership, a promotion promoted by the **BST** marketing to affiliate, a **BST** database currently of more than 20,000 potential prospects.




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*What information is obtained online within the scope of the search mode application?*

1. The function to send emails to the companies of your choosing
2. Company profiles
3. Company websites
4. Global search by country
5. Specific searches by city, region, state, province
6. Search by Line of Business: Automotive, Industrial or Both Distributors.





**Download the  
BSTPortal.com  
Catalog!**

To see a summary of the activities we offer, you can view them by download the catalog.

[Go to Catalog](#)

# BSTTruckParts.com



Auto Brand

# BSTBearings.com

TIK Bearing  
Manufacturing  
Co., Ltd

ABI Industries



RB Bearings

Integrated  
Distribution, Inc

Bearing Vision

Access Bearings  
Pasco, LLCSISTEMAS Y  
TRANSMISIONES, S.L.

BEARING.GE



Ložiská ELM



SYL INTERNATIONAL S.A.

RODAMIENTOS  
SAMPER SA DE CVGenk Otomotiv  
San.Dis Tic.Ltd.Sti

EraRelmo



GRUPO CADIVE S.A.C.



PTH Korea



Migg Business Workflow



M M HUZEIFA

Ložiska bez  
hranic s.r.o.

ANSPIR OE

## Recent Affiliates:

Next, you will be able to view the list of our most recent affiliates to the **BSTPortal.com Online System**, as well their websites.

# BST Services

## Marketing Services

During your membership period you will receive **FREE Support** from **BST MARKETING** to upload and promote your inventories to the **BST Online Inventory Control System** on your behalf.



Currently between **BSTBearings.com** and **BSTTruckParts.com** with **more than 20,000** Wholesale Distributors in Spare Parts in the world market, companies in **112 countries**, a figure growing day by day.



## **Registration service and inventory classification by PREFIX, PART NUMBER AND SUFFIX**

This service consists of registering your inventories within the **BSTPortal.com** online system, supported by the team of professional advisors.

When uploading inventories, whether manually or in bulk, they must be organized by prefix, part number and suffix. However, through the support of **BST MARKETING**, this work will not have to be carried out by you for batch inventory additions, but by **BST**.



# Memberships

## FREE TRIAL 30 DAYS

FULL Access to the BSTPortal.com Online System and more...

- 30 Inquiries to be made from Potential Clients.
- Access to DEMAND HISTORY.
- CROSS REFERENCE ALERT tool notifications.
- UNLIMITED loading of Inventory lines.

## MONTHLY MEMBERSHIP

FULL Access to the BSTPortal.com Online System and more...

- UNLIMITED Potential Client Inquiries.
- Access to DEMAND HISTORY.
- CROSS REFERENCE ALERT tool notifications.
- UNLIMITED loading of Inventory lines.
- The Publication of 2 FREE BANNERS.
- Free advice on the design of your Banners.

## ANNUAL MEMBERSHIP

FULL Access to the BSTPortal.com Online System and more...

- UNLIMITED Potential Client Inquiries.
- Access to DEMAND HISTORY.
- CROSS REFERENCE ALERT tool notifications.
- UNLIMITED loading of Inventory lines.
- The FREE Publication of 4 BANNERS for 90 days in the BSTPortal.com, Monthly and Quarterly Bulletins.
- Free advice on the design of your Banners.
- 18 Months of Access to the BST System instead of 12.
- PERMANENT FREE Advertising on BSTWorldTrade.com

**\$0.00 USD**

**\$150.00 USD**

**\$1,200.00 USD\***

In any Membership **BST MARKETING** helps you with the following **FREE** services:

- 1) The Uploading of your inventories to the **BST Online Inventory Control System**.
- 2) The Promotion of **YOUR INVENTORIES** among the Wholesale Distributors Database.
- 3) The Registration of your company profile on **BSTWorldTradeExpo.com**

\*The standard Investment in ANNUAL MEMBERSHIP is \$1,800.00 USD; By PROMOTION your investment in the ANNUAL MEMBERSHIP is only \$1,200 USD. (Until March 29, 2024)



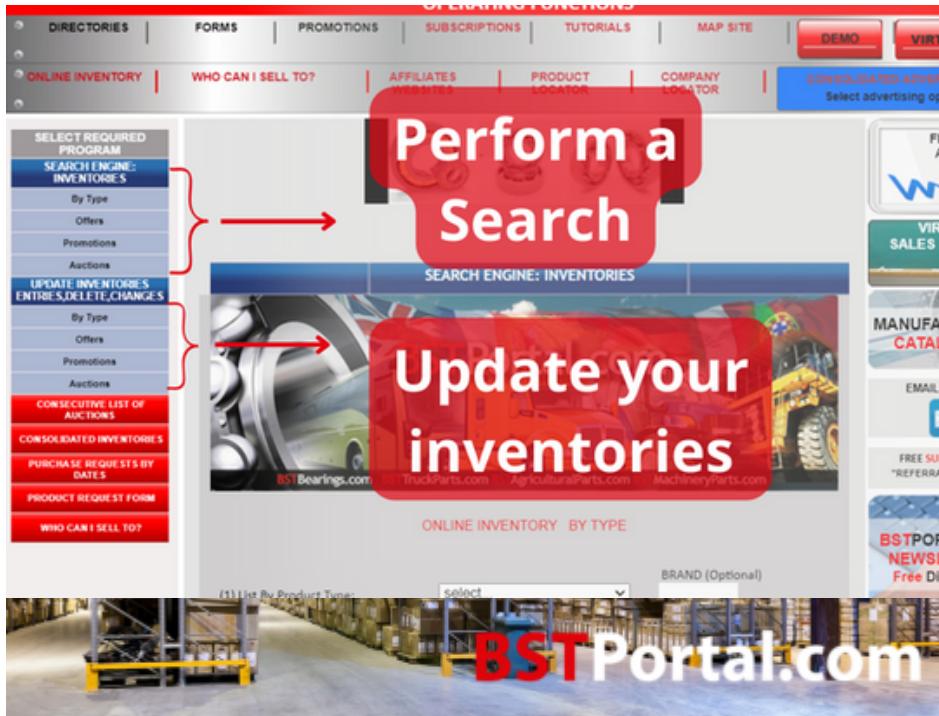
# BENEFITS INCLUDED IN THE ANNUAL MEMBERSHIP

Monthly Membership

30 days FREE

ONE BST YEAR IS EQUAL TO 18 MONTHS. Purchase the subscription to the <b>BSTPortal.com Online System</b> that includes the additional <b>6 months FREE</b> .	X	X
FREE advertising for your company within the <b>BSTPortal.com</b> sites as well as in the <b>Monthly and Quarterly Bulletins</b> that are disseminated throughout the network of wholesale distributors	X	X
Have the right to publish <b>4 FREE advertising banners</b> on the secondary pages of the <b>BSTPortal.com</b> websites.	✓ 2 Banners	X
Receive a <b>FREE pre-designed Individual Inventory Consultation Page</b> , within the <b>BSTPortal.com</b> domain with the ability to display your own inventories registered on <b>BSTPortal.com</b>	✓	X
Access to the function " <b>WHO CAN I SELL TO?</b> " which allows you to locate, contact, and send emails to <b>BSTPortal.com</b> affiliates and <b>Potential Prospects*</b> in the world market by country, city, state or province and line of business.	✓	✓ 30 Inquiries
Access to the <b>DEMAND HISTORY FUNCTION</b> , which allows you to know the history of the demand and supply of spare parts by company and country.	✓	✓
<b>COMERCIAL AUTOMATION: BST CROSS REFERENCE ALERT</b> Marketing tool notifications; System that promotes immediate commerce between whoever seeks the inventory and whoever owns it.	✓	✓
Upload your inventories to the <b>BST Online Inventory Control System</b> without limits and without additional economic charges.	✓	✓
<b>FREE and immediate membership to BSTWorldTradeExpo.com</b> , exclusive exhibition center for Wholesale Distributors.	✓	✓
Check available inventory stock online and generate purchases with the Distributors who own the inventory.	✓	✓
<b>COMMERCIAL SEGMENTATION;</b> Offer your inventories segmented by category: Inventories by product type, offers, special promotions and auctions.	✓	✓
Send notices to contact and make alliances within the network of distributors registered in the <b>BSTPortal.com</b> database.	✓	✓
Make all necessary requests regarding <b>your requirements by Country or by Company</b> .	✓	✓
<b>FREE access to the Monthly Electronic Bulletin</b> that contains the publication on the international demand and supply of spare parts and topics of interest related to the <b>BSTPortal.com</b> websites.	✓	✓
Consult the links corresponding to sites of interest (Useful information).	✓	✓
Register as an Active Distributor in the <b>BSTPortal.com Online System</b> .	✓	✓
Participate to receive the <b>FREE Subscription</b> through the <b>BSTPortal.com Referral Program*</b>	✓	✓

# Inventories



The inventories within **BSTPortal.com** are search engine optimized, to promote the rotation of your slow-moving inventories among other benefits.

When contracting the Annual Membership or any other **BST** membership, you do not have to worry about the limit of inventory line items to be uploaded to our database.

**RESTORE YOUR OBSOLETE OR SLOW-MOVING INVENTORIES BACK TO LIFE. SIMPLY BECAUSE THEY COULD BE LOOKING FOR THEM ON THE OTHER SIDE OF THE WORLD.**

Turning obsolete and slow-moving inventory is crucial for Wholesale Distributors to efficiently convert products into **MONEY**.

By promoting inventories through the **BSTPortal.com Online System**, companies can avoid product stagnation and maximize their profits by **CONVERTING IMMOBILIZED MONEY into PRODUCTIVE MONEY**.



# “OBSOLETE INVENTORIES FOR ONE MAN ARE ANOTHER’S BUSINESS OPPORTUNITY”

Product classification is a key element in inventory management. If it is not done properly products and money may be lost.

This is how, that Only the **BSTPortal.com** Online System found a way to optimize when showing your products to potential buyers.

By uploading your inventories to **BSTPortal.com** you increase the probability of their turnover, by exposing them globally to companies like yours.



**Customer Availability Rate or Fill Rate.** Knowing your actual customer service level is essential to meet customer demand.

## INVENTORY TURNOVER

1

### IMPLEMENT SUPPLY CHAIN KPI'S

2

The inventory turnover ratio is used to assess if the stock is excessive compared to the sales over a period.

Focusing your energy, time, and money on the "20/80": 80% of the results are produced by 20% of the results.

3

### ABC ANALYSIS (20/80 FOCUS)

## CLEAN AND IDENTIFY SURPLUS

4

Clean and Identify Surplus, Slow and Obsolete Stocks.

Inventory Management is a chess game between Inventory and Service. find the right balance to optimize Inventory without compromising customer service. The idea is to target different service levels according to product classification.

5

### ACCEPT SHORTAGES FOR LOW SELLING PRODUCTS

## REDUCE THE NUMBER OF PRODUCTS

6

If your product offering is very diversified, it does not necessarily mean you will get high sales. Often, it is better to reduce the number of products you sell, as it will be easier to optimize inventory and maximize value delivery for your top products.

keep a 20/80 focus and to start forecasting your A & B codes first.

7

### IMPROVE (OR IMPLEMENT) YOUR FORECASTS

## REDUCE YOUR MOQ (MINIMUM ORDER QUANTITY)

8

If the MOQ is very high compared to your forecast or sales quantities, this can be an issue: you will always be forced to order more than necessary.

Through special alliances such as [BSTPortal.com](#) you can take control over the knowledge of Global Supply and Demand in the Bearings and Related Spare Parts Industry.

9

### MITIGATE SUPPLY AND DEMAND UNCERTAINTY

## REDUCE LEAD TIME

10

The longer the lead time is, the longer will be the replenishment cycles and so the safety stocks and quantities to order. That is why it is advisable to reduce or minimize the total lead time when it is possible.

centralizing inventory allows to group orders and thus optimize inventory regarding MOQ quantities.

11

### CENTRALIZE YOUR INVENTORY

## AUTOMATE YOUR REPLENISHMENT

12

Identify your most predictable products and automate the whole reorder procedure.

# INVENTORY REDUCTION STRATEGIES

# Importance of bearing classification

As we all know, Bearings are mechanical components that reduce friction between moving parts in machinery. They facilitate smooth motion, supporting axial and radial loads. Common types include ball bearings, roller bearings, and plain bearings. Bearings are crucial in diverse applications, from vehicles and industrial machinery to everyday household appliances.



At **BST** we have in all cases within the product segmentation of both present active websites: **BSTBearings.com** and **BSTTruckParts.com**, structured our inventory control process by grouping a specific category of products into one group. We are aware that we cannot display every variant and in view of this we added the segment alternative "Others":

**Our objective has been to unify all bearing types into one but at the same time within one categorial concept.** An example of this procedure is as follows:

**BST Ball Bearings:** This classification includes for example: **Radial Ball Bearings, Thrust Ball Bearings, Single Row Deep Groove Bearings, Angular Contact Bearings, Double Row Bearings, Self-aligning Bearings, etc.**

## OAnother classification BST

**Tapered Roller Bearings:** They are roller bearings separable into a cone assembly and a cup. For our purpose we classified the cones and cups into one category: Tapered Roller Bearings.

This is the classification process that we have adopted for each segmented product per our **BST Inventory Online System** which has the advantage to perform a product search by bearing type and trademark at the same time. In the case of Truck, Bus or Trailer parts, the same technique applies



## ADVERTISE WITH US

We have various spaces to advertise your business or company to a specialized and constantly growing market segment.

Advertise on the main pages of our website, in Monthly, Quarterly and Virtual Sales Bulletins.

[Check out our Media Guide to learn more](#)

# BST can help...

You can find a wide range of bearings within **BSTBearings.com**, as the portal offers specialized tools for searching for bearings in the universal market.

Just as you can classify products, you can classify your inventories according to your company's strategy. This classification includes: **Online Inventory, Offers, Promotions and Auctions.**

## BST Marketing Services

### Registration and promotion of inventories



The Affiliate sends their inventories classified by product type, brand and quantity to their assigned **BST** advisor.

Prices are classified by: Regular Price, Offers, Promotions and auctions.



Once the inventory is classified, the **BST Online System** is responsible for separating the Prefix and Suffix of the part number to facilitate consultation.



With segmented inventory, a notification is sent to the **BSTPortal.com** Affiliate Database with the new inventory information.

## PROGRAM IMPLEMENTATION OF THE **INTERNATIONAL SALES FORCE**



*Promotion of the Affiliate's Predesigned Individual Inventory Consultation Page.*



*Publication of inventories in Promotion, in Offers and auctions of the Affiliate in the Monthly Electronic Bulletin and Publication of advertisements on the secondary pages of **BSTPortal.com***



*Through the CROSS REFERENCE ALERT tool in conjunction with the efforts of **BST MARKETING**, both those looking for a part number and those who own it are contacted to Buy Sell Trade = **BSTPortal.com***

When loading your products or performing a search within the inventories, you can categorize them according to the following items:

**BSTBearings.com**

- Needle Bearings
- Ball Bearings
- Pillow blocks
- Cylindrical Roller Bearings
- Tapered Roller Bearings
- Spherical Roller Bearings
- Belts
- Sprockets
- Chains
- Pulleys
- Seals
- Couplings
- Other

**BSTTruckParts.com****Bus & Truck**

- Engine
- Cooling system
- Fuel system
- Exhaust system
- Clutch & Pedal
- Gearbox
- Propeller Shaft
- Axles
- Brake system
- Hubs and Wheels
- Suspension
- Electrical System
- Cabin
- Body
- Differential
- Other

**Trailer**

- Brake System
- Hubs & Wheels
- Suspension
- Electrical System
- Others

**BSTPortal.com**

**BSTPortal.com**  
DOES NOT  
PARTICIPATE OR  
INTERCEDE IN  
THE PURCHASE  
AND SALE OF  
PRODUCTS AND  
SERVICES  
BETWEEN THE  
NETWORK OF  
AFFILIATES.

# PROMOTION

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## EXCLUSIVE OFFER FOR WHOLESALE DISTRIBUTORS

The regular price of the **BSTPortal.com** annual membership is \$1,800 US of use of the **Online System** plus exclusive services from **BST MARKETING**.

**EXCLUSIVE INVESTMENT UNTIL  
MARCH 29, 2024**



**THE BSTPortal.com OFFER**



**INVESTOR  
CONTRIBUTION**

\$1,200.00 US  
IN A SINGLE DISBURSEMENT

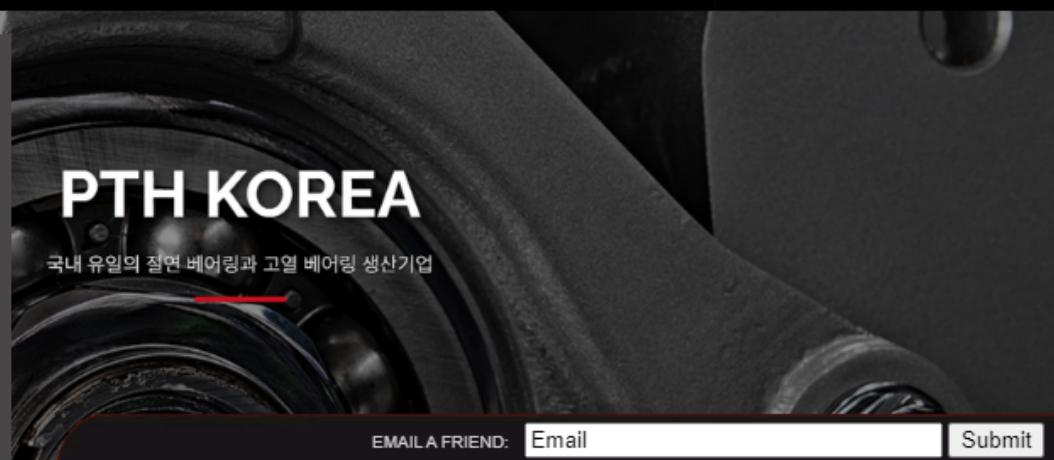


**BENEFITS OF THE INVESTOR**

18 months of membership  
(\$66.66 US by month)



**BSTPortal.com**


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BSTTruckParts.com](#)
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BSTAgriculturalParts.com](#)
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BSTMachineryParts.com](#)
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**21 Reasons**  
Big Benefits For  
Affiliation

**Super Registration  
Offer**

**FREE Trial**  
Sign up for  
90 days!


Get a FREE


**KOREAN  
INSULATED  
BEARINGS**
[pth.korea](#) (CLICKS: 203665)

[SEARCH ENGINE: INVENTORIES](#)

[ONLINE INVENTORY BY TYPE](#)
[Visit the \*\*PTH KOREA\*\* site](#)

(1) List By P

Prefix

Part Number

Suffix


**VIRTUAL  
SALES BULLETIN**

**EMAIL A FRIEND**

**FREE SUBSCRIPTION  
"REFERRED PROGRAM"**

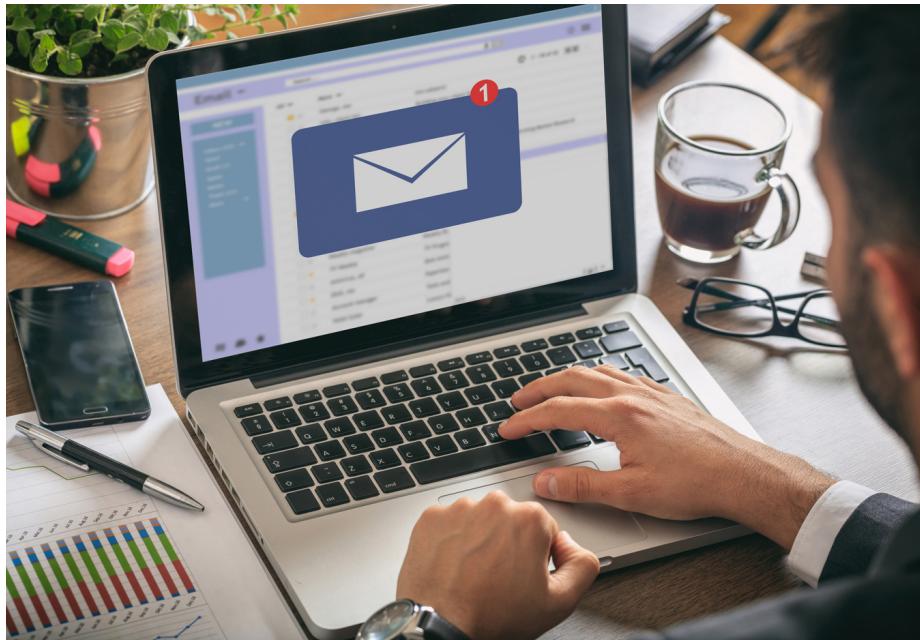
**BSTPORTAL.COM  
NEWSLETTERS  
Free Distribution**

# Get your individual inventory consultation page at **BSTPortal.com**

**BSTPortal.com** provides an exclusive site for each of the affiliates, which they can personalize with banners and information about their company. It is also a direct access to consulting your inventories uploaded to the online system.

# BUSINESS AUTOMATION:

**BST CROSS REFERENCE ALERT** Marketing Tool Notifications



By joining as an Affiliate, you will receive notifications to your contact email from our intelligent **CROSS REFERENCE ALERT tool (HISTORY OF DEMAND)**; A system that alerts Members when uploading their inventories by informing the inventory proprietor the name of the seeker: an owner - seeker search result.

## How does it work?

First, you must have your inventory loaded on the **BST** platform.

When another affiliate performs a search for a specific part and it matches one of your uploaded products, you will receive a notification of said search.

To the email address you provided at the time of registration, you will receive a notification that someone is interested in the product you have.

Likewise, it will notify you of the contact information so that you can make a first commercial approach.



BSTPortal.com



CONTACT  
**BSTPortal.com**



Advertising  
[advertising@bstportal.com](mailto:advertising@bstportal.com)

Information  
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