

AUTHORIZED DISTRIBUTOR RESOURCE

GRAY MARKET DETECTION GUIDE



Gray market bearings cost U.S. industry an estimated \$1.6 billion annually in premature failures, unplanned downtime, and warranty disputes. Use this guide to protect your operation and your customers.

PACKAGING & LABELS	PART NUMBER & MARKINGS	PHYSICAL INSPECTION
<ul style="list-style-type: none"> • Poor box print quality • Flimsy/peeled holograms/seals • Missing lot codes, date codes, or origin markings • Non-standard box dimensions • Re-sealed packaging with adhesive residue 	<ul style="list-style-type: none"> • Box part number doesn't match bearing ring • Shallow, smudged, or inconsistent engraving • Brand logo differs from published standards • Crossed-out or altered manufacturer codes • Cross-reference doesn't resolve in manufacturer's official catalog 	<ul style="list-style-type: none"> • Visible rust, pitting, or corrosion • Rough or uneven race edge finishing • Discolored, dried, or insufficient grease • Wrong cage material for the application • Rough, noisy, or binding rotation
DIMENSIONS & TOLERANCES	SOURCE & SUPPLY CHAIN	DOCUMENTATION & CERTIFICATIONS
<ul style="list-style-type: none"> • Bore, OD, or width outside ISO/ABEC tolerance • Internal clearance inconsistent with spec • Runout exceeds precision grade limits • Noticeably underweight vs. known-good reference. • Uneven shield/seal fit 	<ul style="list-style-type: none"> • No documented chain of custody • Pricing 30%+ below market with no explanation • Seller not listed as authorized distributor • Product from an unauthorized manufacturing region • Inconsistent lead times or inability to confirm product availability 	<ul style="list-style-type: none"> • No Certificate of Conformance available • Generic test reports • Certifications untraceable to a manufacturing lot • Absent, vague, or verbal-only warranty terms.

IMMEDIATE RED FLAGS — STOP THE PURCHASE

PRICE TOO GOOD

CAN'T VERIFY SOURCE

MIXED LOT NUMBERS

NO WARRANTY IN WRITING

IF YOU SUSPECT GRAY MARKET PRODUCT

1	Do not install or distribute the product.
2	Photograph all evidence.
3	Contact your Consolidated rep for authentication support and next steps.
4	Report to the manufacturer.

**BUYING
SCHAEFFLER OR SKF?**



**CONFIRM YOUR
DISTRIBUTOR IS
AUTHORIZED
BEFORE YOU BUY.**

CLICK BELOW FOR
SCHAEFFLER
BRAND PROTECTION
SKF
AUTHORIZED DISTRIBUTOR