

2018 NIBA Convention is September 12-14



The Financial Times said of the resort, "A stunning and surprising place, a dark bronze and gilded cocoon... This resort in the desert quickly became a favorite hideaway for Hollywood royalty, presidents and politicians."

Iconic Arizona Biltmore to host NIBA Convention

NIBA's 2018 Annual Convention is shaping up to be an unforgettable experience in a great location. Our Board of Directors and committee members visited the property in January and came away very impressed. The Arizona Biltmore, Editor's Pick in Conde Nast Traveler's Gold List 2018, spans 39 acres with a championship golf course, swimming pools, iconic architecture, multiple restaurants and a variety of amenities. There is plenty of space to host meetings, have informal conversations, and participate in the convention.

This year, we will return to a traditional schedule of events:

- Meetings
- Thursday, September 13 Day 1, Golf Outing/Various Tours & Activities/Opening Dinner Event
- Wednesday, September 12 Committee

REGISTRATION OPENS APRIL 16

See full agenda and special events at www.nibaconvention.org

- Friday, September 14 Day 2, Annual Business Meeting/Keynote Presentations/ Manufacturers Hospitality Night
- Saturday, September 15 Day 3, Expo/ Closing Dinner Event
- Sunday, September 16 Board Meeting The Arizona Biltmore has been a landmark hotel in Phoenix since 1929. It was constructed in grand form by consulting architect, Frank Lloyd Wright, and his former student, Albert Chase McArthur. Wright's dramatic style and imprimatur are imbedded throughout the resort's design.

Guests can take tours around the property or explore on your own like celebrities, diplomats and presidents have throughout the Biltmore's history.

We hope to see you there! Registration opens April 16, for both attendees and expo booths. Please look out for upcoming messages and visit NIBA.org for the latest information.

Sponsorship opportunities are now available for early adopters, so please get in touch with us soon to secure your prime position.

Expanding programs, growing membership

Bill Hornsby. 2018 NIBA President

I hope your 2018 has started strong, I'm very encouraged about some early economic signs in the belting industry and the potential for NIBA to grow, both in programs and membership.



This year we will offer six technical seminars for the first time ever in response to recent demand. In April and October, there will be three seminars each: a mix of HW and LW. I urge member companies to consider these opportunities for your staff and colleagues. Our technical seminars consistently receive excellent ratings for trainer experience, content and hands-on demonstration, which will increase the productivity of your team to help your bottom line. Spots are limited so act quickly to reserve your place!

During the first quarter, NIBA staff worked hard on the annual renewals. I want to thank all the member companies who have gotten in touch so far. Over 90% of NIBA member companies have renewed at the time of printing, so please check your records and get in touch (staff@ niba.org) if you have any questions about your membership status.

I'm pleased to also report that the Education and Technical Committee members have begun to develop content for our

Continued on page 2



Chad Moutray, Chief Economist, National Association of Manufacturers (NAM)

Manufacturing in 2018

NIBA webinar reveals U.S., global economic outlook

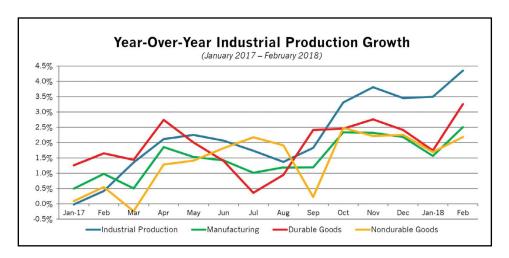
Chad Moutray, Chief Economist for the National Association of Manufacturers (NAM) presented a NIBA webinar, *Manufacturing in 2018: The U.S. & Global Economic Outlook* on March 28, 2018. Moutray addressed the labor market, tax reform and other policies as they relate to manufacturing and industrial distribution/belting.

Overall, said Moutray, there is much optimism on behalf of manufacturers. Moutray shared the results of a NAM survey of manufacturer members in which 94.6% of respondents characterized the current business outlook as very positive, some of the highest numbers in the 20-year history of the survey.

Why are manufacturers so upbeat? First, the results of the survey were delivered the same month that Federal tax reform was revealed. That means extra money to invest in businesses. We also saw no new federal regulations or moratoriums during the same period. Second, the global economy is doing well, which lifts the U.S. economy and improves individual business performance, too.

Moutray also shared overall manufacturing numbers and trends which show consistencies with the optimism of the survey's results.

If you missed the webinar, you can listen on demand at www.niba.org/resources.



President's Message from page 1

Certification Initiative. Our goal is to have two beta modules (one for HW and one for LW) by the end of the calendar year.

Another important initiative for our organization is the NIBA Scholarships. Each year, NIBA makes college scholarships available to families of both distributor and manufacturing members through the Memorial and Presidential Scholarships. The Memorial Scholarship honors the memory of past officers, directors, and committee members for their strong dedication to the organization. The Presidential Scholarship honors all of the past presidents of NIBA.

Applications for the Memorial Scholarship closed on April 1 (we are currently judging entries with winners to be announced soon), but I encourage you to apply for the Presidential Scholarship before May 1. Applications are open for children with a parent employed by a NIBA Distributor/ Fabricator or Manufacturer member, and who will be or are attending a two-year or more accredited college, university or technical school.

I look forward to connecting with many of you throughout the year as we move our agenda forward. The 2018 NIBA Annual Convention in Phoenix is going to be a fantastic event! I hope to see you there!

"This year we will offer six technical seminars for the first time ever, in response to recent demand. In April and October, there will be three seminars each: a mix of heavyweight and lightweight offerings."

The Gravity of the Situation

Finding balance within your take-up system

by Buddy Wilson, Director of National Accounts, Fenner

Gravity take-up assemblies are an important and basic component of many belt conveyor systems. The most elementary function of a take-up assembly (or device) is to remove excess length (elongation) in a conveyor belt. This elongation is brought on by torque and friction created during operation. Despite the importance of this component, the detailed functions and multiple design effects are sometimes overlooked.

Many factors go into the design and engineering of a belt conveyor system. Tonnage requirements, system tensions,

and the conveyor lay-out will dictate design choices. Whether greenfield project or an existing system, multiple aspects need to be considered in the design to reach the desired process flow requirements and fit the available production space. When gravity take-up systems are utilized, they are often perpendicular to the conveyor itself and, of course, use gravity via counterweight to balance the required tensions exerted upon the conveyor belt. This is necessary to prevent belt slippage and the potential for other related issues. The images below illustrate

what is referred to as a "standard" gravity take-up system.

These are simple machines that transmit the tension from each vertical "leg" of the conveyor belt within the take-up assembly to a weighted box or structure allowing excess length from the belt to be "taken up" during operation... most significantly during start-up and shut-down scenarios. Despite efforts to keep things as simple as possible, space and process layout restrictions often require a creative approach to keep conveyor belting from slipping and to manage tensions. In these cases, other examples of gravity take-up systems are employed, as seen below.





Doubling Down

Double-reeved take-up systems are often used to overcome space restrictions while providing adequate tension to the belt line. While there are many pros and cons, including added flex fatigue to the belt and the splice, for the most part these systems provide a useful solution. However, changes involved in take-up tension and total mass requirement in this arrangement can often be overlooked. These changes can get belting suppliers, service companies and manufacturers in trouble!

CEMA calculations show that the total counterweight needed is twice the T2 tension value, as seen in the equation below.





CWT = 2T2

The above equation is based on a simple gravity take-up system (Figures A & B). The addition of two (2) belt legs (Figure C) require that a new calculation be made to allow for the change in tensions. Even sophisticated conveyor modelling software often defaults to what is the "Standard" or most common arrangement. We must be aware that the take-up tensions are based on each individual leg (or strand) of belting within the take-up assembly.

As with most gravity take-up systems, there are two legs (or strands of belting). To avoid belt slippage during operation, the tension of each leg must be accounted for by a gravitational or mechanical force equal to or greater than those tension values exerted in each leg. Every additional belt leg (strand of belting) added into the take-up system



NAM Weekly Economic Report

The National Association of Manufacturers (NAM) publishes weekly reports detailing manufacturing economic trends and breaking them down into more direct, usable information. Each Monday, NAM's Chief Economist Chad Moutray provides a thorough inspection and analysis of the current state of the manufacturing industry in the U.S. today. See http://niba.org/resources/ to download the reports and subscribe.



Presidential Scholarship applications close May 1

Each year, NIBA - The Belting Association honors all of the past Presidents of NIBA, for their dedication to NIBA and all Distributor/Fabricator and Manufacturer members. This scholarship provides four (4) \$4,000 scholarships for children with a parent employed by a NIBA Distributor/Fabricator or Manufacturer company, and who will be or are attending a two-year or more accredited college, university or technical school. Deadline for applications is May 1, 2018.



Heavyweight Splice Training this month

Do you have sales or belt shop personnel in need of maximizing their conveyor belt splicing knowledge? Are you a conveyor operator who wants to optimize conveyor belt splicing? NIBA has the solution for you with this HW splice training. Make the correct splicing choice and gain valuable installation knowledge at Vulcanized and Mechanical Heavyweight Splice Training, April 24-26, 2018 in Decatur, Georgia. Register at niba.org/events/technical seminars.

Gravity of the Situation from page 3

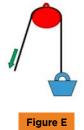
creates its own tension value. Each leg carries the same tension value as the existing legs (or strands). Therefore, after calculating the original tension, that counterweight value is doubled to account for the added leg. Knowing this, balance can be found within the return flight and belt slippage can be avoided.

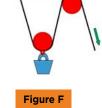
CWT = 2(2T2)

Remote Take-Up Arrangements

Remotely weighted gravity take-ups systems can also be a source of frustration and confusion. In order to account for space constraints, gravity take-up towers are positioned either directly behind the tail pulley or adjacent to the conveyor system. In Figure D, the take-up tower is stationed behind the conveyor. This conveyor is a long feed system that does not allow for a take-up to be mounted elsewhere. As simple as the layout seems, there is a hidden pitfall within the tower assembly.

The tensions created by a sheave assembly within the take-up system is a calculation that if often ignored. Some arrangements are simple, using a singular sheave and





allowing direct transfer of the counterweight mass to the belt (Figures D & E). However, some utilize multiple sheaves (See Figure F) to create a mechanical advantage. In this example, the mechanical advantage is 2:1. When performing calculations, the mechanical advantage of multiple sheave take-up assemblies affect take-up requirements in the same manner of that of a single pulley gravity take-up arrangement (Figures A and B).

As you can see in Figure F, there are two (2) sheaves that create two (2) legs to share the total load. Because of this arrangement, twice as much mass is required to overcome the tension between the two "legs". What would only require 50 kgs in Figure E to remove slack, now requires 100 kgs, or twice

the mass in Figure F (much like a conventional gravity take-up system). Interpolating this method, we can now calculate for multiple sheave arrangements, regardless of the number, to accurately determine proper counterweight mass.

Summary

Belt tensions are affected by many factors. Failure to follow the appropriate guidelines can result in excess belt slippage and a myriad of other premature wear and failure scenarios throughout the conveyor system. Just as safety hardening can leave us vulnerable to accidents, similar generalizations, when dealing with take-up systems may leave us vulnerable to serious operational issues and potential catastrophic failures. •

CORRECTION: In the December 2017 *Belt Line*, we incorrectly identified the author of the technical article as Al Bonneau. The correct author should have been Buddy Wilson, Director of National Accounts at Fenner.

MEMBER-TO-MEMBER NEWS

News submitted by and for NIBA members

EVENTS

Flexco has released its full list of training schools for 2018. Heavy Duty Training School will be held in April and September; Light Duty Training School will be held in May; and BCP Training School will be held in April, October, and November. For more information on dates and content, log on to www.flexco.com.

NEW FACILITIES

Almost doubling its commitment to clean energy generation, **Hyde Industrial Blade Solutions (IBS)**, a leading producer of industrial blades and knives, has added an additional 784 high-efficiency LG solar panels on top of its headquarters building for the betterment of the community and long-term cost savings.

In its first year, the contribution to the power grid from the new addition (or eliminating use from other power generation sources), will provide energy equal to that used by 28 homes. The total yearly generation savings would replace greenhouse gas emissions from 55 cars, while sequestering carbon by the equivalent of 247 acres of the average U.S. forest.

In 2015, Hyde had installed an initial solar array of 850 panels on the roof over its shipping and warehouse buildings to generate electricity to help run its office and plant facilities and equipment. Comprised of panels utilizing "smart reflector" technology, this new installation is located on the southern part of the facility primarily over the company's manufacturing operations. Greater than half the entire roof area of Hyde's headquarters is now covered in solar panels.

Hyde estimates in combination with the original 349kW array, this new 310 kW system will now account for about 35% of its electric consumption increasing its solar contribution up from between 15-20% of the company's energy usage. The company now has a total of 1,634 panels in use.

Habasit, the world leader in conveying and power transmission solutions, announced the opening of its new warehouse and distribution hub located in Fresno, California. The facility will offer a wide range of belting products, improving service and reducing



Hyde Industrial Blade Solutions has added an additional 784 high-efficiency LG solar panels on top of its headquarters building for the betterment of the community and long-term cost savings.

shipping time and costs for the company's west coast customer base.

"The industrial market, similar to the consumer marketplace, has elevated its expectations for fast delivery of products and services. Habasit is determined to address this requirement, which is a challenge when operating two thousand miles away from Georgia," said Tim Waldner, General Manager, Habasit America Inc. "Our new Fresno hub will not only provide close proximity of products for our customers, but allow for faster overall service because of its streamlined operation."

Products offered through this facility include HabasitLink® modular belts, HabaCHAIN® slat and conveyor chains, Habasit Cleandrive™ monolithic belts, and multiple Habasit fabric belting products.

Midwest Industrial Rubber (MIR), the nation's premier independent specialty fabricator and distributor of lightweight belting and conveyor accessories, is continuing its growth strategy by expanding into the Pacific Northwest. The company has secured a 7,000 square-foot facility in Kent, Washington and has begun servicing local customers. The new facility will provide world-class fabrication and installation services for customers throughout the Washington and Oregon regions.

NEW PRODUCTS

ASGCO® "Complete Conveyor Solutions" is proud to announce the introduction of a new model to their industry leading line of primary belt cleaners. The Pit-Skalper® is based on the proven technology and performance of the Skalper®, which is used throughout the world in the harshest environments. This new design is specifically geared to handle the needs of aggregate, ready mix, portable crushing and screening plants, sand, gravel, asphalt and recycling, while providing superior cleaning to remove carryback from the conveyor belt.

Pit-Skalper® uses the same patented E-Z Torque® tensioner as the rest of the Skalper® line featuring a stainless steel spring, allowing the blades to self-adjust throughout the entire life of the blade, making it the most robust and accurate belt cleaner tensioner in the industry. The tensioner and mounting tube are zinc plated for corrosion resistance and the blades can be quickly changed from one side of the conveyor belt. Pit-Skalper® can be installed on any belt with maximum

WE WANT YOUR NEWS!

Send to staff@niba.org or complete the form at niba.org/members/submit-news

blade speeds of 600fpm (3.0m/sec) and a pulley diameter of 10"-20".

Flexco introduces a heavy-duty version of its popular PTEZ™ Belt Trainer. The PTEZ™ HD Belt Trainer is another high-performance tracking idler capable of handling wider belts and tougher conditions. Designed with Flexco "pivot and tilt" technology, the new PTEZ HD Belt Trainer can be used in any application that requires tracking to prevent damage to the belt or conveyor structure, including single-direction and reversing belts. For more information on the PTEZ HD Belt Trainer, log on to www.flexco.com.

Flexco recently announced the addition of Everdur® plates and rivets as a metal option for its BR6 Solid Plate Fastening System. The Flexco® BR6 Everdur Solid Plate Fastening System provides a complete splice for grain operations, utilizing Everdur plates and rivets for non-magnetic, spark-free splices. The staggered, multiple-point rivet attachment on the fastener allows rivets to pass between carcass fibers without severing them, for maximum resistance to pull-out and extended belt life for thin grain belts. For more info, go to www.flexco.com.

MERGERS & ACQUISITIONS

Movex S.P.A. of Telgate, BG, Italy and Beltservice Corporation of St. Louis, Missouri have entered into an expanded strategic-business agreement to market and service Movex products in the United States and Canada.

The synergy created by this expanded strategic-business agreement enhances the delivery of our plastic modular belts, chains, and conveyor components designed to meet the market's most-demanding beverage, food, packaging, and material-handling applications. Movex S.P.A. will continue to focus on product innovation and state-of-the-art manufacturing processes, while Beltservice will focus on assembly, marketing, sales, technical, and post-sale services.

Midwest Industrial Rubber (MIR), the nation's premier independent specialty fabricator and distributor of conveyor belts and conveyor accessories, is pleased to announce the recent acquisition of Conveyor Belting Supply (CBS). As of Feb. 23, 2018, the company and its assets will now operate as MIR, Inc. Located in Maple Grove, Minnesota, Conveyor Belting Supply was established by Jim Roufs and John Engfer in 2005. "We found that the team at MIR

shares our same values: a customer-centric approach based on trust, responsiveness and reliability. Those qualities have been built on a foundation of excellent service, depth of expertise and a willingness to stay until the customer is satisfied," said Jim Roufs. The merger continues to expand MIR's reach and nationwide footprint, as well as the ability to provide a wider array of products, services and resources to its customers. "We are excited to bring the CBS team onboard. Their consistent and unwavering customer dedication will be enhanced by the resources of MIR. This acquisition will also allow MIR to rapidly expand into Minnesota and the Dakotas," said Mike Bruhn, CEO of MIR.

Belt Power LLC announced that it completed the acquisition of Regional Supply, LLC. Belt Power is a leading full-service distributor and fabricator of lightweight conveyor system components, including conveyor belts, equipment and accessories, rubber hose and gasket products. Regional Supply is a Marietta, Georgia based lightweight conveyor belt distributor offering innovative solutions for customers in the eastern U.S. Shorehill Capital LLC, the majority investor in Belt Power, supported the acquisition with additional equity capital. Regional Supply owners Paul and Tim Barrett will become equity owners in Belt Power and have representation on Belt Power's Board of Directors. Steve Casagrande, general manager of Regional Supply, will serve as an executive vice president of Belt Power and will lead Belt Power's East Region sales team.

Pelosi and **Uniband USA**, with their joint presentation, formalized their partnership for the American market during the NIBA Summit at the end of September in Hollywood, Florida.

This partnership will promote and develop Pelosi's activities in the U.S. and create synergies with Uniband's activities, under the brand of innovation, quality and customer service.

Pelosi in its 90 years of activity, has expanded and diversified its production and is today the leader in Italy and among the first in Europe in the field of thermoplastic elastomers (TPE).

PERSONNEL

Baldwin Supply Company, a leading independent supplier of power transmission, automation, conveyor belt, and other industrial products, announces that after 23 years with the company, beloved employee and influential figure **Ron Herem** has hung



up his conveyor belts for the last time, and his retirement is now official.

Ron joined Baldwin in 1995 as sales manager. Soon after,

he added marketing manager to that title, and in 2000 he was named vice president of marketing. In 2009, Ron was promoted to president, and in 2017 he transitioned into a president emeritus role. Throughout his career at Baldwin, Ron was recognized for his industry knowledge, his problem-solving savvy, and his capacity for strategic thinking. Ron is credited with leading Baldwin through significant change and growth; providing guidance during challenging economic times; and advancing the industry as a whole with his vision and collaborative spirit.



MAKE THE MOST OF YOUR MEMBERSHIP!

Download the proud NIBA member logo.

Access online technical content. (videos and ppt)

Tech notes only for members. (www.niba.org/ resources/tech-notes/)



The Numbers

Manufacturers102Distributor/Fabricators127Affiliates13Total members242

Our Newest Members

New since the last Belt Line was published

- Conveyance LLC (Distributor/ Fabricator)
- Siver Spur Conveyors (Distributor/ Fabricator)
- Texas Belting & Mill Supply Co. Inc. (Distributor/Fabricator)
- Changshu Daxiang Rubber Industry Co., Ltd. (Manufacturer)

Annual Go for the Gold!

Thank you to these companies for their contributions to the NIBA Scholarship Fund in 2018

Gold Sponsors

(Contribution of \$800 or more in 2018)
AFM Industries
American Biltrite
Ammeraal Beltech North America
Belt Power LLC
Flexco
Industrial Supply Solutions Inc
Nashville Rubber & Gasket Co Inc
Passaic Rubber Company
Reichel-Korfmann Co Inc.
Shanghai YongLi Belting Co Ltd

Silver Sponsors

Uniband USA

(Contribution between \$400-\$799 in 2018)
AccuPad Inc
Accurate Industrial Inc.
All-State Belting LLC
ASGCO - Complete Conveyor Solutions
Beltservice Corporation
Derco B V
Friesen's Inc-Conveying Solutions
Gates Mectrol Corp
Habasit America
Quality Belt Maintenance (QBM), Inc.
R/W Connection Inc
RGA - Rubber & Gasket Co of America

Southwest Rubber and Supply Co Inc Sparks Belting Company Vaughn Belting Company Inc WAGENER Schwelm GmbH & Co William Goodyear Company

Bronze Sponsors

(Contribution of \$399 or below in 2018)
Applied Industrial Technologies
Applied Power Products Inc
Belt Tech Industrial Inc
Bullitt County Belting & Supply
Conveyor Belt Service Inc.
Conveyors & Equipment Inc
Dunham Rubber & Belting Corporation
Great Lakes Belting & Supply Corp
Maxi-Lift Inc
Megadyne Group Companies
Midwest Rubber Service & Supply Co
Mulhern Belting Inc
Power & Rubber Supply
Qingdao Huaxia Rubber Industry Co., Ltd.

R.J. Tricon Co., LLC
Ram Belting Company Inc
REMA TIP TOP - NA
Richwood
Rubber & Plastics Inc
Sampla Belting
Snake River Supply Inc
Universal Belting Resource
Virginia Carolina Belting
VIS USA LLC
Volta Belting Technology Ltd



COMMIT TO EDUCATION!

Contribute to the NIBA Scholarship Fund at niba.org/scholarships/contributions/

President's Club

Once the cumulative company contributions reach \$1,500, they are enrolled into the President's Club

F. N. Sheppard & Co

Fenner Drives Inc.

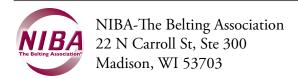
Fabreeka Internaional Inc

AccuPad Inc Accurate Industrial Inc. Advanced Flexible Composites Inc (AFC) **AFM Industries** All-State Belting LLC American Biltrite Ammeraal Beltech North America Apache Inc. ASGCO - Complete Conveyor Solutions Atlanta Belting Company Inc BEHA Innovation GmbH Belt Corporation of America Inc Belt Maintenance Systems Belt Power LLC Beltservice Corporation Blair Rubber Company **Bullitt County Belting & Supply** Canadian Bearings Ltd Carolina Belting Company Chemprene Inc Chiorino America, Inc. Colmar Belting Company Inc ContiTech - NAFTA ContiTech North America Conveyor Accessories Inc Conveyor Belt Service Inc. Conviber Co Inc D P Brown of Detroit Inc **Dunham Rubber & Belting Corporation**

ERIKS North America. Inc.

Fenner Dunlop Engineered Conveyor Solutions Flexco Flip Inc Forbo Movement SystemsTranstex Belting Forbo Siegling LLC Friesen's Inc-Conveying Solutions Gates Mectrol Corp Goodyear Rubber Products Inc Goodyear Tire & Rubber Company Great Lakes Belting & Supply Corp Green Rubber - Kennedy Ag Habasit America Industrial Mining Supply Company Inc Industrial Rubber Specialties Inc Industrial Supply Solutions Inc J A Emilius Sons Inc Jerry Bros Industries Inc Knoxville Rubber & Gasket Co Martin Engineering Maxi-Lift Inc McLeod Belting Co Inc Megadyne Group Companies Midwest Rubber Service & Supply Co Motion Industries Inc Mulhern Belting Inc Nashville Rubber & Gasket Co Inc National Belt Service Inc NILOS GmbH & Co KG

Nitta Corporation of America Novex Inc PANG Industrial Passaic Rubber Company Power & Rubber Supply Quality Belt Maintenance (QBM), Inc. Ram Belting Company Inc **RAM Enterprise Inc** Reichel-Korfmann Co Inc. REMA TIP TOP - NA RGA - Rubber & Gasket Co of America Rubber & Accessories Inc Rubber Plus Inc Sampla Belting San Antonio Belting & Pulley Co Inc Scandura Inc Shanghai YongLi Belting Co Ltd Shaw Almex International Headquarters USA Southwest Rubber and Supply Co Inc Sparks Belting Company Thaman Rubber Company Tianjin Walker Industrial Automation Components Co Ltd Uniband USA Universal Belting Resource Vaughn Belting Company Inc Virginia Carolina Belting VIS USA LLC Voss Belting & Specialty Company WAGENER Schwelm GmbH & Co William Goodyear Company



2018 Directory to be published in August

The NIBA membership directory is one of our most valued member services. Members use it when selecting belt for buying or selling opportunities, and much more. Conducting business with fellow members benefits everyone, including NIBA.

Printed directories will be published in August this year and moving forward to better align with elections.

April-May 2018

NIBA staff to reach out to confirm directory listing. Must be a current, paid NIBA member to be included.

June-July 2018

Design and Production

August 2018

Distribution

See a direct link to a PDF file of the 2017 online directory: https://tinyurl.com/nibadirectory2017

Please refer to our Addendum card for the 2017 directory: https://tinyurl.com/directory2017addendum

Additional copies of the directory may be purchased for \$25. Contact NIBA at 608-251-5941, or email staff@niba.org.

Note that an up-to-date, searchable directory is also available online at niba.org.

