



Belt Line

A publication of NIBA-The Belting Association



Collaboration and Excitement Evident at NIBA 2018

NIBA'18

The 2018 NIBA Annual Convention held in Phoenix, AZ had over 650 attendees. [See photos on page 4.] We returned to our traditional NIBA format, with many opportunities for networking, time for relaxing, and our number one rated event, The Expo. We received so much positive feedback, not only about the event, but the food, location and much more. Thank you to all our participants for attending and continuing to support this dynamic organization!

Special thank you to our event sponsors, hospitality suite hosts, and member companies who sent more than one employee.

The true spirit of NIBA is the community and a collegial atmosphere that has developed over the years, and continues to flourish. Our members come back to NIBA each year because it's the only place where you can meet with the most influential companies and leaders in the belting industry.

The event began on Thursday, Sept. 14 with golf, optional tours and our opening reception. Despite the high temperatures, attendees enjoyed a beautiful night on the lawn of the Arizona Biltmore, with food, entertainment and a charity putt-putt

event to benefit the NIBA scholarship and memorial funds. Congratulations to Steve Fournier, who scored the only hole in one of the night! The young professionals capped off the evening with our under 40 Next-Gen after-party.

The educational program on Friday included two excellent speakers: Gene Marks, a leading economist from the Marks Group; and Brad Davidson, life coach and fitness guru. Gene's presentation combined humor and current economic data to advise attendees on what to expect in the belting industry over the next 5 to 10 years. One of his key takeaways was about leadership; all good leaders should be using economic indicators to develop strategy for the long term. Brad talked about fitness, health and wellness, and the importance of reducing stress in your life. His unconventional approach to well-being was refreshing to hear and sparked a lot of discussion among the audience. The day concluded with our Manufacturer Hospitality Night, a unique experience for attendees to meet with companies hosting unique parties with different themes.

The Expo on Saturday was a highlight of the week for many in attendance. With about 90 booths on the floor, attendees were able to walk the show and discuss products and services with a wide-range of companies. The atmosphere was collaborative, exciting and cutting-edge. The Convention concluded with a night in the desert foothills, complete with bull riding, dancing and delicious BBQ.

We look forward to seeing everyone again next year in Washington DC! Watch for registration to open in the Spring (mid April).

Laying out a strategy for the next year

Brian Schachner,
2018-19 NIBA President

What an honor it is to be the 2019 NIBA President. It seems like just a few short years ago I was attending my very first NIBA event in Hilton Head, SC — wide eyed and lost for the most part at that first convention. Fortunately, there were a lot of good people then, as there are now, to help along the way. The NIBA group has a way of making connections with each other year-after-year at our annual event. I encourage new members to get involved with committee work, attend training when possible and give feed-



“Julius Schachner, who was my great uncle, was the first President of NIBA way back in 1964.”

back to help bring fresh ideas to our organization. As the 50th President of NIBA, I am very grateful to those who have come before me and have done an extraordinarily good job of making sure this is an organization that is forward thinking and dedicated to its members. The NIBA Presidency means a lot to me not only professionally, but

Continued on page 2

SAVE THE DATE FOR NEXT YEAR'S CONVENTION

**September 18-21, 2019,
Gaylord National Resort, Washington DC**

President's Message from page 1

personally. Julius Schachner, who was my great uncle, was the first president of NIBA way back in 1964.

I'm very excited for the year ahead! We will focus on continuing the strategic initiatives of my predecessors, including the key performance indicators, the Certification initiative and increasing D/F membership in North America. I will also look at new programs and special projects to increase new revenue opportunities and stabilize the organization for the years to come.

We are also looking to increase our bench strength overall. New members (as well as old) are encouraged to submit names of individuals who are motivated and want to make a difference serving on committees and the Board of Directors. NIBA is committed to diversity and inclusion, and I would like to strongly encourage any member to get in touch about serving. You can contact me directly, or NIBA's Executive Director Michael Battaglia.

Having served the last two years as Treasurer on the Executive Committee, I have a good understanding of our financial position and a path forward to increase our overall value of membership. The Executive Committee and Board of Directors are always looking at ways to promote the interaction between value-added distributors and manufacturers of conveyor belt components. This is the sole purpose of NIBA and we don't want to stray from this mission. We will look at new ways to increase membership, both in terms of types of companies that qualify and different opportunities to attend the convention, so that we can touch more of the smaller D/F companies who are a big part of our industry.

I look forward to continuing the growth of NIBA, and seeing everyone in Washington DC in September 2019 for our Annual Convention. We have a lot of work to do until then, but I'm very pleased to have a strong team in place, both volunteers and staff. Onward! ●



The passing of the gavel: Bill Hornsby, 2017-2018 NIBA President and Brian Schachner, 2018-2019 President.

NIBA is on the right path

Past President sees collaboration, innovation



*Bill Hornsby
2017-2018 NIBA President*

I'll never forget this past year as NIBA President, because it was a period of growth both professionally and personally. It's been a four-year journey and I will look back fondly on all the team ac-

complished. From the time I started on the Executive Committee, to the transition of management companies, to my professional career change, it's been a memorable ride.

A highlight during this year was my daughter's wedding, and I can't thank my family enough for their support. My wife Kristin helped me to keep things in perspective and see the benefits of giving back to this organization when the extra hours were required.

I have many relationships with friends and colleagues that have been built over the years at NIBA. This organization certainly made a positive impact on my career development and I strongly encourage any members who have not served to submit your name for consideration. It might seem daunting at first, but you'll never know what

you can get out of it until you experience it. My friends on the Executive Team will remain well past the end of my term and continue to lead the organization well.

I'm proud of the work our team achieved, particularly the introduction of our key performance indicators, the transition back to the NIBA-only Convention, and stabilizing our strategic plan goals. I see a lot of potential in the certification initiative to keep NIBA moving forward. I'm convinced that we're on the right path, with the right management company, and the right group of volunteer leaders. You can feel the new atmosphere and an emphasis on collaboration and innovation.

I look forward to staying engaged as a Past President, to share my knowledge with volunteers and to help mentor members who want to get involved. I can honestly say, it's been a very rewarding experience, even though it was a lot of work. As Thomas Edison once said, "The three great essentials to achieve anything worthwhile are: hard work, stick-to-itiveness, and common sense."

A sincere thanks to all those who have helped me along the way, and congratulations to our new President Brian Schachner, who I know will do an excellent job. See you in Washington DC! ●

Effective skirt systems

When well-designed, will deliver low maintenance costs and minimal spillage

by Ray Borup, BAM Conveyor Systems

Skirt systems play a major role in the effective operation of any conveyor system. A well-designed and maintained skirting system will deliver low maintenance costs and minimal spillage. A poorly designed skirt system will result in increased maintenance costs in two main forms:

- Labor and parts to replace the skirt elements as they wear
- Spillage of material which has the dual cost of lost revenue plus cleanup of that material

There is a common misconception that the skirt system is responsible for the retention of the bulk material being conveyed at any transfer point. Although skirts contribute to the retention of material on a conveyor belt, there are a number of other influences that must be addressed.

Belt Tracking. In order for the bulk material being conveyed to be loaded centrally upon the belt, it is imperative that the belt tracks correctly throughout the loading area. Any mis-tracking of the belt can cause the skirt system to dislodge from the belt surface and allow the escape of product.

Product Loading. The transfer of the bulk material from one conveyor to the next has a significant impact upon the tracking of the belt and the performance of the skirt system. The transfer chute from the upstream conveyor or other device should ensure that the material is loaded symmetrically and has a horizontal velocity (speed and direction) that matches the receiving conveyor, ensuring that the product is heaped toward the middle of the belt and away from the skirts.

Skirt Plates. These play a dual role in the retention of the bulk material being conveyed. Primarily, these plates are in place to retain the bulk material within the confines of the chute and prevent fugitive material from bouncing off the side of the conveyor belt. It is important that these skirt plates are adjusted to approximately 3/4" off the belt to prevent the material from being exposed to lumps of the bulk material being conveyed. In most cases the skirt plates are installed vertically, however these plates can also be utilized to redirect the material towards the center of the belt. This involves the introduction of a small bend onto the

lower section of the plate (approximately 15 degrees). This deflecting plate directs the bulk material away from the skirtboards and toward the center of the conveyor.

Air Gap. A very simple and effective method of reducing the cost of maintenance on a skirting system is to provide a one-inch gap between the hard and soft skirts. This gap enables material that has worked under the hard skirt to return to the center of the belt before it interacts with the soft skirt. In this way, the soft skirt becomes a dust seal, rather than another wear surface.

Taper. A signature of a well-designed skirt system is a taper on the skirts. This taper is seen in plain view and the skirts will taper out in the direction of belt travel. This geometry greatly reduces the pressure of material on the skirts resulting in less wear and spillage. A tapered skirt system is more difficult to design, however has lasting benefits.

Once the above influences have been addressed, the skirt system will be capable of the job it has been designed for, which is dust retention and sealing.

Traditionally rubber strips have been utilized in skirt systems. Recently, we have seen a move away from skirt rubber to polyurethane. The advantages of polyurethane are a reduction in drag on the belt and an increased life cycle. Most polyurethanes have a DIN abrasion loss of around 30 as opposed to traditional skirt rubbers that are closer to 100 - 120. The use of polyurethane extends life and reduces maintenance. We have also seen the introduction of skirt rubbers that have multiple sealing lips. The additional sealing lips increase the performance of the skirt material, but also the friction and drag upon the conveyor belt.

No matter what skirt system you install, regular and timely inspection and maintenance will help prevent problems.

The NIBA organization has many manufacturers of skirt systems and skirt material. Within these companies there is expertise and knowledge to help you and your customer address any issue. I encourage you to reach out and ask for assistance when needed. ●

FYI



Save on credit card fees

Service First Processing (SFP) a leader in credit card and ACH/check processing services and NIBA have teamed up to offer a NIBA members program designed to reduce your cost of credit card processing while improving your level of service and support and compliance. Enhance your company's profitability! Learn more about how the program works and start saving today! www.niba.org/affinity-programs/

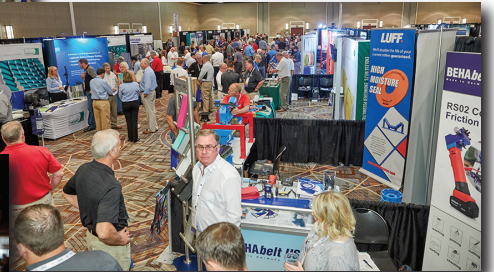


Give back by volunteering

Looking for a way to give back to your profession while supporting NIBA and developing leadership skills? Consider participating in or heading one of NIBA's four Committees: Education/Technical, Marketing, Membership and Program. Members are vital to the strength of the committees and the committees are vital to NIBA overall. Express your interest! www.niba.org/committee-call-for-volunteers/

NIBA'18

See hundreds more photos from the 2018 NIBA Annual Convention at www.NIBA.org > Convention



Winning Teams for the 2018 NIBA Golf Outing

Tim Horn, Dean Thomas, Richard Milroy, Pete Zinecker (1st Place)

Lance Nelson, Doug Berner, Doug Street, Pete Radding (2nd Place)

Jeff Jones, Thomas Husselstein, Simon Lavoie, Zach Laymon (3rd Place)



Winners of the 2018 NIBA Fun Run/Walk

Congratulations to the top three runners of the NIBA Fun Run/Walk: Scott Frenz, Fenner Dunlop Conveyor Belting; Branka Khrilanko, Konus Konex; and Jason Shaw, Almex Group.

NIBA'18 2018-19 Executive Board

Officers

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MEMBER-TO-MEMBER NEWS

News submitted by and for NIBA members

NEW FACILITIES

Motion Industries, Inc., a leading distributor of maintenance, repair, and operation replacement parts and a wholly owned subsidiary of Genuine Parts Company, has opened the doors for business at its new distribution center (DC) in Auburn, Washington. Covering just over 62,000 square feet, the DC stocks and ships a broad range of industrial parts and supplies including bearings, power transmission products, fluid power components, electrical parts, safety supplies, and more. The new distribution center serves 24 area Motion Industries branch locations daily, as well as Motion Industries 550 North American locations.

Davis Industrial, formerly known as BMG Conveyor Services of Florida, is proud to announce their ten-year anniversary and the opening of their new branch, located in Miami. Their Conveyor and Industrial Service offers service, parts, and fabrication, which are all available 24/7/365. As they expand their company, their goals are aimed toward continuing to offer superior customer service, so companies can move their products more effectively than ever before.

MERGERS & ACQUISITIONS

Beltservice Corporation, a St. Louis -based market leader in value-added fabrication and distribution of conveyor belt and related products, has acquired **Rubber and Plastics Inc** (RPI), an independent distributor and fabricator of conveyor belting with a specialty in rubber cleat vulcanization and hot vulcanized sidewall. Based in Vancouver, Washington, RPI has been a trusted supplier for Distributors and OEMS not only in the western United States, but throughout the country and Canada for 30 years.

Purvis Industries is pleased to announce that effective July 30, 2018 they have acquired **Powder River Power Inc.** (PRP) located in Gillette, Wyoming. PRP has been serving Gillette and the surrounding markets for over 40 years. During that time, they have developed a strong customer following by priding themselves on great customer service and technical knowledge. Powder River Power will help Purvis Industries expand their core markets in the fluid conveyance and bulk material handling space.

NEW PRODUCTS

REMA TIP TOP has developed a new Performance line of the industry standard REMAGRIP that can withstand extreme operating conditions while providing the service life and reduced maintenance costs expected on a REMA TIP TOP product. Engineered and manufactured in Germany, the new PERFORMANCEGRIP 70 products include pulley lagging and strip lagging. A 61% increase in abrasion resistance, from 100 to 39 mm³, and a 65% improvement in tear growth resistance, from 17 to 28 N/mm, makes PERFORMANCEGRIP 70 the industry leader for pulley lagging.

Many situations in bulk handling require material to be separated to different transfer points or receptacles. **ASGCO's** new Lift Bed - Diverter Plow is specifically designed to handle that task, and at a more cost-effective than a traditional tripper conveyor. The Lift Bed - Diverter Plow™ is a pneumatically operated impact bed that lifts the conveyor belt from full trough to zero (0°) into a stationary diagonal plow. The urethane diagonal plow, which includes two Springshoc™ tensioners, enables the lift bed to apply the proper tension and not pinch or damage the belt. This increases production and allows the belt to experience a limited amount of stress, eliminating the opportunity for premature wear and stretching.

AWARDS AND RECOGNITION

U.S. Ambassador to Chile Carol Z. Perez, presented **ASGCO**®, Allentown, Pennsylvania, with the Export Leadership Award during EXPOMIN 2018. The award was presented at a ceremony during the week of the exhibition April 23-27, in Santiago, Chile and recognizes ASGCO® for "exemplary leadership in exporting U.S.-made products and services to Chile."

PERSONNEL

Martin O'Neill has been appointed Senior Director of North American Sales and Global Strategic Accounts at **Flexco**. In this new, expanded role, O'Neill will provide leadership and coordination of all sales resources in North America, including territory managers and transfer chute field application specialists, and will continue to provide strategic

leadership for Global Strategic Account resources. This structure change will better align and leverage the selling resources that Flexco deploys in the U.S. and Canada.



Hyde Industrial Blade Solutions (IBS) announced that Michael Castner of Harrisburg, PA, has been appointed to the position of Vice

President of Sales. Castner has over twenty years of experience in senior sales leadership roles with major international and national industrial manufacturing companies, most recently, as Vice President at ESAB.

IN MEMORIAM

Motion Industries, Inc. is saddened to announce the sudden passing of its President and CEO, Tim Breen. Breen began



his career with Berry Bearing Company in 1982 and served there as a sales representative, branch manager, regional manager, and corporate accounts manager. His

responsibilities continued to grow after Berry Bearing and Motion Industries joined forces in 1993. His leadership as both a division officer and group officer distinguished his record and he assumed responsibility for all the U.S. locations in 2011 as executive vice president and chief operating officer. Breen was promoted to Motion Industries president and chief operating officer in 2013, before his promotion in November 2014 to president and CEO.

CLASSIFIEDS

Davis Industrial (BMG Conveyor Services of Florida) is growing at a rapidly and now seeking an experienced outside sales representative for our lightweight belting division. The sales territory is predominantly Central Florida, competitive pay & extensive benefits, LW experience required, please contact Josh Thomas for further details: 813-918-1695 or jthomas@conveyors247.com. ●

WE WANT YOUR NEWS!

Send to staff@niba.org or complete the form at <https://members.niba.org/news>

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
Nitta Corporation of America
Norwesco Industries (1983) Ltd
Passaic Rubber Company
Reichel-Korfmann Co Inc.
Shanghai YongLi Belting Co Ltd
Uniband USA

Silver Sponsors

(Contribution between \$400-\$799 in 2018)

AccuPad Inc
Accurate Industrial Inc.
All-State Belting LLC
ASGCO - Complete Conveyor Solutions
BEHA Innovation GmbH
Beltservice Corporation
Derco B V
ERIKS North America, Inc.
Fabricated Extrusion Company, LLC
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
Universal Belting Resource
Vaughn Belting Company Inc
WAGENER Schwelm GmbH & Co
WCCO Belting Inc
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Bronze Sponsors

(Contribution of \$399 or below in 2018)

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Applied Power Products Inc
Belt Tech Industrial Inc
Benetech
Bullitt County Belting & Supply
Canadian Bearings Ltd
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
Virginia Carolina Belting
VIS USA LLC
Volta Belting Technology Ltd
Voss Belting & Specialty Company

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**

AccuPad Inc
Accurate Industrial Inc.
Advanced Flexible Composites Inc (AFC)
AFM Industries
AirBoss Engineered Product Inc
All-State Belting LLC
American Biltrite
Ammeraal Beltech North America
ASGCO - Complete Conveyor Solutions
Atlanta Belting Company Inc
BEHA Innovation GmbH
Belt Power LLC
Beltservice Corporation
Blair Rubber Company
Bullitt County Belting & Supply
Canadian Bearings Ltd
Chemprene Inc
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Knoxville Rubber & Gasket Co
Maxi-Lift Inc
McLeod Belting Co Inc
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WAGENER Schwelm GmbH & Co
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NIBA-The Belting Association
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See the
new!
NIBA.org

Welcome to NIBA - The Belting Association!

NIBA is an organization dedicated to promoting the interaction between value added distributors and manufacturers of conveyor belt components to improve technology, services and products to better serve the end users of conveyor systems. Our mission is to promote the common business interests of all distributor/fabricators and manufacturers of conveyor and flat power transmission belting and material that enhances and changes belt.

Directory

Training

Archives

Resources