



# Get Ready for an

# Online Expo Experience

The global pandemic may have altered plans to meet in person, but we want to connect nonetheless.

We're excited to bring you a new experience, NIBA Connect. A week-long virtual expo designed to deliver the same impactful connections of an in-person event, but from the comfort and safety of your own space.

### **Simplicity**

The virtual expo will have two types of participants – exhibitors and attendees. A business matchmaking-software suggests possible meetings to help you build a custom schedule and new relationships.

NIBA Connect also unites all of exhibitors' materials – photos, collateral, videos, and more – within one easy-to-use portal. Simple to upload. And simple to explore.

#### Convenience

An entire meeting experience is only a click away. What could be easier? Meet with customers. Get inspired by an exciting keynote speaker. Catch up on what's happening in NIBA. Without ever leaving the house.

#### **Custom Connections**

Discover new connections through

REGISTER FOR NIBA CONNECT niba.org/events/NIBAconnect

personalized relationship recommendations. NIBA Connect uses intuitive software to create custom meeting suggestions. And help you identify new contacts. All to ignite meaningful meetings.

### **Meaning Micro-Meetings**

The virtual expo is built to maximize purposeful interactions. Engage your new connections in streamlined micro-meetings. Each 15-minute meeting lets you get straight to business in a comfortable, intimate setting.

Two hours of micro meetings will be held Monday, Tuesday, Thurs¬day and Friday from 1- 3 p.m. NIBA's Annual Business Meeting is Wednesday, followed by an engaging presentation from Kathy Nelson (see more on page 3).

### **NIBA CONNECT AGENDA**

15-minute meeting windows Mon 11/9 – 1 pm-3 pm ET Tue 11/10 – 1 pm-3 pm ET Thu 11/12 – 1 pm-3 pm ET Fri 11/13 – 1 pm-3 pm ET

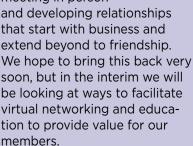
NIBA Annual Business meeting followed by a presentation from Kathy Nelson Wed 11/11 - 1 pm-3 pm ET

### **President's Message**

Jonathan Morgan 2021 NIBA President

I'm honored to be the incoming President of NIBA and I want to sincerely thank John Grasmeyer, Brian Schachner and the rest of the NIBA leadership for their service and support.

This year has taught us a lot about how we make decisions and plan for the future in difficult circumstances. The cornerstone of the NIBA culture has always been about meeting in person



These networking opportunities will help us achieve some of our remaining strategic plan objectives in 2021. These include:

- Offering new resources for non-owner/managers to increase member engagement
- Grow the online NIBA training courses and other educational resources
- Develop a pipeline of volunteers to fill future Board and committee spots

The NIBA leadership will continue to have a conservative approach to financial management while also looking at ways to invest in technology and other resources that will increase

Continued on page 3

### 2020-21 Board of Directors

### **EXECUTIVE COMMITTEE**

### **DIRECTORS**

### **COMMITTEE CHAIRS**



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JOHN GRASMEYER Immediate Past President BEHAbelt john.grasmeyer@behabelt.com



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sdavis@conveyors247.com



**BO FISHER** Membership Chair Maxi-Lift bfisher@maxilift.com



CHIP WINIARSKI Program Chair Flexco cwiniarski@flexco.com



MATT WINSTEAD

Marketing Chair
Accupad
matt.winstead@accupad.com

### **2020-21 COMMITTEE MEMBERS**

### **EDUCATION/TECHNICAL COMMITTEE**

Stephenie Davis, Chair, Davis Industrial
Gary Dech, Almex Group
Silvia Garbagni, Uniband
Shawn Godfrey, Minet Lacing Technology
Mark Jadwin, Midwest Industrial Rubber Inc
Ed Kennedy, Advanced Flexible
Composites Inc
Brian Laughlin, PANG Industrial
Beth Miller, Flexco
Kerry Mosher, Beltservice Corporation
Don Rabb, Chemprene
Pete Radding, Continental

Don Rabb, Chemprene
Pete Radding, Continental
Sergio Restagno, Belterra Corporation
Eduardo Streinesberger, Optibelt
Buddy Wilson, Fenner Dunlop Conveyor
Belting

Bo Fisher, Chair, Maxi-Lift
Kevin Birschbach, Atlas
Javier Cardenas, Fonmar
Jenny Dakos, Gates TPU
Brian Gerrity, Shanghai YongLi
Chris McCarty, Conveyor Accessories
Adam Shaw, Almex Group
James Smith, Universal Belting Resource

### THANK YOU

to the following for their service on the Executive Board:

### Troy Cobb

NIBA Director, 2017-2020

#### **Gregg Hanson**

Marketing Committee Chair, 2017-2020

#### Brian Schachner, Immediate Past President

Executive Committee, 2015-2020

#### Mike Wieland

NIBA Director, 2017-2020

### MARKETING COMMITTEE

Matt Winstead, Chair, AccuPad Al Bonneau, Fenner Dunlop Paul Drechnowicz, Forbo Movement Systems

Laura Hoggan, REMA TIP TOP Barry McKinnis, Nitta Corporation of America

Jessica Stroup, Stroup Belting Mike Wieland, Mulhern Belting Jess Wiley, Applied

### MEMBERSHIP COMMITTEE

### PROGRAM COMMITTEE

Supply Co

Chip Winiarski, Chair, Flexco Jason Crain, Apache James Leach, Passaic Rubber Company Jessica Johnson, Kaman Industrial Technologies Randy Scofield, Midwest Rubber Service &

Niels van den Boogert, Ammega Jean Voorhees, WCCO Belting

## Technical Trainings Go Virtual for 2020

The same expert instructors you trust are leading interactive introduction-level courses this fall. Give your staff actionable, foundation knowledge to level-up your business.

### **Introduction to Heavyweight Splicing**

December 1, 2020 11:30 a.m. – 1 p.m. ET This high-level overview of heavyweight splicing provides practical information to impact each aspect of the belting business.

- Sales personnel will develop better relationships with their accounts.
- Belt shop technicians will offer more valuable service.
- Operators will maximize belt life and minimize maintenance concerns.

### **Key Principles of Lightweight Belting**

December 3, 10, and 17, 2020. 1-2 p.m. ET A three-part crash course on the essential techniques you need to thrive in the belting industry.

- Composition and general manufacturing process of belts
- Fabrications to enhance the value and functionality
- Key features and benefits of lightweight belting's various styles
- Discuss common industry standards
- Tips for troubleshooting, tracking, and how to avoid common failures

Register @ www.NIBA.org

### **NIBA Makes Progress in a Unique Year**

by John Grasmeyer, NIBA Immediate Past President

At the 2019 NIBA Annual Convention in Washington D.C., over 600 members met in person to network, learn and advance the belting industry. This year has been a challenge for all of us and I will certainly



miss seeing everyone again for what would have been the 2020 Annual Conference in Austin, Texas. I want to thank the NIBA

Board of Directors, NIBA executive team, and the NIBA staff for their hard work in making and supporting the decision this year to cancel NIBA 2020. We were optimistic at first and really gave it our best shot, but events in Texas and nationally eventually made it impossible to meet in such a large gathering.

I remember my address during the Annual Business meeting last year when I talked about the priorities for 2020. The goals were:
1) implement a new three-year strategic plan for the period 2019-2021; 2) analyze the current membership structure to support growth in 2020 and beyond; 3) obtain manufacturer support for the NIBA certification program; 4) grow local and regional opportunities for education and networking; and 5) promote diversity by encouraging companies to send their best people to serve and attend the annual convention.

In a unique year, given COVID-19, I'm proud to say we made progress on all of these goals. The strategies to meet our strategic plan objectives are defined and being worked on at the committee level. We launched our certification program and new learning library in May 2020 with manufacturer support. The program is still growing with nine manufacturers and over 152 active users. The site includes courses and other members-only free content - 122 pieces total.

Opportunities for networking have been limited this year due to travel restrictions, but the NIBA webinar series has seen good attendance, as well as other virtual events. The Nominating Committee filled 12 new committee spots for next term and we have an active list of over 40 members who are waiting to get onto committees as spots open.

Moving forward, NIBA will be focused on closing out the year with limited expenditures while mitigating the impact of the NIBA 2020 cancellation. We were able to invoke the force majeure clause in our agreement with the hotel without suffering damages, but the lost revenue from the event will have an impact on programs and services. I'm optimistic that our virtual event line-up for Fall 2020 will be well attended, including technical seminars and NIBA Connect, a virtual expo that includes personalized meeting matching for exhibitors and attendees.

Finally, as my term ends as President of NIBA I'm happy to say that the organization continues to be in a strong position financially. We have been able to weather the storm this year and I'm excited to see our next group of leaders advance our strategic objectives. We have a healthy operating budget for 2021 and the board is very confident in our stability as we move into the future. I look forward to continuing my involvement as the past president in the upcoming year and want to thank so many of you for your previous leadership example, support, and awesome memories during my years of serving NIBA.

### Kathy Nelson to Speak at NIBA Connect

Kathy Nelson was originally scheduled to speak at the NIBA 2020 Annual Convention in Austin, and we're grateful that she can bring her presentation, "The Sport of Leadership," to NIBA Connect

Nelson works to promote Kansas City sports locally and nationally with the goal of attracting, retaining and facilitating sports events and organizations. Through her efforts, she has realized the economic, social and community-building benefits of sports in the bi-state



area

In recognition of her contributions, The Kansas City Star included Nelson on their 2020 list of the 50 Most Influential People in Kansas City Sports History, ranking her at #38 and making her one of only four women represented. She has also been named one of the 20 Most Influential Sports Figures in Kansas City placing her at #5 behind Clark Hunt (CEO/owner of the Kansas City Chiefs), Dayton Moore (Kansas City Royals general manager), Peter Vermes (Sporting Kansas City's Coach/

Technical Director) and David Glass (former owner of the Kansas City Royals).

In 2019, Kathy was selected to receive the Greater Kansas City Chamber of Commerce's ATHENA Leadership Award. In 2018, Nelson received the Sports Tourism Executive/CEO of the Year award, a national honor. She has also been named to Kansas City Business Journal's Power 100 list (2018 and 2019) and was crowned Grand Champion at the Dancing with Kansas City Stars, benefiting Cristo Rey. In 2017, Kathy and the Sports Commission were honored as Sports Commission of the Year from Compete Magazine. And in 2016, Nelson was selected to serve on the Sports ETA (formerly known as the National Association of Sports Commissions) Board of Directors. ●

### President's Message from page 1

member value. There are challenges and some changes will take time, but I look forward to continuing the work of NIBA President's before me to adapt in an ever-changing environment.

I'm very grateful to NIBA, my com-

pany Forbo, my family and friends for supporting me along the way and am excited for the next year. I remain available to contact at any time and look forward to seeing many of you in person, hopefully sooner rather than later.

# Sprocket Pitch Diameter: Why It's Important and How to Measure It

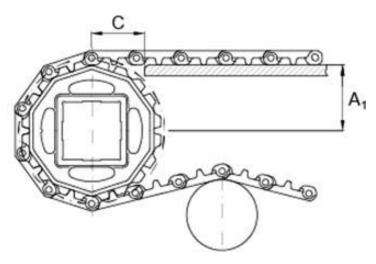
article provided by Habasit

When replacing an existing (from another supplier) plastic modular belt with a new belt, it's important to know the sprocket pitch diameter used on the current conveyor. Matching the new sprocket pitch diameter to the originally-installed sprockets is essential for smooth and easy transition to the new belt, and avoiding the need to adjust the dimensions of the conveyor or change the speed of the belt (assuming the existing conveyor is performing well).

Let's look in more detail at sprocket pitch diameter: how it is determined, how it interacts with other conveyor dimensions, and how to measure sprocket pitch diameter on an existing conveyor. And some tips on what to do if you need to change sprocket pitch diameter when replacing a belt because the existing dimensions are delivering unsatisfactory results.

### **Determining sprocket pitch diameter**

The initial specifications for sprocket pitch diameter are determined mainly by the product transfer requirements of the application.

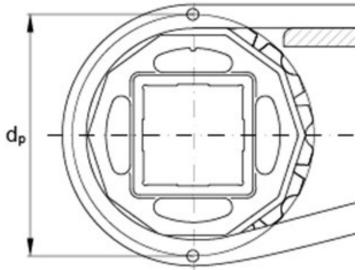


Key: A1 is the distance from the center of the sprocket to the top of the belt carryway/slider support; C is the distance from the top of the sprocket to the end of the carryway/slider support

### **Conveyor dimensions**

Once the sprocket pitch diameter has been decided, several conveyor dimensions can be set to optimize sprocket life and product transfer.

When these dimensions are incorrect there will be problems with belt- and sprocket life, and as a result, with productivity. To avoid



Key: dp is the sprocket pitch diameter

this, always refer to sprocket information for the correct A1 and C dimensions.

#### How to measure the sprocket pitch diameter

To measure the existing sprocket pitch diameter, wrap the sprocket with the belt and measure the distance at an angle of 180 degrees from rod head to rod head.

Another way to determine sprocket pitch diameter is to identify the belt manufacturer, count the number of teeth, and use the manufacturer's tables to correlate this to the pitch diameter.

### What to look out for when changing sprocket pitch diameter

If the existing sprocket pitch diameter needs to be changed because of sprocket issues such as abnormal wear or high noise, it is necessary to adjust the shaft height and/or the conveyor bed dimensions in order to achieve proper belt and sprocket engagement.

Belt speed is always effected by changes to the sprocket pitch diameter. If speed matching is required, adjust the shaft speed via the motor speed control or by adjusting the gear box.

Increases in the sprocket pitch diameter can also affect the torque applied to the shaft because the length of the moment arm is increased. A shaft load calculation can determine the effect of the changed pitch diameter on the shaft. •

Find more technical articles in the

## NIBA **Learning Library**

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www.niba.org/learning-library





Want fresh tips to improve your business or impact your quality of life at home?
Our FREE monthly webinar series continues with fresh content that leaves an impression.

### **Building Inclusion and Collaboration from the Bottom Up**

Karley Serati, Marketing & CRM Manager, WCCO Belting Jean Voorhees, VP of Business Development, WCCO Belting November 5 at 2 p.m. EST

Inclusion, collaboration, and diversity are top of mind in today's climate. Are you looking for ideas to grow your people and ways to improve your products, processes, and the bottom line? WCCO Belting will be sharing how its engagement-driven, cost-effective strategies and programs resulted in 20% more output with 20% fewer people in a tough job market. For companies of any size, this webinar will demonstrate ready-to-implement initiatives that have proven to enrich culture by giving employees the power to drive change from the bottom up.

Want even more? A complete collection of on-demand webinars is available on the NIBA Learning Library.

Register at www.niba.org



### **Credit Card Processing Program Saves Big for NIBA Members**

As a NIBA member company\*, you can get an annual rebate on credit card processing fees, as well as free enhanced reporting, loaner equipment and a dedicated member help line.

- NIBA members receive an annual 10% rebate on the net processing revenue SFP generates from the account
- Free loaner equipment
- Free Enhanced Online Reporting
- Dedicated Help Line for NIBA members. Always get a live person when you need it most
- 60 day trial period / 90 Day Pilot Program for Members New to Credit Card Acceptance

### The average cost savings for NIBA members is \$6,847 or a 20% reduction in cost, before rebates.

Additionally, members have access to a suite of electronic payment tools to help streamline electronic payments.

### **AP Automation**

- Pay vendors from anywhere, at any time
- Reduce the time and money spent on A/P processing
- Enhance your security and control of the payables process

### **ACH Tools**

- Stop waiting for checks
- Accept ACH payments via phone and online
- Accept ACH (like a check) by debiting client's account with virtual authorization
- Next day funding

### Online Invoicing

- Custom branded invoice design
- Huge variety of customizations available
- Quickly and easily provide payment information to customers

Call 866-372-5551 or go to **www.sfpro-cessing.com/NIBA** to learn more about this exclusive member benefit. ●

\*This is an official NIBA affinity program.

### **Conveyor Belt Splice Cure Calculation**

### Determining the optimum cure time for your splice

by Michael Cremeens, VP Training & Technical Support, Shaw Almex Group

Curing rubber compounds generates crosslinks between the molecules. This changes the compound from a soft, uncured material to a cured, elastic one.

Cure temperature influences the speed of crosslink generation. Low temperature take a longer time to form a workable amount of crosslink density compared to high temperatures.

Example,  $\pm 50$ °F (10°C) steps in cure temperature nearly doubles or nearly halves the reaction time (ref. temp. = 300°F (149°C).

Using a laboratory instrument called a Rheometer we can test at what temperature and dwell time the best level of cure (crosslink density) is achieved.

A typical cure temperature for sulfur cured splice compounds is 300 F (149 C). There will be some slight or slow rate of curing (crosslinking) starting at ~240 F (the melt point of sulfur in the rubber compound). A greater degree of crosslink density is achieved as the temperature approaches the optimal level of 300 F (149 C).

Crosslinks still form after water cooling the vulcanizer at the end of the cure time cycle. This is an effect known as end cure crosslinking. All of these factors are taken into account for the final cure time chart.

### Rheometer curve properties

MH = Maximum torque

ML = Minimum torque

 $Ts2 = Time \ to \ reach \ a \ 2 \ unit \ increase \ in \ torque \ above \ minimum \ torque \ value (ML + 2 \ units \ raise) \{AKA - induction \ time \}.$ 

Ts5 = Time to reach a 5 unit increase in torque above minimum torque value (ML + 5 units raise) {AKA - scorch time}.

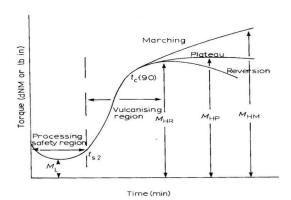
Tc90 = Time for the torque to increase from the beginning of the test to the value equivalent to 0.9(MH - ML) + ML. {AKA – point in time at which 90% of cure has taken place}.

The lab Rheometer measures torque as a function of time. This is done with an uncured rubber sample placed between the two heated dies. Inside these dies is a rotor that oscillates  $\pm$  3 degrees at 1.7 Hz oscillation rate. This action exerts a shear strain on the test piece and the torque (force) required to oscillate the disc depends upon the stiffness (shear modulus) of the rubber compound. The torque is measured as the rubber sample heats up.

Cure time calculation measures the rise (Ts2) above the minimum torque value to the time to reach 90% of maximum torque, (Tc90). In this vicinity the rubber viscosity contributes mainly to the torque. As crosslinking increases, the rubber becomes more elastic and eventually maximum torque is reached.

The amount of time needed for this shift from Ts2 to Tc90 is called the rate of cure. The rate of cure is the time scale at which crosslinking and the development of the stiffness (modulus) of the compound occur after the scorch point (minimum torque value).

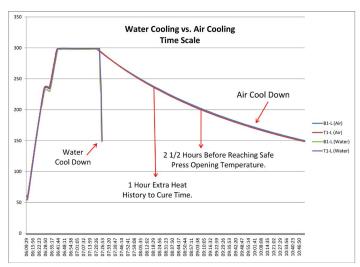
During the curing process crosslinks are introduced, which connect the long polymer chains of the rubber together. As more crosslinks are introduced, the polymer chains become more firmly connected and the stiffness or modulus of the compound increases.



A typical Rheometer curve.

Typical modern conveyor belting is synthetic rubber based and over curing causes an effect known as Marching Modulus (over hardening). This can easily happen during the last stage of the cure process.

A common mistake is not water-cooling the vulcanizer. After the power to the press is removed, the belt center heat is very slow to dissipate and curing is still happening (Marching Modulus).



As a point of reference, with most natural rubber compounds, reversion occurs with the over cure and the modulus and tensile strength decrease.

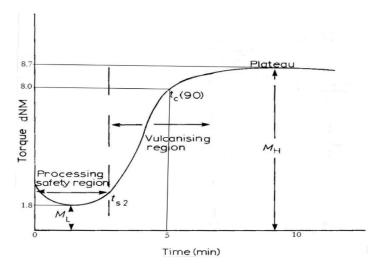
The rate of cure is an important vulcanization parameter since all splice materials / primers / cements must have the same or similar rate of cure to crosslink together at maximum value (i.e. - adhesions).

For the cure time calculation, the following information is required:

- 1. Determine Ts2 and Tc90 of the rubber compounds (skim & cover compounds). This is established with the Rheometer set at 300 degree F cure temperature for sulfur cure rubber (320 degree F cure temperature for peroxide cure EPDM rubber).
- 2. Determine penetration time for the overall splice gauge (OAG) using the below gradient chart. This chart was based on an 80 degree F belt and vulcanizer start temperature. Colder temperatures at start will slow down the rate of heat penetration time.

To read the Rheometer curve see the Ts2 point and the Tc90 point. Subtract the time in minutes of the Ts2 from the Tc90 time to get the cure time for each .100 of an inch (2.54 mm).

Then multiply this by the splice thickness and add the penetration time in minutes to that time. Penetration is the extra time needed for the center of the splice to reach cure temperature.



Calculating cure time at 90% optimum cure from this curve

Since mixing splice materials is a batch process there can be a range of Ts2 and Tc90 numbers that falls within the control gate +/- points. As an example, out of 10 production batches mixed, the Tc90 times ranged from 11.02 to 10.68.

So we will use the Mean Statistics Ts2 and Tc90 numbers for our calculations. For this example,

Steel Cord Splice Material Cover Stock Ts2 – 6.56 Tc90 – 10.82 Steel Cord Splice Material Cable Gum Ts2 – 7.05 Tc90 – 11.46

### **Cure time calculation**

Subtract Ts2 from Tc90 and use that number for the ST Cover compound x .100 of thickness of splice + penetration time established from the chart for splice thickness.

Do the same for the ST Cable Gum, subtract Ts2 from Tc90 and use that number x .100 of thickness of splice + penetration time, established from the chart for splice thickness.

Compare the time for each and use the longer time. Example: ST-2000 (1/4" carcass gauge) 1/2 x 1/4 cover gauge = 1" (1.00) OAG Total calculated heat history needed for splice cure= 62 Min

Tc90 - Ts2;	ST COVER	= 4.26	CABLE GUM	= 4.41
OAG DIVIDED by .100;	4.26 x 10	= 42.60	4.41 X 10	= 44.10
PENETRATION TIME;	OAG = 1.00	= 17.50	OAG = 1.00	= 17.50
		60.10 Min		61.60 Min

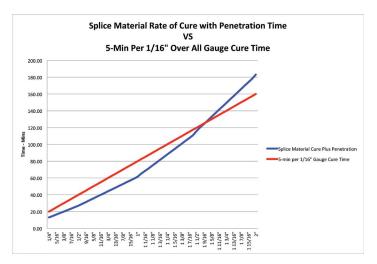
The final cure time has to take into account the rubber is slightly still curing during cooling and after you remove it from the press. This is the reason the Durometer readings will creep up 3 to 5 points after 24 hrs.

The final cure also must take into account the effect of Marching Modulus (over hardening) as seen in the Rheometer definition drawing.

Belts and vulcanizers that are very cold at the start will slow down the rate of heat penetration time. As will older vulcanizers and some lower voltage single phase machines and of course, poorly designed or low quality vulcanizers.

Water cooling vs air cooling greatly affects the amount of Heat History the splice rubber sees and thus the time needed for an optimum cure.

Many use the simple rule of thumb of 5-min of cure time for every 1/16" of overall belt gauge. The below cure time chart shows the simple rule of thumb cure calculation is not always the right answer.



### Summary

Run your own heat penetration test. Start with a 1" (25.4 mm) OAG belt splice sample, 20" x 20" (500 mm x 500 mm), placing thermocouple wires on the top belt surface, in the center of the belt and on the bottom belt surface.

Make a time log of the thermocouple probe wires recording the temperature in five min increments, starting at room temperature and stopping after the center probe is fully at 300 F (149 C). Use the time difference between the belt surface and center probes.

This determines your heat penetration time to apply to the cure time calculation process for the optimum splice cure. •

See the full article, including additional tables and graphs in the NIBA Learning Library.
Search Heavyweight Articles at www.pathlms.com/niba/courses/16261



Jessica Stroup Sales and Operations Manager Stroup Belting NIBA Member since 1997

# Stroup Est. Belting

"I always feel much more empowered professionally after attending NIBA meetings."

### **NIBA Member Spotlight**

### Jessica Stroup

### Tell us about your company

My great grandfather started Stroup and Son in 1949. At that time it was primarily operating as a sand and gravel company. Being located outside of Akron, Ohio, we had access to all the rubber companies that were located nearby and in the late 70's the decision was made to focus primarily on the conveyor belting industry. Today, we work primarily with distributor customers and customize belts to fit their specific needs.

### Describe what you do on a day-to-day basis

As the sales and operations manager, my primary role is working with customers on quotes for current and future orders as well as monitoring our inventory and placing orders for new inventory. On the operations side, I assign the workflow for each day and oversee all the day-to-day activities that go on the production floor. Working in a small company allows me to dabble in many different things that can vary day to day.

# What was your first industry job and how did it lead you to where you are today?

This is my first position in the belting industry, which I have been at for 12 years. Previously, I was the project manager for a design company.

# What is the one piece of advice you wish someone had given you before you started in the belting industry?

Knowledge of this industry comes with time and experience.

### How has NIBA impacted you, both personally and professionally?

NIBA has allowed me to make some really strong friendships within the industry. Overtime, these people have gotten to know me both personally and professionally and are able to offer their wisdom and encouragement to help me succeed. I always feel much more empowered professionally after attending NIBA meetings.

### In your opinion, what sets NIBA apart from other associations?

Being a small company, NIBA is the only association that we are members of.

Within our company we all tend to really enjoy NIBA because of the exciting social atmosphere it provides. NIBA members are all very welcoming, which makes it easy to meet new people and really have a good experience.

### Tell us about your favorite moment from a past NIBA Annual Convention.

This is really a tough question! There have been so many good memories at NIBA. Palm Springs was probably my favorite over-all, the pool/patio area was great for socializing and conversation, and the Arabian night dinner with camels and henna tattoos was very enjoyable.

### What is the belting industry's biggest challenge?

I think the biggest challenge in this industry is getting young people excited and interested in manufacturing and industrial jobs. Followed by being able to retain the talent and make sure that they have enough knowledge of the field to be successful.

### How can NIBA help to resolve it?

NIBA is helping to resolve the problem by offering entry-level educational experiences in person, virtual, and the new certification program to its members. NIBA is also a great platform for collaboration of new ideas that will continue to benefit and make NIBA member companies successful.



### **The Numbers**

Belting Manufacturers 68
Compnent Manufacturers 37
Distributor/Fabricators 136
Affiliates 10

### **Our Newest Members**

- 48 Components
- Perfect Belts Ltd.
- Power Tech de Mexico S. de R.L. de C.V.

### **MEMBER-TO-MEMBER NEWS**

### News submitted by and for NIBA members

#### **PERSONNEL**

Minet Lacing Technology welcomes Daniel Obregon to the North American Team. Daniel is a MLT Sales Engineer tasked with educating distribution partners and end-users on MLT products and installation. In his role, Daniel will work to strengthen and expand MLT North America's distribution network throughout Mexico.

Beltservice Corporation welcomes George Rizza as Director of Sales and Marketing. George will lead sales and marketing efforts in the USA and Canada. He brings almost 30 years of global industrial sales and distribution experience. George has a proven record of achieving sales results as a manager, and has helped mature business's grow and has successfully opened new markets.

Carl Tenter joined Western Region's Applied Services Sales Team as a Field Salesman. Carl operates out of Bakersfield, Calif. and covers the Southern California area. Carl has more than 14 years' experience with bulk material-handling equipment sales, working alongside the food processing, recycling and mining industries. He brings a proven track record of success that will be invaluable to his new position.

After 58 years of dedicated leadership and hard work for **Empire Rubber & Supply**, **Ed Hutchinson** announced his retirement effective 9/9/2020; handing the reigns to 3rd generation owner and now President Casey Hutchinson.

**Bob Davidson** hit an important milestone this year: 45 years of service. And after a long and successful run at **American Biltrite**, he retired this summer. Bob's career spanned more than four decades and several departments, including: production, the lab, and sales and marketing.

**Flexco** recently hired **Patrick Roach** for the position of Strategic Accounts Sales Manager. In this role, Patrick will be responsible for building relationships with key decision makers at strategic accounts across various markets.

Flexco recently hired Mark Scott for the position of Strategic Accounts Program Manager. In this role, Mark will be focused on building out the Strategic Accounts

Program in North America with a special focus on industry verticals, including logistics, food, and aggregate/cement/mining. He will also be working closely with the leadership team to enhance Flexco's solution-based sales approach to continue to advance the success of our distributor and end-user partners.

### **PRODUCTS**

Beltservice Corporation recently introduced the ProSeal edge capping process which can be applied to several of our PU and PVC belt specifications. This hygienic solution is designed to eliminate edge fray and bacterial contamination of the belt fabric. Using state of the art fabrication techniques, the ProSeal process keeps the cover of the belt intact, removing any risk of the edge cap coming off.

Minet Lacing Technology's Invisible Flexible Splice (IFS) is an innovative and easy-to-install solution for splicing light-duty belts. The IFS is waterproof, easy to clean and contains no metal, making it ideal for use with x-ray machines and metal detectors. IFS is available in PVC, PU and 4 levels of thickness to cover a majority of belts and field applications, including agriculture/ food, fulfillment centers and more. Also available with textile bottom.

Cog-Veyor has a new profile extrusion shop. They supply high quality Polyester, Urethane, and PVC, in very soft very soft food grade for v-guides, cleats, and sidewalls. They also have "H" beam Slippery formulated UHMW hammer-in slider rails that will work with most belt types.

American Biltrite has made major improvements to their sales tools over the past six years. Each engineered product has its own informative brochure. They have paid close attention to their brand, keeping their company image sharp and identity clear to customers. There is a story behind their brand that dates back more than one hundred years, they are proud to tell it.

Incorporating feedback from the marketplace, JTE has simplified and improved its hot-air V-guide welder, complete with moving head, grinding wheel, and open frame for welding up to 72" wide open or endless belts. It includes a two-shaft synchronized roller system and is PLC controlled for speed adjustment, temperature, and airflow. Foot pedal start and stop allows for accurate positioning. The grinding drum is powered with its own motor and can easily be adjusted to different positions on the belt. Other features include swing-out welding nozzle, easy slide welding head, V-guide material spool, and two driven press rollers for consistent weld speed.

The tried-and-true two-ply silicone material from MÄRTENS keeps its promises. They've taken notice of customers' calls for a blue version and are proud to present the Si/2 blue AS 1261. This silicone conveyor belt boasts all of the practical characteristics that silicone offers: easy removal of sticky products and a good carrying effect for other applications.

Almex Group is proud to now offer Fusion System MOR and Mid-Heat SBR splice kits along with our 400 and 700 EPDM degree splice kits. Each splice kit it customized to your splice specification needs and can be shipped directly to the work site in a matter of days. Hybrid EPDM/SBR 400 degree kits are also available. These splice kits are in stock in the Decatur facility and available to ship now.

Conveyor covers help to protect conveyed material and the environment against dust and noise. Covering the product helps producers avoid losing material due to wind and also reduces the amount of wear on the belt due to weather conditions. Safety and cost effectiveness are two very important demands in the industry. PPI Conveyor Covers are one product line that increases both. Conveyor Covers fit well with other conveyor components offered from PPI and were requested by customers. PPI Conveyor Covers are now available in full (100 percent) 180-degree and three-quarter (75 percent) 135-degree styles in standard four-foot long sections. The product is made from galvanized steel guarding against corrosion and the elements.

### **WE WANT YOUR NEWS!**

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

Charger Engineering is proud to welcome new customers to the growing list of the Next Generation Charger Engineering Belt Slitters. Charger Engineering Belt Slitting machines are the workhorses of the industry. The most powerful machines available in the market today with 30 hp of pulling power, heavy duty frames and customized features and options to meet any shop's requirements. Every machine is manufactured for the needs of the specific application and user.

Forbo Transtex has recently introduced 84" wide product capability. The items that are currently in stock are the PVC120 P CxB Na Black and PVC150 P CxB Na Black, ready to ship 84" x 600' slabs. They will eventually offer other products to this width capacity in the future.

**Flexco** recently introduced the Proactive Splicing Program, which is designed to offer an assessment of current equipment condition, as well as future equipment needs for belt shops. For more information on the program, contact your local Flexco Territory Manager.

Flexco recently announced an addition to the Y-Type™ Secondary Cleaner line – the Y-Type Heavy-Duty with Ultra High-Temp Blade. Its ability to handle up to 400-degrees F (200-degrees C), combined with the segmented polyurethane blade design that effectively cleans pitted and scarred conveyor belts without causing more damage to the belt, makes the Y-Type with High-Temp Blade the ideal cleaner for operations that carry hot materials.

Nitta SEB (Super Endless Belt) is a truly seamless woven endless belt. Stringent quality control procedures ensure that this high-tech belt meets the tightest tolerance necessary for dimensional consistency and stability. Nitta's SE belts are products brought about through extensive research and development; keeping in mind the needs of the industry and the ever evolving standards. Their broad temperature range ensures top performance in almost any environment. These belts are most commonly seen as feeder belts in many different industries, from postal to box folding to ATM's.

Ammeraal Beltech is pleased to release Ropanyl Premium Plus+. The next generation of the ever dependable Ropanyl TPU belt family is designed to meet and exceed more strict hygiene requirements, delivering the same features as the incumbent, PLUS a



During the ASGCO<sup>®</sup> 24th Annual Golf Outing, the company held a charity fundraiser for both the Lehigh County Humane Society and the Healthy Animal Center.

new stronger fabric construction designed to deliver ultra-flexibility for knife edge pulley applications, ensure easy tracking, and provide no fray performance. Additionally, enhancements in the TPU chemistry make it perfect for process handling applications.

### **ACQUISITIONS**

Bearing & Drive Solutions has acquired two more stalwarts in the industry; Philadelphia Ball and Roller Bearing and Universal Motor Distributors. Combined, the organizations will now present 15 locations of distribution, 3 electrical and mechanical repair shops, G3 Automation (the BDS Automation and Panel Building Division), Talon Bearing (The Asset Recovery Group), and Sealing Specialties (Sealing for Industry). In all, Bearing and Drive Solutions will now be home to over 250 employees, thus further solidifying BDS as one of the largest independent distributors in all of the northeastern United States.

Motion Industries, Inc. has entered into agreements to acquire TRC Hydraulics, a Canadian-based supplier of hydraulic products and services, and F&L Industrial Solutions, Inc., a distributor of T-slotted aluminum extrusion components. Both transactions closed with an effective date of August 1, 2020. In business since 1986, TRC Hydraulics has served the Atlantic Canada region with several full- service sales and repair facilities in Canada. In 2019, TRC Hydraulics expanded by opening a facility near Spartanburg, South Carolina. Based near San Diego, California,

F&L Industrial Solutions has served the southwest U.S. with full-service aluminum extrusion components since 2002. F&L offers local inventory including the 80/20 brand of aluminum, an experienced staff of CAD designers, in-house machining, digital panel cutting, full assembly/manufacturing, on-site delivery, and installation. Custom-designed products include a wide array of enclosures, clean rooms, walls, platforms, cabinets, racks, sneeze guards, tool holders, electrical connections, robotics, specialized carts, and more.

### **FACILITIES**

Belt Power LLC is pleased to announce expanded capabilities at their Mississippi location. This is to offer even better service to customers in the region. The new facility is 4000 square feet and warehouse and fabrication space. They currently can lace and endless belting, and have full-time fabricator who is available for installation services.

### **RECOGNITION & OUTREACH**

ASGCO® "Complete Conveyor Solutions" has long been an active contributor to many charitable organizations and promotes the culture of giving and community awareness throughout its corporation. During the ASGCO® 24th Annual Golf Outing, the company held a charity fundraiser for both the Lehigh County Humane Society and the Healthy Animal Center. In addition to the money raised during the event, ASCGO gave an additional \$1,000 to each organization. ●

### **Gem Level Contributors**

(cumulative contributions to the NIBA Scholarship Fund)

### Diamond

(Contributions of \$7.500 or more)

Advanced Flexible Composites Inc (AFC)

**AFM Industries** 

Belt Power LLC

**Beltservice Corporation** 

Chiorino America. Inc.

Continental

Derco BV

ERIKS North America, Inc.

Flexco

Green Rubber - Kennedy Ag

Habasit America

Nashville Rubber & Gasket Co. Inc

Nitta Corporation of America Reichel-Korfmann Co Inc.

Shaw Almex Industries

### **Emerald**

(Contributions of \$5,000 - \$7,499)

AccuPad Inc

American Biltrite

Ammeraal - an Ammega Company

Behabelt USA

Blair Rubber Company

Fenner Dunlop Conveyor Belting

Forbo Siegling LLC

Friesens Inc-Conveying Solutions

Industrial Supply Solutions Inc

Passaic Rubber Company

Quality Belt Maintenance (QBM), Inc.

Shanghai YongLi Belting Co Ltd

Sparks Belting Company

Universal Belting Resource



(Contributions of \$2.500 - \$4.999)

Accurate Industrial Inc.

AirBoss Rubber Solutions

All-State Belting LLC

ASGCO - Complete Conveyor Solutions

**Bullitt County Belting & Supply** 

Canadian Bearings Ltd

Conveyor Accessories Inc

Conveyor Belt Service Inc.

F.N. Sheppard & Co

Forbo Movement Systems

Great Lakes Belting & Supply Corp

Knoxville Rubber & Gasket Co

Midwest Rubber Service & Supply Co

Power & Rubber Supply

REMA TIP TOP - NA

RGA - Rubber & Gasket Co of America

Rubber & Accessories Inc

Sampla Belting

Transtex Belting

Uniband USA

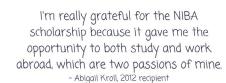
Vaughn Belting Company Inc

VIS USA LLC

Voss Belting & Specialty Company

William Goodyear Company

















2020 Scholarship winners

### **Now More Than Ever!** Scholarship donations needed to offset education costs

This year has challenged all of us. New ways of conducting our businesses. New ways of conducting our lives.

And for college students, everything has changed. Between on-campus uncertainty, social distance, and online classes, their lives have been thrown into flux.

But you can make life a little easier for the NIBA members' children who face this abnormal school year.

Each year we award the Presidential Scholarship and the Memorial Scholarship to deserving children of NIBA members. The money helps ease the financial burden of their education. And allows them to dedicate their focus to studying instead. Something that's needed this year more than most.

Want to provide stability in unstable times? Donate the scholarship fund at www.niba.org/scholarships/contributions/

### 2020 Go for the Gold!

The following companies have contributed to the NIBA Scholarship Fund in 2020

### Gold Level

(Contributions of \$800 or more in 2020)

Continental

Nashville Rubber & Gasket Co. Inc Nitta Corporation of America Reichel-Korfmann Co Inc.

Universal Belting Resource

### Silver Level

(Contributions of \$400-\$799 in 2020) AirBoss Rubber Solutions

All-State Belting LLC Behabelt USA

Midwest Industrial Rubber Inc

### **Bronze Level**

(Contributions of up to \$399 in 2020)

Gates Mectrol Corp

Mehler Engineered Products

RGA - Rubber & Gasket Co of America

