



# Belt Line

A publication of NIBA-The Belting Association

## PRESIDENT'S MESSAGE



Chip Winiarski  
NIBA President

I'm honored to begin my term as NIBA President following a successful Annual Convention in San Antonio, TX. The feedback in the post event survey was very positive and we ended up with over 650 attendees. We hope to build on this momentum and bring a similar number of attendees (or more) to Nashville, TN next

year for NIBA 2023. Look for updates at [niba.org](http://niba.org) early next year as we prepare to open registration on April 12, 2023.

Thank you to Rich Holderman, Jonathan Morgan and the other NIBA Board members that have served before me. The association is in a strong position and I'm excited continue this growth by focusing on progress towards our strategic plan goals by 2024. NIBA should be known for its technical education and membership development, but we are also looking to develop content in other areas like leadership development seminars and market forecasts. I'm excited to work with our Board of Directors and Committees this year to explore these opportunities. We have an excellent group of industry professionals that are committed to growing the association. Welcome to our new Board members – Niels van den Boogert (Ammega), Brian Gerrity (YongLi), Buddy Wilson (Motion) – and congratulations to Stephanie Davis (Davis Industrial) on her election as the new Incoming Executive.

Now that our in person programming is complete for 2022, I encourage you and your teams to check out our NIBA online learning library (<https://www.niba.org/learning-library/>). All member company employees have free access to articles, handbooks, presentations and more using their NIBA.org user account. We also have new certificate courses that cover a wide variety of HW and LW topics.

Last, I would like to thank my colleagues at Flexco for their continued support. Flexco has been involved in NIBA for almost 50 years, so it is an honor to be a part of this history. Special thanks to Tom Wujek, Beth Miller, and Dick McConnell for their recent service to the association. ●

## Cost and Prevention of Carry Back

by Mike Hesslau and Shawn Godfrey  
NIBA Education and Technology Committee

Let's begin with what a "carryback" is. Carryback can be defined as material that sticks to the belt and does not discharge or release at the desired location (usually a transfer point onto another conveyor belt or stockpile on the ground). All types of materials conveyed will have some degree of carryback, and all carryback will cause some degree of maintenance issues. Additionally, an operator can experience increased expenses with decreased profits. It is not uncommon for a typical conveyor to lose an average of 1% of the conveyed materials due to carryback. In a situation where a conveyor is running at 10 tons-per-hour, you can expect to lose 200 pounds of product per hour. If you are running 15 hours-per-day, that lost product would equal 1.5 tons of material per day. This product may be contaminated and unusable, and force you to spend extra time and money reclaiming the lost product. This can be avoided by simply implementing an engineered cleaning system designed to maximize your productivity and profits.

With many solutions and choices on the market, picking the right products for your conveyor may seem daunting and complicated. But with three simple steps, you can achieve the best possible results for your conveyor system.

If you remember the three "P's" for any job, you will begin to see your desired results. In this case it, would be maximizing belt cleaner performance to prevent carryback on your conveyor system.

The first "P" in any application is pick the right tool for the job. Choose the right cleaner for the conveyor and the material being conveyed. This entails evaluation of your pulley diameters, belt width / material path (troughing), belt direction (one direction vs reversable), what's being conveyed, product carried temperatures, moisture content, location, and belt condition. It is vital to keep your desired level of cleaning and reduction of carryback in mind, as this might require a second or third cleaner. Remember no single belt cleaner can get 100% of the belt cleaned, and even two belt cleaners will not eliminate all the carryback. However, using a combination of cleaners (pre-cleaners and secondary cleaners) will

## PAST PRESIDENT'S MESSAGE



Rich Holderman  
Immediate Past  
President

It's been an honor and a pleasure to serve as your President in 2022. The past few years have included a mixture of hard work, fun and challenges, but I'm extremely grateful to have served with a such great group of people. I have built live lifelong friendships during my time, so it's bittersweet to look back now that the Convention is over.

That being said, I'm excited for the next generation of NIBA leaders to lead to guide us into the future.

Thank you to the Board of Directors, Executive Committee, staff members and my colleagues at Almex Group for the support. I'm proud of the work we did over accomplished the past year and appreciate the collaboration and professionalism of all. Our next President, Chip Winiarski, is the epitome of these traits and I'm extremely confident in his leadership.

Here are some of our recent accomplishments:

- Following NIBA 2021, our goal was to get back to pre-COVID attendance levels. We increased attendance by 250 people this year and are now back to a normal budget.
- Based on feedback at NIBA 2021, we decided to make changes to the Annual Business Meeting format. This was well received by the members based on the post event survey.
- The Board met in November 2021 to update our strategic plan. The goals that we created will bring us to 2024 and we had a good mix of input from new and experienced members.
- One of our key goals was to support the next generation of NIBA leaders:
  - Women of NIBA was hosted at NIBA 2022. Thank you to Jessica Stroup for her leadership and I look forward to seeing continued growth of this initiative.
  - Next Gen and First Timers reception were well attended at NIBA 2022
- We introduced the NIBA Hall of Fame Award at NIBA 2021, and this year, the judging panel awarded Michael Cremeens with this recognition. Congratulations to Mike for this very well deserved achievement, and his impact on NIBA as well as Almex Group has been significant. Mike has been instrumental in developing NIBA's technical education and has set the foundation for our future trainers to deliver a high-quality experience.

I look forward to seeing many of you at NIBA 2023 as your Immediate Past-President. I'm still on the horse for one more year but can see the horizon, and It's exciting. ●

enhance the performance and decrease your carryback. A general estimate is that pre-cleaners can eliminate 70% of what has stuck to the belt, and secondary cleaners will remove most of what remains. In some cases, a well-engineered secondary cleaner can remove 90% of what remains after the pre-cleaner.

Once you have chosen the correct cleaner for your application, we come to the next "P." Proper installation means following the manufacturer's instructions and guidelines rather than following historical practices. This can help prevent short cuts and ensure that the cleaner will operate at its maximum efficiency. Try to avoid the desire to say to yourself, "I've put in lots of these, I know what to do". The manufacturer has gone to great lengths on research and development to field test the products you are using. Following the instructions is always the best practice.

This brings us to the final "P." Proper maintenance of your cleaner. Consider the time you've spent researching, measuring, consulting, and diagnosing all the options for the correct belt cleaner. Now it is time for proper maintenance and evaluation of scraper wear. All cleaners have different maintenance schedules. Maintaining a regular evaluation of each scraper on the system will help maximize the performance and extend the life of the cleaner/blade(s). This is no different than changing the oil in your heavy machinery. There are different processes for proper monitoring of scraper health. Assigning this to regularly-occurring maintenance teams has been the traditional process in the past. New technologies now allow for a more automated approach to virtually monitoring cleaner health and wear remotely.

Another component that can help reduce unscheduled down time and increase production is the selection of the correct splice and installation techniques to improve scraper performance which leads to decreased carry back. When installing splices on a bias and skiving or recessing the mechanical fastener into the belt, you can extend the life of both the cleaner blade and belt splice. On a properly installed bias/skived splice, the cleaner blade will not see the profile of the splice. Thus, providing a much cleaner interface between the splice and the cleaner blade.

Adverse effect on your conveyor due to carry back, and why it is important to prevent this for your system include:

- Premature belt wear
- Shortened splice life
- Damage to components on the conveyor belt
- Additional labor hours
- Cost of clean-up
- A safety risk to your crew.

Implementing the three "P's" will save you time and money, reap higher yields, and reduce risk of injury. ●

## FONMAR Finds Value in NIBA Connections



Javier Cárdenas  
Sales Rep

Tell us about your company  
Fonmar is a Spanish manufacturer of equipment for preparation and splicing lightweight and heavy-weight belts. Founded in 1975, our company is now one of the main leaders in this business mainly based in developing innovative technology to accomplish our customer's work, an increasingly-greater portfolio of machines to

satisfy all our customers needs, and what has always being our flag: the best service ever.

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

In 2003, I started dealing with strategic design, development and implementation of a new international business export line in north and eastern Europe, and also the Russian Federation. I work closely with the Board of Directors to develop the market strategy and research and development of partnerships with local private and institutional partners. This includes several 2-3 week stays in countries such as Russia, Sweden, Denmark, and more. I work with design and preparation of technical proposals, preparation of the yearly budgets, and plans in liaison with the export director & Spanish head office. The market is currently active for the company with strong market share, and I am still opening up new business possibilities.

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

After finishing my BA in Philology, specializing in English Language, and an MBE, I realized I did not want to be a teacher. I started in FONMAR as part of the International Department project that Daniel Jimenez, the current MD had planned. My role was mainly translating manuals and catalogues, and helping some of the existing sales staff with emails and phone calls. Just a few months after that, Daniel proposed I get into sales. That was almost 20 years ago and I really love it. And think my customers know it.

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

I did not know I would be so grateful to all the people I know now thanks to this business. I really love to see customers from time to time, and have even found friends all through the years, and have shared with them not just work and hard negotiations, but also moments of leisure. Even with our families. There is no money in the world that pays for this. So I would have loved if someone would have told me at those early stages when we just were making massive

phone calls and sending emails that, after years of hard work, I would find a job that pleases me and thanks to which I have found some amazing people.

How did you hear about NIBA?

FONMAR got into NIBA in 2005. I remember people in the company saying that, if we want to sell in the biggest market in the world, that was (and is) the US, we should be members of NIBA.

How has NIBA impacted you, both personally and professionally?

It has been really helpful in terms of letting me meet a lot of potential companies with which we could do business. And that means a lot. I think all the members in this association feel the rest of the members can be a valuable partner. It is amazing how even competitors sit next to each other sharing their knowledge and experiences, just thinking about their mutual benefit. I think that is the main feature that NIBA represents: offering assistance and help without expecting anything in return. I think in these turbulent times, we should think about the way we ALL should move forward, going hand in hand, giving support to those that need it and advice, rather than tripping and being selfish.

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

This mutual service we are all ready to offer. I will tell you something. This year, as a member of the membership committee, I was the mentor for a new company member at NIBA 2022. I shared several experiences I had and talked to them about their expectations. I can tell you every couple of minutes we had to stop speaking because many people that realized they were newcomers wanted to meet them, just say hello and tell them about the positive things of NIBA. And that means a lot to these people that attend NIBA convention for the first time. And also to me, as a committee member, since I realized the work we are all doing is on the right track.

Why should someone attend the NIBA Annual Convention? Tell us about your favorite moment from a past NIBA Annual Convention.

You know, these last two years we could not attend the NIBA Convention because of the COVID. So, just imagine what it means for us to come to the US after two years of not being able to do it. This is the moment of the year we have most of our contacts and customers in one place, sharing with them not just business meetings, but also fun moments that I think are also part of this business relationship.

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## MEMBER-TO-MEMBER NEWS

News submitted by and for NIBA members

### NEW PRODUCTS

**Motion Industries, Inc** announced the launch of the new Motion Ai website, <https://ai.motion.com>. This website reflects the unity of these legacy brands and showcases Motion Ai's capabilities with a clean, modern design that is easy to navigate.

**Arch** rolled out their new demo truck. It's a mobile showroom featuring a custom-built slide out that allows customers to view full sized products from three sides without being obstructed by a truck bed.

**ASGCO** introduced a series of new products. The "Bare-back" MOR screw splice is a low friction fabric backed with rubber top cover suitable for steel or low friction slider bed applications. The Tru-Trainer® Tapered Troughing Idler, which reduces the overall width of the unit by 6% while still maintaining the proven success of our Tru-Trainer® Tapered Troughing Idler series. The Tru-Trainer® Dual Return reduces overall mounting height by 10 inches to make these more acceptable to over-land conveyors, ground conveyors, tripper floors, and limited space applications. The FDA-Approved & Patented Excalibur® utilizes a unique passive trailing arm design that makes for a powerful combination when partnered with the Excalibur® Primary Belt Cleaner.

**Flexco** recently added a Skirt Wear Liner Kit to its lineup of load zone solutions. The Kit offers an alternative between a complete Enclosed Skirting System or individual Skirt Clamp Kit, providing the best features from both solutions. They also announced the addition of the Belt-Driven Brush Cleaner to its cleaner offering. The Belt-Driven Brush Cleaner spins against the belt direction to provide a better clean and drives itself off the conveyor belt using a hold-down roller and v-belt system.

**Habasit** introduced their new 53D Habasit Cleandrive belt range. The higher lateral stiffness makes it ideal for wider conveyor applications and Z-conveyors. The increased abrasion resistance lengthens the belt's life and reduces the risk of soil and debris build-up.

Beltservice Corporation introduced the new 79XT, which has been upgraded over the 79B belt while maintaining the same fantastic abrasion resistance. Improved grip, lower friction fabric and greater cold temperature resistance.

Fenner Drives introduced the new Eagle XLD O-ring. Produced in partnership with Michelin Group Company, it's hybrid, reinforced D-shaped belt that optimizes load transfer and features proprietary formulations make the product more abrasion resistant compared to rubber and thermoplastic polyurethanes.

### ACQUISITIONS

**Platte River Equity** announced the acquisition of Belt Power, LLC from Shorehill Capital. Platte River was attracted to the opportunity to further scale Belt Power's national presence and is excited to partner with the management team to grow the Company's leadership position within the broader industrial automation end markets.

### PERSONNEL

**Motion Industries, Inc** announced that Lisa Solomon has been promoted to Senior Vice President – Corporate Accounts. In her new role, Solomon will lead all of Motion's corporate accounts in North America, plus other company teams, including the Corporate Accounts Support group, Corporate Accounts Development, P2 MRO, Onsite Solutions, Energy Services and International Sales.

**Flexco** announced the addition of Chief Manufacturing Executive (CME) Dennis Patrick. As CME, Dennis will focus on building Flexco's manufacturing and operations capabilities, with a continued emphasis on safety, continuous improvement, and lean manufacturing.

Steve McKenna and Chase Richardson recently joined the **Flexco** Sales Team as territory managers. McKenna is responsible for Eastern Montana, Eastern Wyoming, Western Nebraska, and Colorado. Richardson is responsible for Eastern Mississippi, Alabama, Middle Tennessee, and Northwest Florida.

### FACILITIES

**ASGCO** launched its state-of-the-art 3000 sq ft conveyor training facility at their Nazareth, Pennsylvania headquarters. The facility houses four fully-functional training conveyors where trainees can learn safety, installations, maintenance, and other curriculum designed to make them the most knowledgeable in solving any conveyor issue. ●

### WE WANT YOUR NEWS!

Send to [staff@niba.org](mailto:staff@niba.org) or complete the form at [niba.org/members/submit-news](http://niba.org/members/submit-news)



# Gem Level Contributors

(cumulative contributions)

## Diamond

(Contributions of \$7,500 or more)

AccuPad Inc  
Advanced Flexible Composites Inc (AFC)  
AFM Industries  
American Biltrite  
Belt Power LLC  
Beltservice Corporation  
Chiorino America, Inc  
Continental  
Derco BV  
ERIKS North America, Inc  
Flexco  
Green Rubber - Kennedy Ag  
Habasit America  
Industrial Supply Solutions Inc  
Nashville Rubber & Gasket Co. Inc  
Nitta Corporation of America  
Passaic Rubber Company  
Reichel-Korfmann Co Inc  
Shanghai YongLi Belting Co Ltd  
Shaw Almex Industries  
Sparks Belting Company  
Universal Belting Resource

## Emerald

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

All-State Belting LLC  
Ammeraal - an Ammega Company  
Behabelt USA  
Blair Rubber Company  
Conveyor Accessories Inc  
Fenner Dunlop Conveyor Belting  
Forbo Siegling LLC  
Friesens Inc-Conveying Solutions  
Power & Rubber Supply  
Quality Belt Maintenance (QBM), Inc  
REMA TIP TOP - NA

## Ruby

(Contributions of \$2,500 - \$4,999)

Accurate Industrial Inc.  
AirBoss Rubber Solutions  
ASGCO - Complete Conveyor Solutions  
Bullitt County Belting & Supply  
Canadian Bearings Ltd  
Conveyor Belt Service Inc  
Dunham Rubber & Belting Corporation  
F.N. Sheppard & Co  
Forbo Movement Systems Transtex Belting  
Great Lakes Belting & Supply Corp  
Knoxville Rubber & Gasket Co  
Midwest Rubber Service & Supply Co  
RGA - Rubber & Gasket Co of America  
Rubber & Accessories Inc  
Sampla Belting  
Thaman Rubber Company  
Uniband USA  
Vaughn Belting Company Inc  
VIS USA LLC  
Voss Belting & Specialty Company  
William Goodyear Company

# Annual Go for the Gold!

The following companies have made contributions to the NIBA Scholarship Fund in 2022

## Gold Contributor

(Contributions of \$800 or more in 2022)

Advanced Flexible Composites Inc (AFC)  
Behabelt USA  
Bullitt County Belting & Supply  
Derco BV  
Flexco  
Green Rubber - Kennedy Ag  
Industrial Supply Solutions Inc  
Knoxville Rubber & Gasket Co  
Nitta Corporation of America  
Passaic Rubber Company  
Power & Rubber Supply  
Quality Belt Maintenance (QBM), Inc.  
Reichel-Korfmann Co Inc  
Sparks Belting Company

## Silver Contributor

(Contributions of \$400-\$799 in 2022)

4B Components  
Ammeraal - an Ammega Company  
Arvind  
Belt Concepts of America  
Belting Industries Group  
Benetech  
Douglas Manufacturing  
Esbelt USA Inc  
Esbelt SA  
Fiberflon  
GRT Rubber Technologies  
Habasit America  
JTE Machines, LLC

Lippert International  
McLeod Belting Co Inc  
Mehler Engineered Products  
Motion Industries Inc  
Novex Inc  
P R C Industrial Supply  
PANG Industrial  
POBCO, Inc  
RAM Enterprise Inc  
REMA TIP TOP - NA  
Transco Industries Inc  
Uniband USA

## Bronze Contributor

(Contributions of up to \$399 in 2022)

American Biltrite  
Cambelt International Corp  
Dunham Rubber & Belting Corporation  
Esbelt SA  
Fenner Dunlop Conveyor Belting  
Friesens Inc-Conveying Solutions  
IBT Industrial Solutions  
Knoxville Rubber & Gasket Co  
Mehler Engineered Products  
Mol Belting Systems, Inc.  
MRO Supply  
Power & Rubber Supply  
RGA - Rubber & Gasket Co of America  
Souhegan Wood Products Inc  
Thaman Rubber Company

# President's Club

(cumulative contributions \$1,500 and over)

Chemprene Inc  
Conviber Co Inc  
Fenner Drives Inc  
Flexco  
Gates TPU  
Industrial Rubber Specialties Inc  
JA Emilius Sons Inc  
Maxi-Lift Inc  
McLeod Belting Co Inc  
Megadyne - an Ammega Company  
MIR

Motion Industries Inc  
Mulhern Belting Inc  
Norwesco Industries (1983) Ltd  
Novex Inc  
PANG Industrial  
R/W Connection Inc  
Ram Belting Company Inc  
RAM Enterprise Inc  
San Antonio Belting & Pulley Co Inc  
Southwest Rubber and Supply Co Inc  
US Rubber Corporation



# New NIBA Members

Aderca, S.A.  
Allied Product Solutions  
Arvind  
Belt Shop Inc  
Derby Konveyor Bant Sanayi ve Ticaret AS  
Fiberflon USA Inc  
Gulf Coast Supply and Service, LLC  
Henkel Loctite

Mantis Conveyor Products  
McCourt Equipment  
Normac Adhesives, Inc  
Probandas America LLC  
SRF Ltd.  
The G.W. Van Keppel Company  
Western Belting Innovations, Inc



NIBA-The Belting Association  
1818 Parmenter St, Ste 300  
Middleton, WI 53562

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And that is a key part of the convention: all those companies you are interested in, and those that could be interested in you are in one place. It could not be easier and more productive. For me, seeing these people you have not seen for such a long time has been emotional. This is not just business, but it's also interacting with people and friends. So, and hope nobody gets upset because of what I am going to say, but my favorite moment this year was being able to share some beers and some laughs with people I have not seen for a long, long time.

What is the belting industry's biggest challenge? From my point of view, it is technology applied to our industry. There is a technological race coming, and everybody has to get into that. I think those that deny their responsibility in the development of technology will remain apart in these challenging times. We are all seeing progress in materials, equipment, safety, etc. And that has to be our main interest. While there has always been change, I feel the pace of change has been generally slow throughout this industry. And now, many people inside have realized there are plenty of benefits in this race. FONMAR, the company I work for, wants to be one of the leaders in this one.

How can NIBA help to resolve it?

I think NIBA can play a major role in this challenge. In fact, all those seminars and technical trainings NIBA offers support to it. NIBA also has several channels through which members have access to improve their scope of work, their efficiency and their performance. It could also be a binding element for all the members to do their bit to ensure that nobody is left behind in this industry.

Why should someone build their career in the belting industry?

Belting in everywhere: airports, packaging, food, mining, etc. There are many, and different, environments where you can develop your job. I love what I do. It is pretty easy to "sell" what you do when you love it. I see so many positive things in this business. You have seen that even during a pandemic like we have never faced, most of the companies I know in the belting business have been able to overcome the problems and end with really good results in spite of this.

If you go through what I have told you, and I guess most of the readers of these words that have attended NIBA Convention will feel the same, it is just that we are willing to help others. And if we, as members of the belting industry, remain in that spirit and work as a team, we will just move the world forward. ●