

HOT TRUCK DELIVERY FOR BREAKDOWNS

When delivery is critical, when breakdowns occur, when it's imperative that belting be on site by X hour on Y date, we offer the following service.

Beltservice has made arrangements with a local trucking contractor to deliver any truck shipment anywhere in the US, non-stop, straight-through

PRIORITY DELIVERY SERVICE

Beltservice offers a delivery response service to those distributors whose customers are broken down or need a belt quickly. This applies only to fabricated belts, not cut lengths or rolls, which are shipped as wanted without premium.

For a premium charge, Beltservice will break schedule on all other orders, placing the "Priority" order next in line to be fabricated. At the time a

DIRECT SHIPMENTS

In an effort to "make it easy," Beltservice encourages the distributor to let us ship the ordered material directly to your customer.

By doing so, you will: 1. avoid inbound freight; 2. avoid handling and processing; and 3. avoid the probability of error and time lost to multiple handling and shipping.

RECOMMENDATIONS - A NOTE OF CAUTION

On a day-to-day basis Beltservice is asked to make belt recommendations for a multitude of belting applications. This we are happy to do as one of our many services. Our recommendations are made based on the information furnished by you, which is often sketchy and incomplete. In many cases, memories and guesses are relied upon. The recommendations we

delivery, direct to destination. The cost is determined by the destination and the equipment required.

Don't forget air freight, Federal Express, Express Mail, UPS and regular truck service as frequently used alternatives.

Priority is placed, you will receive a *firm* promised shipping date which you can count on.

The premium, purposefully substantial, is generally a small price to pay when mechanical breakdowns may be costing hundreds or even thousands of dollars per day of lost production. Also, the premium maintains fairness to those orders in house first.

We use a special form for direct third-party shipments consisting of a packing slip and bill of lading, both of which read *from you, to your customer*. Our name does not appear. Or, we'll be glad to use your printed labels and bills of lading.

give are based on our years of experience in the belting industry. They are **not** a guarantee of successful operation. **Only** in the event we totally engineer the system with on-site inspection for total verification can we issue a guarantee, which must be in writing.

BELTSERVICE MARKETING GROUPS

Beltservice has divided its marketing efforts into ten groups of belting specialties. Each group is staffed by knowledgeable, experienced sales people who are familiar with the unique demands of their specialty belting. By utilizing this marketing approach, Beltservice assures you will get the expert recommendations and guidance you need to secure orders.

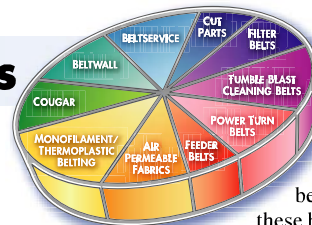
BELTSERVICE Our mainline belting marketing group. The majority of our belting sales fall under this group. Beltservice belts encompass most of our inventory of flat and fabricated belting. This marketing group specializes in light-duty and heavy-duty conveyor belting, elevator belts, and transmission belting. Fabricated belting includes all types of splicing, cleating, chevron cleats, and other specialties.

BELTWALL North America's leader in corrugated sidewall belting. Beltwall specializes in belting designed for high-incline conveying, including 90°. Beltwall's salesmen are the most knowledgeable in the business. Pages 32-34 explain the Beltwall concept in more detail.

COUGAR AGRICULTURAL BELTING Cougar belts are designed for tough agricultural applications, especially replacement belting for various makes of round hay balers. Cougar also supplies belts for tub grinders, bale throwers, hammer mills, windrower drapers, tubeveyors, etc. Mechanical fasteners, installation equipment and other accessories are stocked. See page 31 for more details.

MONOFILAMENT/THERMOPLASTIC Special light-duty belting for a variety of specialized applications. Beltservice offers expert assistance in European-style belting. Thermoplastic belting includes monofilament belts which offer cross rigidity along with a high degree of flexibility. This product line is featured on pages 15-21.

AIR PERMEABLE FABRICS Specially engineered fabrics designed to meet the specific airflow requirements of air gravity pneumatic conveyors. Beltservice offers a variety of needled and woven materials including polyester, cotton, and Kevlar for almost any application. These fabrics, used in open and closed type air gravity conveyors, are used to "fluidize" dry, dense powders for easier conveying. Pages 5 and 29 give more information about air permeable fabrics.



FEEDER BELTS This marketing entity supplies a wide variety of flanged belts for weigh-feeder applications. Many of these belts are used as coal feeder belts for power

plants, and many others are used in co-generation plants, cement manufacturing, etc. Our feeder belt salesmen are especially sensitive to the special needs of these demanding applications. See page 31 for additional information about feeder belts.

POWER TURN BELTS Quality replacement power turn belts are fabricated to your customers' exact specifications with guidance systems installed. Belts for 45°, 90°, and 180° applications are made that include either chain, guide rope, guide wheel, or bearing guide systems attached and ready for service. Our specialists can help you with standard power turn belts as well as belts for spiral lifts of 15° to 720°. See our power turn belts and faxable worksheet on pages 19 and 20.

TUMBLE BLAST CLEANING BELTS Blastbelts operate in some of the harshest environments faced by rubber belting. Cast metal parts, often having sharp jagged edges, are tumbled by the belt and blasted with abrasive media. The abrasive media drain through thousands of small holes in the belt for recycling back to the blast wheel. Blast belt applications include: foundries, heat treating operations, tool manufacturing, etc. More about blast belts can be found on page 31.

FILTER BELTS These specialized belts, also known as carrier belts, are used on horizontal belt filter presses, which separate solid material from a slurry by using a vacuum. Beltservice has the experience and expertise to identify and manufacture these belts to fit the exact specifications for every application. Specially designed flanged filter belts and wear filter belts are also available. Page 31 has more about filter belts.

CUT PARTS Custom cut parts can be fabricated from any material in Beltservice's large inventory. High volume runs, short volume runs, even prototypes can be made quickly and easily without expensive tooling or set-up fees. Examples of parts made from a variety of materials include: seals, bumpers, gaskets, washers, shims, liners, pads, spacers, dampeners, and curtains. See page 30 for details.

NOTE: Beltservice now offers Customized Sales Presentations covering all products and services. For details, call 1-800-727-2358