BELTSERVICE NEWS

MARCH, 1981, No. 7

Beltservice Corporation

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Sacramento
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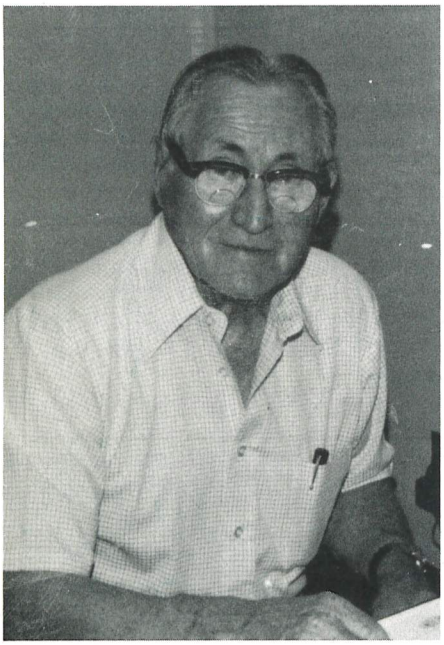
RESEARCH AND DEVELOPMENT



Ralph Heintzelman has recently returned to the St. Louis Home Office to once again head-up our Research and Development Department.

Ralph constantly reviews and tests our various production methods. He also helps to "work out any bugs" in our constant flow of new fabricated specialty products. He tests various procedures, methods of operation, and quality control techniques to insure the best products for our customers.

Previously Ralph moved to Sacramento, California from August 1979 to October 1980 where he helped to organize and establish the fabricating department in our Sacramento branch. Ralph is originally from Grand Rapids, Michigan and has been in the belting business over 50 years! Ralph is another member of our staff that helps make BSC a leader in the belting industry.

MR. DISTRIBUTOR

Years ago practically every belting and industrial supply distributor bought lightweight and woven cotton belting from several old line companies in the East. Their lines were complete, the service excellent.

When the family owned companies were acquired by larger corporations, as so often happens, the direction changed with the result that many former customers could no longer buy their products since they had been dropped as distributors.

Over the years companies like Beltservice Corporation stepped in to fill this void and now enjoy much of that business from the many small distributors supplying their customers everyday belting needs, supplying them with the same or better super service, co-operative and knowledgeable inside phone help without the large minimum order charges and without the large company hassle.

So if you, Mr. Small Distributor, still need that "corner drugstore" helpful attitude and service plus a wide range of belting products and fabrications, call Beltservice Corporation in St. Louis or Sacramento. You'll have it for the asking.

WE APPRECIATE YOUR BUSINESS

Beltservice would like to take this opportunity to thank you, our many good customers, for giving us the opportunity to serve you throughout this past year.

We hope that the year 1980 was a successful and prosperous one for you. We send you Best Wishes for the New Year and we hope to continue to have the opportunity to serve you in 1981 and the coming years as we have in the past.

CHAIRMAN OF THE BOARD



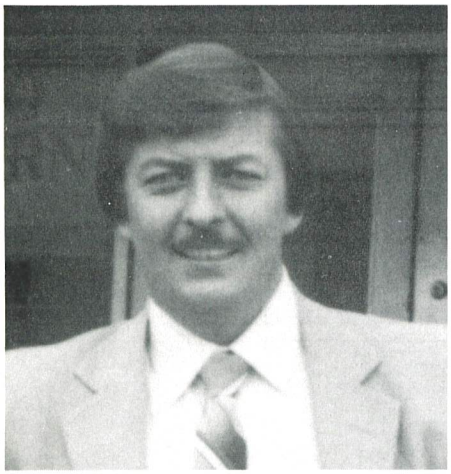
Mr. William H. Engelsmann, Sr., Chairman of the Board of Beltservice Corporation was literally born into the belting business. His father co-founded Missouri Belting Company in 1892. In 1921 Mr. Engelsmann started with the company and acted as General Partner and Treasurer until 1969 at which time he branched out to form St. Louis Belting Company (now Beltservice Corporation) with his two sons William R. Engelsmann, Jr. and Richard G. Engelsmann. His philosophy has always been 100% distributor support, "If you make a promise . . . keep a promise." Over the years he has sold Quality and Service, placing importance on prompt deliveries and backing up reliable, hardworking distributors. Today BSC continues to implement that same working philosophy that has enabled it to build the finest reputation in the industry for service, quality and reliability. Next year will be Mr. E's 60th year in the belting business!

BELTSERVICE NEWS
R. LaBeaume, Editor

Published for the friends of Beltservice Corporation. Changes of address should be sent to Editor, Beltservice News, Beltservice Corporation, 2025 Concourse Drive, St. Louis, Missouri 63141 USA.

BELTSERVICE ADDS A NEW SALES TEAM

Most recently, BSC has expanded its operations by adding three new salesmen to better serve our customers.



Charlie Mannahan now covers our western states of Washington, Oregon and Idaho. Previously he was Plant Manager for our Sacramento facility. Before that he was a department supervisor in St. Louis. Charlie Mannahan can be reached at 916-452-8214.

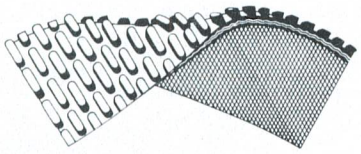


Jim Linn has territorial duties of Texas, New Mexico and parts of Louisiana and Mississippi. Jim comes to BSC from Burrell Belting Company in Dallas, Texas where he was Vice President and Branch Manager. Jim will answer any questions you might have and be happy to take your order. Call 817-267-9907.



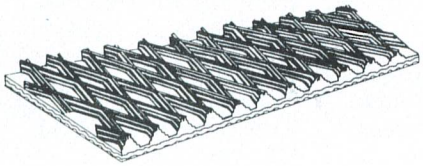
Our newest team member is Bill Haas. He will be our partner in Beltservice's plans to become more active in the southeast region of the country. Bill is highly experienced and knowledgeable, particularly with regard to PVC belting. He will be living in the Charlotte, NC area.

CURRENT STOCK NOT SHOWN IN OUR CATALOG



STEEPGRADE

Features a pattern of oval-shaped cleats with high grab ability for those steep incline uses. Available from stock in 3 ply cotton-nylon carcass in black rubber and also very soft tan pure gum rubber.



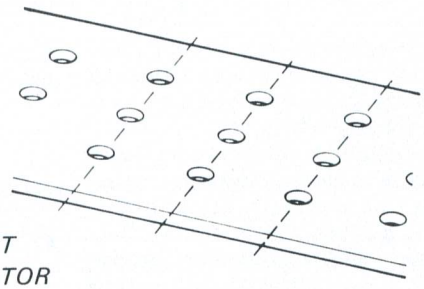
WEDGEGRIP

Features a top conveying surface molded in a diagonal rib design with unusually high co-efficient of friction for packaged or bagged products.

Available from stock in a 2 ply high strength synthetic carcass.

Hole Punching

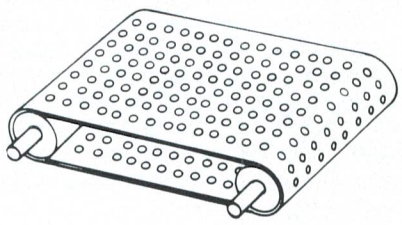
- Automatic punching assures clean-cut, tight fitting bolt holes with accurate spacing and centering of buckets on elevator belting.



FOR BUCKET ELEVATOR BELTING

- For vacuum/suction applications.

PERFORATED BELTS



BELTCENTRAL RECENT MAILING

In January, 1981, Beltcentral mailed its latest Partial Catalog Listing #6 to all its distributors.

Three to four times each year Beltcentral publishes a partial list of common, unusual, and/or bargain items currently available in our own inventory and through distributors in the national inventory system. This list is meant to give you a sampling of the many items available.

Be sure to keep your Beltcentral list handy for quick reference on your next inquiry. Call us to verify stock and price if your requirement is listed. If your requirement is not listed, call us for quick answers on price and delivery from the thousands of other items cataloged in the national inventory system.

Beltcentral 314-569-3711

BELTCENTRAL LISTINGS

263′ x 42″ 4 ply 420# MSHA
3/16″ x 1/16″ $21.50/ft.

700′ x 53″ 4 ply 420# MSHA
3/16″ x 1/16″ $21.50/ft.

140′ x 48″ 4 ply 420# MSHA
3/16″ x 1/16″ $24.30/ft.

1,000′ x 72″ 3 ply 330# SCOR/FR
1/32″ x 1/32″ $22.32/ft.

500′ x 36″ 3 ply 330# SCOR/FR
1/32″ x 1/32″ $11.64/ft.

700′ x 36″ 3 ply 330# HD
1/8″ x 1/16″ $11.88/ft.

500′ x 60″ 2 ply Tan 60#
3/64″ x 3/64″ $12.65/ft.

Beltcentral 314-569-3711

SERVICE IS PART OF OUR NAME

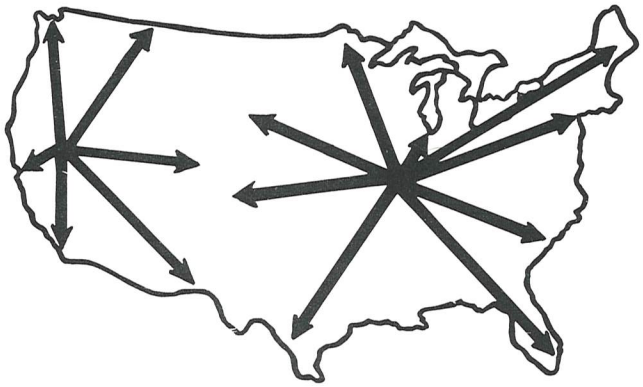
Beltservice is here to serve you. Our office hours are as follows:

ST. LOUIS

Eastern	8:15 A.M. — 7:00 P.M.
Central	7:15 A.M. — 6:00 P.M.
Mountain	6:15 A.M. — 5:00 P.M.
Pacific	5:15 A.M. — 4:00 P.M.

SACRAMENTO

Mountain	8:30 A.M. — 4:30 P.M.
Pacific	7:30 A.M. — 5:30 P.M.



As our good customer you can be sure to receive service during these times. We run a second shift in St. Louis until 2:30 A.M. — giving us over 17 hours a day of production time. If you are broken down and require emergency service feel free to call us at 314-567-6255 even in the middle of the night.

ELEVATOR BELT BARGAINS

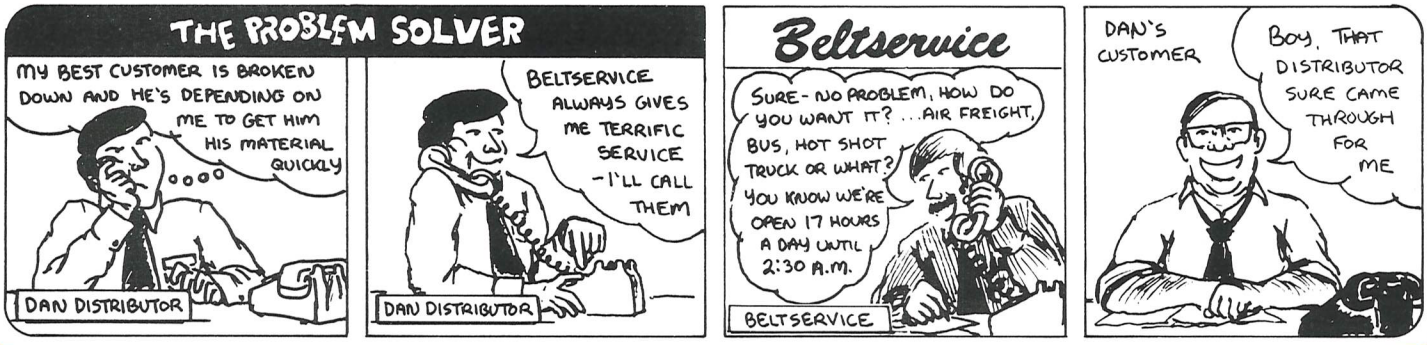
Most suppliers and distributors have made their share of belt punching mistakes. We're no exception.

Some of the errors are ours, some are our customers. Below is a listing of available belts that are for sale to you with immediate shipment. Call for prices you won't believe.

1. 350′ x 13″ PVC-350 C x C Black Punched 4 holes across on 3-3/8″ bolt hole centers, 12″ cup spacing, for 5/16″ bolts.
2. 160′ x 14″ PVC-350 C x C Black Punched 4 holes across on 3-5/8″ bolt hole centers, 12″ cup spacing, for 5/16″ bolts.
3. 335′ x 14″ PVC-350 C x C Black Punched 3 holes across on 3-3/8″ bolt hole centers, 11-3/4″ cup spacing, for 5/16″ bolts.
4. 163′ x 16″ PVC-470 C x C Black Punched 3 holes across on 3-3/8″ bolt hole centers, 12″ cup spacing, for 5/16″ bolts.
5. 250′ x 10″ PVK-750 C x C Black Punched 3 holes across on 3-1/2″ bolt hole center, 8″ cup spacing, for 1/4″ bolts.

Some if not most of the above are non-standard punching, but don't forget that you can buy buckets custom punched at no extra expense to match these belts and save 40-60%. Also all of these belts can be punched with standard punching rows **in between** *the existing non-standard rows with little loss of function.*

Contact some of your more economical-minded customers and create a sale.



PROFILES

RICK SCHROEDER



Rick Schroeder is a member of our Inside Sales Team working in our Beltcentral Division, our national clearing house that gives you access to a nationwide inventory of belting.

Rick spends most of his time with the phone "stuck in his ear", making quotes and taking orders for the wide range of belting items that Beltcentral deals with daily. Rick's job is to match the inquiries with the supply for not only the popular, but the exotic items as well. Call Beltcentral 314-569-3711.

GLENN HEATON



Glenn Heaton is our teammate covering the states of Arkansas, Oklahoma and parts of Tennessee, Mississippi and Louisiana. Glenn has previous experience as as inside salesman and office manager at BSC. In addition, he started up our branch in Sacramento, CA as manager, before returning to "the country".

Glenn served in the Marine Corps. for 4 years including a stint in Vietnam. He's 35 years old, married, has two boys and lives in Russellville, Arkansas.

Glenn enjoys country music and has spent many an evening on the road "singin' and pickin' guitar" with his customers.

Glenn's wide range of belting experience and dogged determination has helped many distributors "make that sale".

PVC CLEAT EXTRUSION

To further serve our customers Beltservice has now added a line of PVC cleats and vee-guides for those Do-It-Yourselfers. We stock A, B & C section PVC Vee guides as well as 1", 1½", 2" and 3" PVC cleats. Vee Guides are available in cartons of 20 each in 5' lengths. Colors available currently are black and white.

The above are carried in St. Louis stock and are available for immediate shipment. We can also furnish cold bond cement for attaching to belting. We still continue to recommend the use of our Hot Molded Cleats for most applications. However, we offer the above for those distributors who fabricate their own cleats and guides.

HOW TO BURY A GOOD IDEA

- It will never work.
- We've never done it that way before.
- We're doing fine without it.
- We can't afford it.
- We're not ready for it.
- It's not our responsibility.

When you find yourself using one of these phrases, or something similar, it's time to stop and think. Do I really mean it or am I merely looking for a convenient excuse to throw cold water on it?

SOME UNUSUAL BELT CONSTRUCTIONS IN OUR STOCK — CALL US

1. 2 ply 60# polyester black 1/32 x fs (3/32" tk)
2. 3 ply 28 oz. 1/16" x 1/16" butyl gin flight (1/4" tk)
3. 3 ply 28 oz. 1/32" x 1/32" black rubber (7/32" tk)
4. 3 ply 60# poly green nitrile cos (7/64" tk)
5. 3 ply 60# poly tan nitrile cos (7/64" tk)
6. 2 ply 210# 1/8" x bare black rubber (7/32" tk)
7. 3 ply 225# 1/8" x bare m.o.r. black (1/4" tk)
8. 3 ply 330# 1/32" x 1/32" black static cond., oil resistant, fire retardant (7/32" tk)
9. 3 ply 135# poly 1/8" tan smooth urethane cover x fs (7/32" tk)

He who gains a victory over other men is strong; but he who gains a victory over himself is all powerful.

—Lao-Tse

The reason political party platforms are so long is that when you straddle anything it takes a long time to explain it.

—Will Rogers

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St. Louis, Missouri 63141

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