

THE CONVEYOR CHRONICLES



West River Conveyors & Machinery Newsletter

Quarter IV 2016



West River is prepared and excited for 2017! From our dedicated management staff and professional sales team, to our talented production crew, West River is equipped with the knowledge and skills to provide an outstanding customer experience. Here's to a successful new year!

Meet our TEAM!

Front L to R: Mark Cantrell, Gary Spurlock, Andrew Sargent, J.B. Roulett (President/Co-Founder), Joe Street (VP of Sales/Co-Founder), Justin Street, Ronnie Hurley, Frenchman Church

Middle L to R: Jessica Savage, Tina Clevinger, Jason Coleman, Jessica Vanover

Back L to R: Kenneth Roulett, Jeremiah Lester, Jack Hurley, Breck Stiltner, Travis Deel, Phillip McGlothlin, Ryan Lester, Jeff Sparks, Jerry Jones, Bobby Lester, James Price, Richard Calfee, Pete Savage, Billy Price, Dove Christian, Russ James (not pictured), Kenny Spake (not pictured)

Innovative New Equipment Built by West River this Quarter



This 48" Impact Loading Assembly with Skirting Assembly and Discharge Chute was built in December at West River and delivered to a Canadian customer recently. This design was created to aid in reducing the amount of spillage from the belt.



The dynamic skirting with a dual seal lip, pictured both above and to the right, is very beneficial in reducing dust exposure.



The storage bin pictured here was designed and built by West River and was shipped to a customer in New Mexico in the later part of the year. This bin will accommodate 65 tons of product.



This highly adjustable, 90° transfer point discharge chute was designed and built at West River this quarter. The chute features dynamic skirting with a dual seal lip to reduce spillage. The innovative design was a customer custom-build request and shipped in November to Wyoming.



Holiday Fun



Recently, West River Conveyors' employees teamed up with Buchanan County Social Services to bring a little joy to local children during the holidays. This charity event has become an annual tradition that West River and our employees enjoy taking part in.

Gifts purchased by West River employees include coats, jackets, shoes, clothing and toys. West River wants to recognize all the employees who participated in this project! Pictured above, from left: Ryan Lester, Dove Christian, Ronnie Hurley, Phillip McGlothlin, Gary Spurlock, Jeff Sparks and Bobby Lester



West River celebrated the holidays with a catered Christmas feast during the work day on December 14th. Pictured here, Dove Christian, James Price, Andrew Sargent and Justin Street check out the loot they received at the luncheon. Employees will agree that everyone is excited for a new year and the opportunities it will present!



Employee Life & News

UPCOMING EVENTS!

June 3, 2017—Company Picnic at Poplar Gap Park for all employees and their immediate families!! The picnic will be held from 10am-1pm at upper level of the park.



Kaylee and Kyra Sparks enjoying the day at the Gatlinburg Aquarium during winter break. The girls are the daughters of Jeff Sparks (West River employee) and Donna Sparks of Jewell Ridge, VA.



Meet Jeremiah (left) and Joshua (right), twin boys of Chastity Clevinger and Josh Ratliff, born on October 16, 2016. The boys are the grandchildren of Tina Clevinger (West River Office Manager) and James Clevinger. Congratulations!!



Elaina and Avenlee Christian, daughters of Dove (West River employee) and Keisha Christian getting ready for Christmas 2016. Looks like they had a great holiday season!

West River Purchases Surplus New/Used Inventory

Throughout 2016, West River was able to purchase a large quantity of surplus new and used items from closing businesses to add to our inventory. These items are available for direct purchase or could be incorporated into a drive package and economically priced to fit our customers' needs. Call today for a quote!



New Opportunities for Growth



West River has enjoyed the benefits of being a participant of the Virginia Economic Development Partnership's VALET program for two years now. As a participant of the VALET program, West River traveled to Bogota, Colombia, South America in 2015 for a week-long trip focused on developing international business relationships. In 2016, West River attended ExpoMin, held in Santiago, Chile, where we were able to meet new potential customers as well as new vendors. With West River's success in the VALET program, we have now graduated into a new opportunity for growth, THE GGCET program. The Go Global with Coal & Technology (GGCET) program is a collaboration of the Governor of Virginia's Office, the Virginia Coalfield Economic Development Authority (VCEDA) and the Virginia Economic Development Partnership (VEDP). This new program focuses on finding innovative ways to help grow existing Virginia coal and energy technology businesses in the coalfield region by assisting them in expanding their international commerce. It offers a powerful combination of resources provided by VCEDA and VEDP and professional services from expert, private-sector partners. This additional international exposure makes the GGCET program a perfect fit for West River. Recently, Pete Savage, VP of International Sales at West River, was able to travel through the GGCET program to Bogota, and Medellin, Colombia as well as Lima, Peru in an effort to extend our international presence.

Another opportunity presented to West River, the State Trade and Export Promotion (STEP) Grant Program, was also very helpful during 2016. The STEP grant is designed to increase the number of small businesses that are exporting and to raise the value of exports for those small businesses that are currently exporting. West River was able to utilize this grant for international trade show booths, international advertising, creating a country specific website geared toward European markets as well as trade missions and translation services.

We are excited to see how both of these excellent opportunities will continue to assist us in growing and expanding our business in 2017!



Meet the West River Staff



JB Roulett
President/Co-Founder



Joe Street
VP of Sales/Co-Founder



Peter Savage
VP of International Sales



Richard Calfee
Account Manager/Western KY/
WV/IN/IL



Russ James
Underground Sales Manager



Kenneth Roulett
Account Manager/Inside Sales



Jason Coleman
Production Planner



Ryan Lester
Shop Foreman



Tina Clevinger
Office Manager



Jessica Savage
Marketing Manager



Jessica Vanover
Human Resources Manager

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