

THE CONVEYOR CHRONICLES



West River Conveyors & Machinery Newsletter

Quarter III 2015



The Virginia Mountaineer will soon publish its annual Progress Edition of the local newspaper. This edition focuses on businesses in the surrounding areas and how they are making a significant impact on the community. It is an opportunity for businesses to thank their employees for their continued contributions to the organization. This month and every month, West River celebrates our employees and wants to say THANK YOU for your dedication to our products, services and customer service. In an economy where many are fighting to survive, West River's light is still shining bright.

Thank you,
For a wonderful year.

Innovation is Key at West River

New Products Built This Quarter



West River has built some new products this quarter including this heavy-duty structural steel channel stringer conveyor. Designed specifically to a potash company's preferences, this conveyor featured a fabricated skirt board assembly, added fabricated discharge chute, three pulleys, primary and secondary scraper systems and added Cobra 2-ply, 440PIW belt.



See a Doctor 24/7, 365
With LiveHealth Online



LiveHealth Online is an easy way to get care when your doctor's not in. The doctors can treat things like flu, allergies and more right from your phone, tablet or computer. It's more convenient than urgent care — no driving and no waiting.

How it Works: Sign up, enter your insurance information and get an immediate doctor visit through live video! All doctors are U.S. board-certified and the cost of each visit is \$49, subject to deductible and co-insurance for your plan.

As always, you should call 911 with any emergency. Otherwise, you can use LiveHealth Online whenever you have a health concern and don't want to wait. Doctors are available 24 hours a day, seven days a week, 365 days a year. Most common uses include: Cold and flu symptoms, sinus infections, skin conditions and other family health questions.

Just enroll for free at www.livehealthonline.com or on the app, and you're ready to see a doctor.

Southwest Virginia Alliance for Manufacturing Presents Award to West River Conveyors



Pictured Above: Jessica Savage, Marketing Manager and Pete Savage, VP of International Sales

Below: Pete Savage with other award recipients

West River Conveyors & Machinery Company was presented with the 2015 Manufacturer of the Year Award Thursday evening, September 24 at the Southwest Virginia Alliance for Manufacturing's annual dinner and awards gala. This award recognizes significant industry accomplishments as they positively impact the community. The award is based on product development, growth, entrepreneurial leadership, innovation, safety, corporate citizenship and industry advocacy. West River Conveyors was selected to receive the prestigious award by a group of SVAM evaluators. The Southwest Virginia Alliance For Manufacturing (SVAM) is a non-profit organization focused on supporting and strengthening manufacturers currently in the region as well as welcoming new industry. SVAM's vision is to unite Southwest Virginia manufacturers to strengthen the region's position as a world-leading region of advanced manufacturing opportunities.



West River Participates in Illinois Mining Institute Summit



West River Conveyors representatives Pete Savage and Richard Calfee traveled to Marion, Illinois for the annual Illinois Mining Institute Summit on August 24-25. The two-day event which included an exhibit hall and technical sessions, was an excellent opportunity for West River to become acquainted with potential new customers and meet with existing customers. The event was attended by over 600 mining professionals and focused on equipment and services suited for the Illinois coal basin.



Employee Spotlight



Ryan Lester, Shop Foreman

You may have never guessed it, but Ryan Lester is a die-hard “Walking Dead” fan. Yep, this easy-going Dad is secretly a “dead head”!!

One of West River’s most respected and liked employees, Ryan Lester celebrates his 22-year employment anniversary this October. Ryan’s responsibilities have grown over the years along with West River. As the Production Shop Foreman, Ryan describes his role as a leader, planning and prioritizing work for the Production Shop employees. He explains that with 22 years of industry experience, he has gained extensive knowledge that helps him make sound decisions in designing and building a quality product. Ryan believes the key to being innovative is encouraging employees to voice their ideas and says that he is always open to trying new processes and understanding new ways of thinking. He guides his team by directing and inspecting the product from the planning stages through completion.

When asked “What have you gained by working at West River?”, Ryan said that Jerry (JB) Roulett, President of West River, has been quite the mentor for him. Jerry taught him not only technical skills such as welding, fabricating and structural design, but also showed him how to work ethically.

West River Maintains Customer Focus By Developing New Spanish Brochure

We recently translated the company product brochure into Spanish. This translation, funded by Virginia's VALET program for international business development and growth, will give West River an advantage in South American Spanish-speaking countries. During the first week of December, representatives Pete Savage and Joe Street will travel to Bogota, Colombia, South America to promote West River products and meet with a Colombian consultant tasked with representing Virginia companies who desire to expand their businesses internationally. The VALET program has been a great resource and economic growth driver for West River and is sure to open new markets in the future.



Mototambores

West River Conveyors + Machinery Co. se especializa en la fabricación de equipos para sistemas de transporte y mototambores diseñados a la medida para satisfacer las necesidades de las operaciones subterráneas y de superficie.

Sistema de Accionamiento Libre de Alineación

En nuestras unidades de accionamiento libre de alineación los componentes básicos de potencia - reductor, acoplamiento hidráulico y motor - son construidos meticulosamente para eliminar la desalineación del eje. En esta unidad la alineación de los dos elementos cruciales, entrada y salida, ha sido erradicada, lo cual representa una excelente opción para aquellos interesados en el ahorro y la eficiencia a largo plazo.

- Ventajas:**
- Elimina la posibilidad de una falla catastrófica inmediata, en caso de que la entrada esté desalineada
 - Elimina el rápido desgaste de los componentes, en caso de que la salida esté desalineada
 - La mejor opción de ahorro de energía
 - Reduce la necesidad de inventario de piezas de repuesto
 - Versión atornillable que facilita la instalación



El mototambor puede ser construido a la medida, con una pluma de descarga fija o remota.

DISPOSITIVOS DE ARRANQUE

West River Conveyors + Machinery Co. provee todo tipo de dispositivos de arranque que se adaptan a su unidad o mototambor.

Dispositivo de Arranque Directo

Este es el tipo de arranque más sencillo y común, ya que aplica el voltaje directamente al motor, lo que resulta en un par de arranque total y rápido.

- Ventajas:**
- Acorde con los estándares de motores de inducción de NEMA
 - Fácil sistema de encendido y apagado
 - Aplica voltaje directamente al motor



Dispositivo de Arranque Suave

Este tipo de dispositivo de arranque se utiliza para iniciar o detener el motor, hace que la corriente suba de forma lenta y constante, aumenta el par del motor y permite que el accionamiento arranque o se detenga suavemente.

- Ventajas:**
- Minimiza el desgaste y deterioro de las bandas transportadoras, los engranajes y las cajas de engranajes, mediante la reducción del par de arranque del motor
 - Ofrece un mayor control sobre la hora de inicio y la velocidad
 - La mejor opción de ahorro de energía en dispositivos de arranque

Dispositivo de Arranque con MFV

-Manejador de Frecuencia Variable-

El dispositivo de arranque con manejador de frecuencia controla la frecuencia de la energía eléctrica suministrada al motor, incrementando la velocidad, maniobrabilidad y capacidad de respuesta. Este tipo de dispositivo de arranque es muy usado, ya que aplica una baja frecuencia para poner en marcha el motor, evitando la alta corriente que se produce mediante la activación de un interruptor. El uso de un dispositivo de arranque MFV aumenta la longevidad del equipo, logrando un ahorro adicional de energía y por ende un ahorro en el costo de la misma.

- Ventajas:**
- Maximiza el ahorro de energía (mediante la reducción de la velocidad del motor)
 - Bajo consumo eléctrico de encendido
 - Instalación sencilla



Combinación de Sistema de Accionamiento y Tambor Tensor

Es una unidad que combina la unidad tensora y la unidad de accionamiento en un mismo bastidor. Este tipo de unidad utiliza componentes disponibles en el mercado, tales como el reductor montado sobre el eje, las correas tipo B y las poleas para correa, lo que hace que la unidad sea menos costosa que las unidades especialmente diseñadas. Esta unidad es ampliamente utilizada y muy popular entre aquellos que están interesados en una rápida instalación y una alineación prefabricada.

- Ventajas:**
- Rápida instalación
 - Fácil de transportar - las dos unidades en un mismo bastidor
 - Pertinente para trabajos cortos (457 a 548 metros)
 - Utiliza componentes menos costosos y de disponibilidad inmediata.

Tambor Combinado Libre de Alineación

La unidad de combinación, algunas veces llamada unidad de "boom", usa un acoplamiento rígido de baja velocidad y un acoplamiento hidráulico con un túnel, en lugar de correas y poleas tradicionales. Al eliminar el uso de correas y poleas se elimina completamente la necesidad de alineación.

- Ventajas:**
- Rápida instalación
 - Rápido transporte, ya que las dos unidades se encuentran en un mismo bastidor
 - Disponibilidad inmediata, componentes menos costosos
 - Se elimina la necesidad de alineación
 - Los componentes pueden ser adaptados perfectamente a mototambores de 150 HP y 200 HP

Tambor con Manejador de Frecuencia Variable (MFV)

El mototambor tipo MFV usa un motor de par constante con función especial de inversor que trabaja junto con el dispositivo de arranque con MFV. El motor especial instalado en la Unidad MFV permite que la frecuencia de energía eléctrica suministrada al motor incremente la velocidad, la maniobrabilidad y la capacidad de respuesta. Con otro tipo de dispositivo de arranque ocurren altas corrientes de energía, cuando se activa el interruptor; en cambio con la Unidad MFV el motor se pone en marcha con baja frecuencia de energía.

- Ventajas:**
- Maximiza el ahorro de energía eléctrica mediante la disminución de la velocidad del motor (menor consumo de energía)
 - Baja corriente de arranque del motor
 - Instalación sencilla

Otras Unidades de Accionamiento que fabricamos:

Accionador de Cadena

El accionador de cadena se refiere a la conexión entre el eje de salida del reductor y el eje de entrada de la polea mediante cadenas y ruedas dentadas para lograr la reducción de engranajes. Es la más angosta de las unidades que ofrecemos y se puede mover completamente manteniéndose intacta, lo que la hace una opción atractiva para aquellos que buscan bajos costos de instalación.

Accionador de Banda con Reductor Montado en el Eje

Este tipo de unidad utiliza un reductor montado en el eje, tal como el de Dodge o Falk, unido al eje de la polea de entrada con un buje cónico. El motor está conectado al eje de entrada del reductor por medio de una correa en V o una correa dentada. Comparte características similares con la unidad de accionamiento libre de alineación, pero comúnmente se usa para las unidades 150 HP y más bajas.

Todos los Mototambores de West River están disponibles en cualquier ancho de banda y HP/voltaje deseado para sus operaciones de minería.

Bandas y Estructuras

West River Conveyors + Machinery Co. se asocia con proveedores de calidad para ofrecerles bandas y estructuras a precios competitivos junto con nuestras propias unidades para equipos transportadores.

Nuestro objetivo es ofrecerles a nuestros clientes un paquete integral de suministros para equipos de cintas transportadoras tanto para operaciones subterráneas como de superficie. Una compra sin sorpresas ni demoras, todo bajo un mismo techo.

Ofrecemos productos de calidad de Depreux, una división de la compañía Cobra. Para mayor información por favor visite la página web www.cobra-es.com.



A Message From Our President & Vice President of Sales

To our Customers:

Since 1981, West River Conveyors' main goal has been to provide innovative and reliable products that solve "real life" problems faced by Engineers, Maintenance personnel and Mine Operators. Our success in achieving this goal in the past has allowed us to become an industry leader today.



In today's changing market, we know that we must continue to innovate in new areas and solve problems in ways that drive customer value. To us, this means providing a superior product at a competitive price. To meet this challenge we are committed to continually improving and expanding our product line to meet the individual operational needs of our customers.

Our products are entirely customizable depending on your needs. We will work closely with you to conceptualize, design and build systems that meet your unique requirements. Throughout the life of the product, we will continue to be your partner, always available to assist with its operation and supply additional or replacement parts as needed.

Whether you are looking for a new drive package, a surplus new or used part or an additional conveyor service, West River Conveyors will be here to help.

J.B. Roulett

President/Co-Owner

Joe Street

VP of Sales/Co-Owner



West River Supports the American Cancer Society by Sponsoring Local Relay for Life



West River Conveyors is an avid sponsor of Relay For Life of Buchanan County. Recently, West River sponsored the first-ever 5x5K Club Fund-raiser which ran throughout the course of the summer for 10 weeks, giving individuals the opportunity to run a 5K each week and once five had been completed, individuals were eligible for a t-shirt. Each participation was \$3 and the event was attended heavily each week with more than 175 people participating during the course of the ten-week period. The event overall raised more than \$5,000 in the fight against cancer. West River is very proud to have sponsored such a successful event for the community.

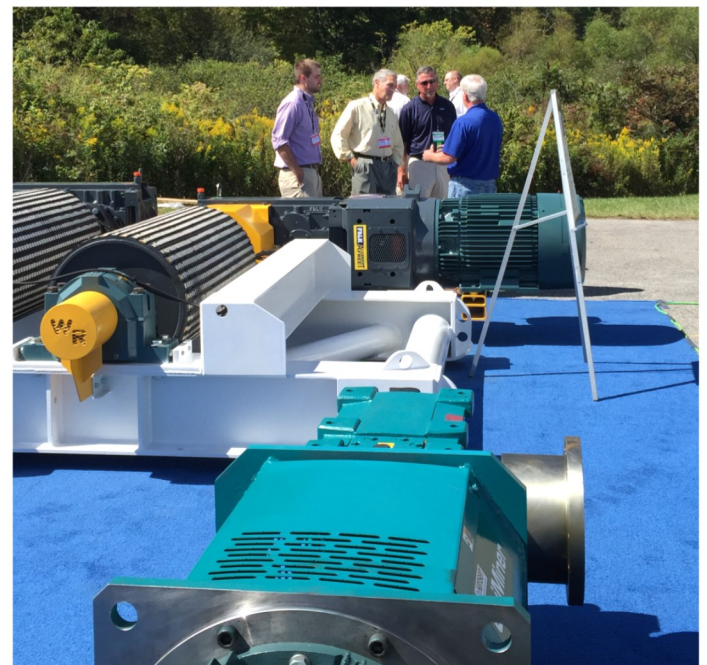
West River was also a platinum sponsor for the annual Relay For Life event that was held at Poplar Gap Park on Saturday, August 1. The all-day event that featured the popular Survivor's Walk and balloon release, bands, delicious food, games and more raised more than \$100,000 for the American Cancer Society! West River is proud to sponsor a community event that brings everyone together for one purpose – to fight cancer.



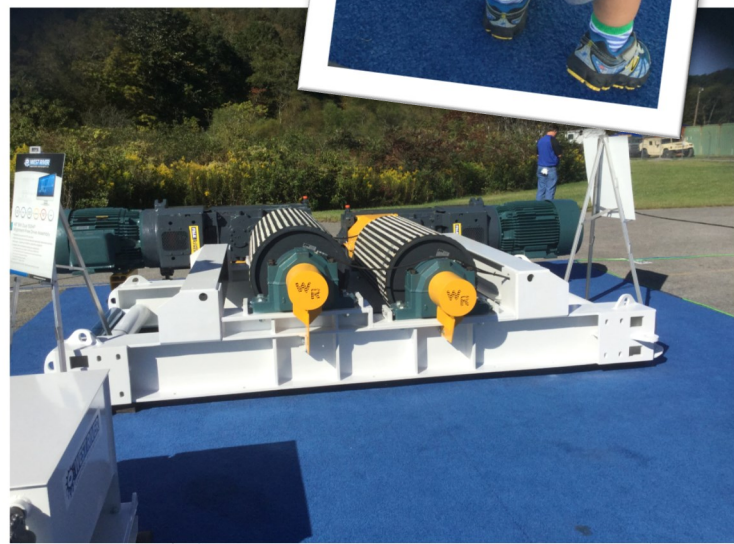
West River Participates in The Bluefield Coal Show



West River Conveyors representatives exhibited at the 21st biennial Bluefield Coal Show that was held at the Brushfork Armory in Bluefield, West Virginia September 16-18. The Bluefield Coal Show is the largest regional coal show in the country with 230 exhibitors from 32 states and several international countries. Vendors, including West River, were on hand to showcase underground mining equipment and innovative technology being developed in the coal industry. Despite the perfect storm of challenges facing the coal industry currently, including new climate change regulations coming out of Washington that are adversely impacting coal mining operations as well as intense competition from natural gas, attendance was still good. Marc Meachum, president and chief executive of the Greater Bluefield Chamber of Commerce said, "We knew there wouldn't be as many in attendance as years past" due to a depressed coal market and despite those conditions he added "attendance was excellent." West River representatives who were in attendance enjoyed the opportunity to talk with new and existing customers about products offered and display several pieces of new conveyor equipment built recently.



President, JB Roulett and VP of Sales, Joe Street greeted customers and vendors throughout the week at the Bluefield Coal Show.



EMPLOYEE NEWS



Let's Go Racing!

West River employee, Brad Hurley, and son Connor have had a successful go-kart racing season. With the race schedule wrapping up October 17, both father and son hope to pull out the points win. Brad is currently in 3rd place and is anxiously anticipating the Breast Cancer awareness race on October 3rd. He plans to decorate his cart with pink duct tape, complete with a pink ribbon in honor of all breast cancer survivors.

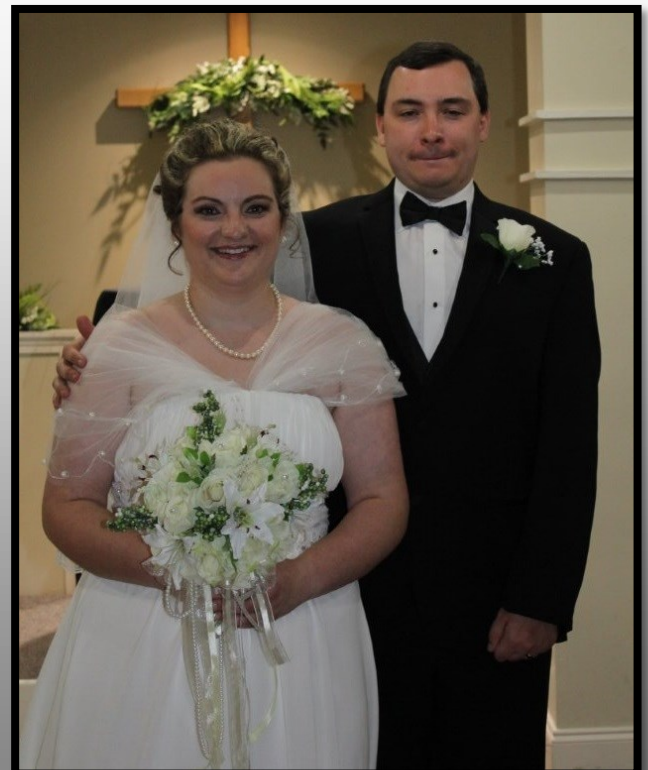
Good Luck, Brad & Connor!!



Wedding!!

Brian Deel and Christina Clevinger were married at Harman Memorial Baptist Church on July 25, 2015. Christina is the daughter of Tina Clevinger, West River Office Manager, and husband James. The couple greeted guests at a reception following the ceremony before honeymooning in Myrtle Beach, SC.

Congratulations to the happy couple!



EMPLOYEEES—Submit your news, stories and pictures to Jessica Vanover at jvanover@westriverconveyors.com to be included in the next quarterly newsletter!

Winter Fun



Winter Photo Challenge

Who Can Play: All KIDS whose parent is a West River employee

The Challenge: Capture a photo of you and your family having some Winter FUN! Be creative....build a fort, a snowman, go ice skating or have some cocoa!!

What to do: Submit your photo by email to jvanover@westriverconveyors.com, drop it at the West River business office or mail it to 8936 Dismal River Road, Oakwood, VA 24631. Just make sure to have it to us by December 1, 2015.

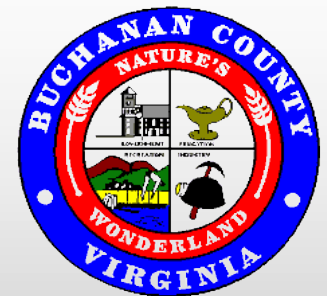
How will photos be judged: Photos will be judged by members of West River Management and a winner will be chosen based on creativity, clarity and originality.

What could I WIN: The child whose photo is selected as the winner will receive a **\$50 gift card.** The photo will also be featured on the front page of the next West River Conveyors newsletter!

Children's Christmas with Buchanan County DSS— Let's Get Started

West River and its employees will, once again, team up with the Buchanan County Department of Social Services to bring a very Merry Christmas to some local children in need.

Any employee interested in participating in or contributing to the Children's Christmas Project should contact Jessica Vanover by November 2nd.



Once the drive is organized, information concerning items that can be donated will be given to those interested in participating.

Thanks to all employees that help to make this a successful project each year!

Upcoming Events!!

- West River Christmas Party scheduled for Saturday, December 12, 2015 at 6:30pm
- Employee Flu Shot Clinic - On Site at West River—October 19



Contact Us

West River Conveyors is a leader in mining conveyor equipment. Please contact us today and let us quote to your specifications.

West River Conveyors

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