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VOLUME 1 ISSUE 3 SUMMER 2001



THIS ISSUE OF "THE SCOOP" IS BROUGHT TO YOU BY...

Your Link to Extreme Duty Forged Conveyor Chains Quality!

- Sizes: 102, 142, 160, 175, 200, 216, 250, 260
- Free Application Engineering
- High Temperature
- Extreme Abrasives
- Ash, Cement, Lime, Coke, Coal, Grain

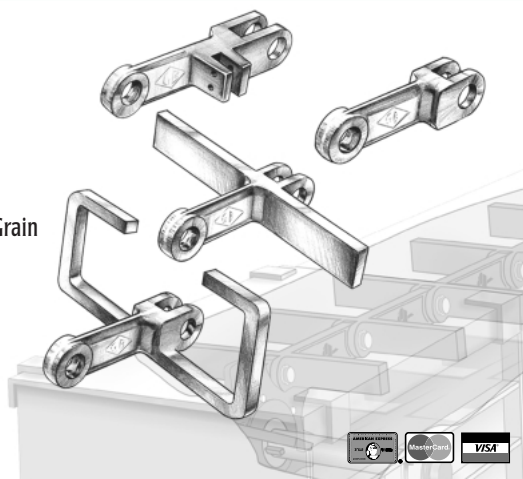


Technology • Innovation • Quality • Value

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Joint Venture Announced

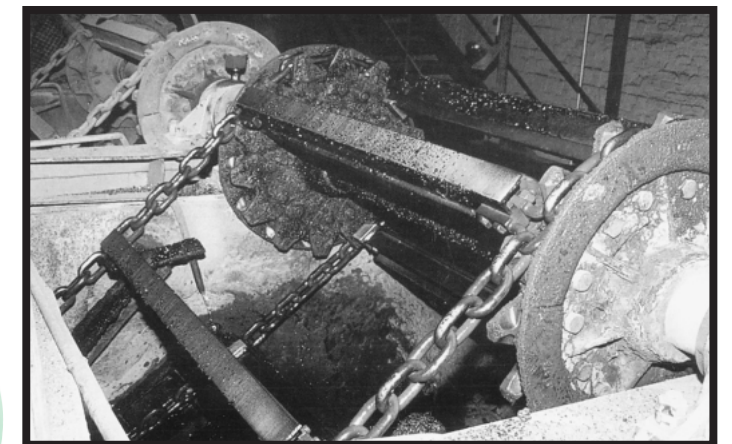


Chris Robinson
4B Senior Vice President
with Jim "Scotch" Robertson

Thiele GmbH of Iserlohn, Germany and their division, KWS, Inc., Tulsa, Oklahoma, is pleased to announce that a business partnership has been formed with 4B Components LTD. Peoria, Illinois. 4B Components, LTD will market Thiele's special forged and round link conveyor chain in North America. Thiele leads the world in the manufacturing of conveyor chain and accessories to a wide diversity of industries and has for more than 50 years.

Thiele conveyor chains are well established in the United States coal mining industry where almost 80% of the USA deep mines use Thiele chain.

Our goal now, is to impact the above ground industry with our superior quality conveyor chain through the expertise, knowledge and reputation for quality and service that 4B Components, LTD. is known for in the North American industrial market place.

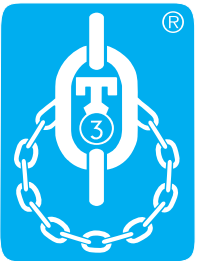


Thiele manufacturers forged conveyor chains up to and including 260mm and round link conveyor chains up to and including 42mm wire diameter.

Thiele conveyor chains are the chains of choice for cement plants, power plants, and a large variety of industrial manufacturers world wide.

Call 4B Components, LTD for your conveyor chain requirements.

James T. Robertson
President KWS, Inc.



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Please call for in-depth product information, or visit our website at:

www.go4b.com

Employee Profile



Beatrice Poloney
Latin America
Marketing & Sales
Director

I was born in Bogota, Colombia, South America. I worked for General Electric/Caterpillar for over 10 years, firstly as a translator and then as an assistant to the Comptroller. I hold a degree in business management and marketing.

When I first arrived in the United States I worked for the International Department at Dynamic Graphics Inc. as Marketing and Sales Coordinator for Latin America and the Caribbean. In April 1999, I joined 4B Components, Ltd. as Latin America Sales Director.

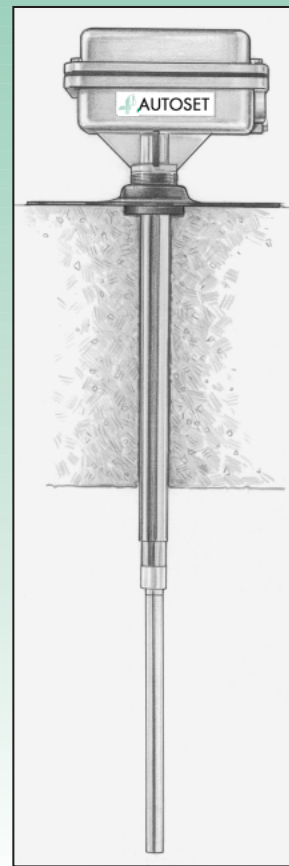
I keep in touch with friends and family in Colombia, and talk a lot with my sister Claudia. Despite the distance, we are very close, and our long conversations keep AT&T very busy.

My hobbies include traveling for fun with my husband, John, stained glass, sewing, crochet and gardening. I do not like cooking but deal with it everyday the best I can.

Beatrice became a US citizen last year. Congratulations Beatrice!

Level Sensor Improvement

Longer Power Shield Simplifies Installation



The extremely popular Autaset MK4 point level indicator is now available with a longer material build up Power Shield. Installation through thick concrete silos is made easier and more reliable. Instead of a large 5" diameter hole, only a small 1" hole is required. The Autaset is available in three standard power shield lengths, 4", 12" and 16". Only 1" of power shield is needed to protrude into the vessel for adequate material build up compensation to be achieved.

Autaset Principle of Operation
The Autaset detects material by radiating a high frequency (RF) signal from the probe. The advanced electronics of the Autaset use this signal to measure the capacitance inside the vessel with respect to ground and thus indicate when material has reached the Autaset probe.

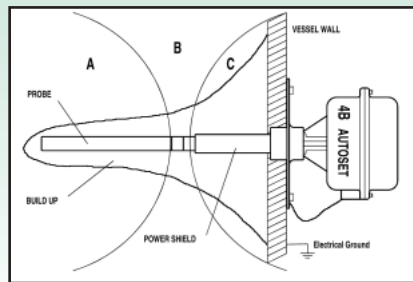
Power Shield Theory
To prevent false material readings, the Autaset

incorporates an electronic Power Shield, which creates a barrier or shield and enables the unit to ignore material built up on the probe.

Section A: Build up of material on this section of the probe is ignored since it is insignificant in relation to the amount of air beyond it. IE the standing background capacitance has not changed significantly to have any adverse effect.

Section B: Build up of material between the probe and the power shield is electrically "invisible" because both points are at the same potential.

Section C: Due to the voltage gradient between the Power Shield and the vessel wall (electrical ground), build up of material in this area actually creates a protective field around the probe to eliminate the effect of material build-up on the probe.



The diagram above shows the probe with material build up separated into 3 sections.

4B Announces New Email Addresses

General Address 4b@go4b.com

Sales Staff

Chris Robinson c Robinson@go4b.com
Rick Fifer rfifer@go4b.com
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Amy Crofts acrofts@go4b.com
Barbara Sleeth bsleeth@go4b.com

Shipping

Mike Robinson mrobinson@go4b.com



Hot Hot Hot

In Miami!

All the Hot food, hot weather and hot topics went down well at the technical conference for electronic products held in Miami last month.

With 4B representatives and customers from Mexico, Chile, Venezuela, and Colombia the two-day seminar was greeted with much enthusiasm.

Among the highlights were demonstrations of the Watchdog Bucket Elevator Monitoring System and the new Whirligig combined target bracket guard. Other products, which the attendees showed a strong interest in, were the new Rotoswitch level indicator and the Hotswitch

"elite" bearig temperature monitoring system.

Also on the Agenda was a run through of the new 4B Website and a look at the exciting future for 4B and its Latin American Representatives www.go4b/new.

4B's appreciation goes out to Don Schula's Hotel, in Miami Lakes, for providing the atmosphere and service for a very successful conference.

And many thanks to all who attended. May your sales be HOT!

Y muchas gracias a todos los asistentes. ¿Que sus ventas sean un completo Éxito! 🍹

Want More Bucket Elevator Capacity?

Just call us with:

- a) Your existing bucket size
- b) Your Pulley diameter and width
- c) Your elevator height
- d) Your elevated product.

We will send you a free engineering proposal by fax or e-mail within 24 hours.

We also offer a free Bucket Elevator Troubleshooting service. Just call Rick, Chris or Mark for more details. 🍹

SPARKY'S SHOCKERS



Johnny Wheat
Manager Electronic
Products

Question:
I am looking for electronic monitoring equipment for my plant. I do understand that the products must be approved for

the hazardous area they are to be installed in, but does it matter to the OSHA inspectors who has actually approved the equipment?

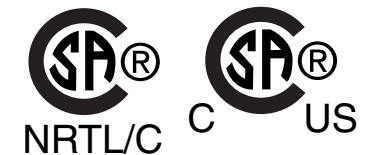
Answer:

The simple answer is YES. It does matter who has approved the equipment. OSHA has a list of Nationally Recognized Testing Laboratories (NRTL's) which it has assessed, approved, and re-assessed and which have been provided a scope of recognition (the standards, sites, and programs that OSHA has recognized for the NRTL). Some of these laboratories include:

- Underwriters Laboratories Inc. (UL)
- Factory Mutual Research Corp. (FMRC)
- Canadian Standards Association (CSA)
- Intertek Testing Services NA, Inc. (ITSNA)

For a full list go to: www.osha-slc.gov/dts/otpca/nrtl/

CSA provides product testing and approvals to meet criteria for both the United States and Canada. This dual country approval can be recognized by one of the following product certification marks:



Manufacturers invest considerable resources in product approvals. Not only are the products designed, manufactured and tested to national/international standards but also the company itself has to go through a rigorous approval process. The NRTL inspectors check the company's quality standards, procedures and policies. In addition to the initial inspection, continued unannounced follow-up visits, by the NRTL inspectors, are made to the manufacturing facility. 🍹

Send your questions through our website www.go4b.com or email Johnny at jwheat@go4b.com. Although we can't print them all, we will reply to all questions.