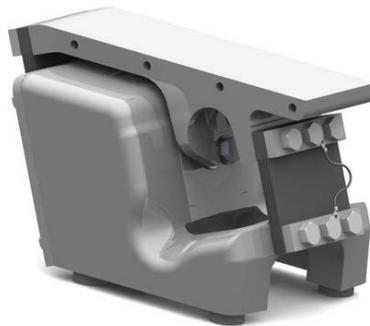


Proven Engineered Products - Complete Material Handling Solutions

## Link-Belt<sup>®</sup> and Syntron<sup>®</sup> Today: October 2017

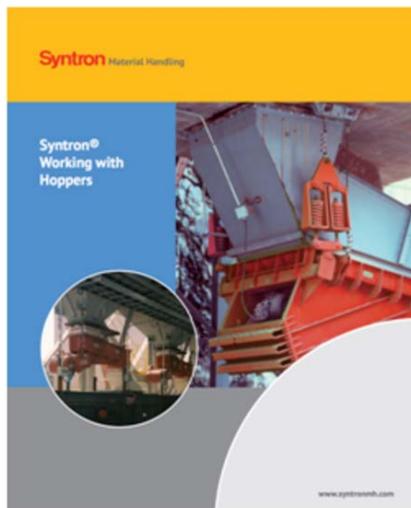
### Vibra Drives IP-66 Rated

Syntron<sup>®</sup> Vibra Drives for directional vibratory conveying movement are now IP-66 rated. Compact, electromagnetic drives, the units are encased in dust-tight housings and protected against powerful jets of water from any direction. Use Vibra Drives for high travel speeds and smooth product flow on a track, trough, or any responsive surface, such as packaging and food processing. Find out more about [Syntron Vibra Drives](#).



### Contract Win: Mining Solutions

SMH has been awarded a large underground mining project in the US. The project involves installing two mainline conveyor systems that will allow access to future reserves. The project will pair Link-Belt<sup>®</sup> drives with state-of-the-art VFD controls for operation of the conveyor belts. Anticipated completion is March 2018. Stay tuned for more details. In the meantime, find out more about our [Mining Solutions](#).



### Q&A: Working with Hoppers

Brad Nichols, SMH Product Line Manager, answers a question about feed rates.

**Q.** My weigh belt feeder isn't producing an accurate feed rate. What can I do?

**A.** Feed rate is a function of travel speed, bed depth, and bulk density of the material. Assuming this is a newer piece of equipment, the

most common culprit for inconsistent output is poor hopper design. When a feeder is installed, the hopper design is critical to allow a smooth transition of material onto the pan. Also, properly designing the front and rear walls allows even material flow from both the front and back of the hopper for consistent bed depth. To learn more about proper hopper design, consult our manual, [Working with Hoppers](#), for diagrams and specifications for the ideal chisel-point hopper.

### New Corporate Video

SMH has been around a long time providing material handling solutions for conveying, electrical controls, feeding, screening, elevating, blending & packaging, and vibratory flow aids. We can also custom build products to meet your demands. Get to know Syntron Material Handling in our [new corporate video](#).



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## \$1 Million Inventory for End of Year Spending

Syntron Material Handling has made a \$1M investment in inventory to better serve customers. Take advantage of our state-of-the-art material handling equipment for your end of year spending. Guaranteed shipment by December 31st. Details available in our [2017 Incentives flyer](#) or [contact us today](#).

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## Syntron Material Handling University

The SMH University training session for Distributors and Manufacturer's Reps in October was a great success. Thank you to all who participated.



Reserve your space now for the next training session, January 30 – February 1, 2018. Deadline for reservations is November 30th. Attendance is limited to the first 25 people. Email [Sheena Woodruff](#).

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## Customer Service Appreciation

SMH recognizes the importance of excellent customer service and the people who serve and support our Syntron® and Link-Belt® customers daily. Thank you to our team for their great customer service.



Front row (L-R): Beth Acker, Youlanda Shinault, Mark Cobb.



## 24/7 Field Services

For your safety, field service for Syntron® and Link-Belt® products is available 24/7. Contact our Field Service Team: [Joe DiSalvatore](#) at 724-288-5806, [Dave Miller](#) at 724-288-5810, [Frank Hagood](#) at 662-213-3509, or [Allan Hummel](#) at 385-242-8388. If you have any other questions, please contact us at 800-356-4898 or use our 24/7 Hotline for Emergency Service: 662-869-5711 (press 4). Download information on our [Field Services here](#).

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## Find Us on Social Media

Keep up to date with industry news, product information, application articles, tutorials, and more on social media. Now you can find us on [Instagram](#), as well as [LinkedIn](#) and [Facebook](#). Find us, like us, share us!



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## Upcoming Events

### SMH University

October 24-26, 2017  
Saltillo, MS

**Mexico Minexpo**

October 25-27, 2017

Guadalajara, Mexico

Booth #1208-1211

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**Get to Know Our Team**

We are pleased to welcome **Michael Riddle** to our application engineering team. Previously, he spent six years in the offshore construction industry filling roles from analysis to field engineer. He is a Licensed Professional Mechanical Engineer and has been involved in design, construction,



and installation of numerous large-scale projects. Michael will initially focus on the Idler product line. Contact Michael at 662.869.7521 or **[Michael.Riddle@syntronmh.com](mailto:Michael.Riddle@syntronmh.com)**.

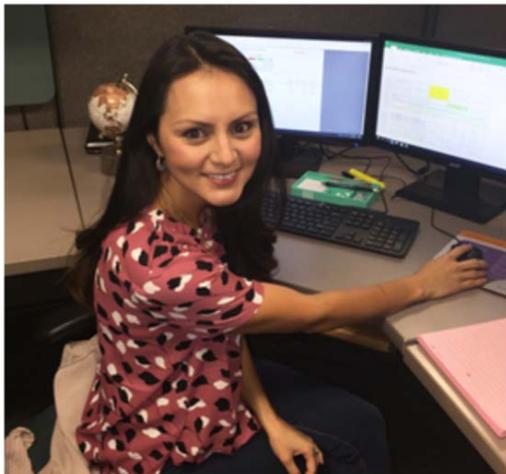
**Motion Industries North  
American Sales Meeting**

November 1-4, 2017

Birmingham, AL

Booth #T4

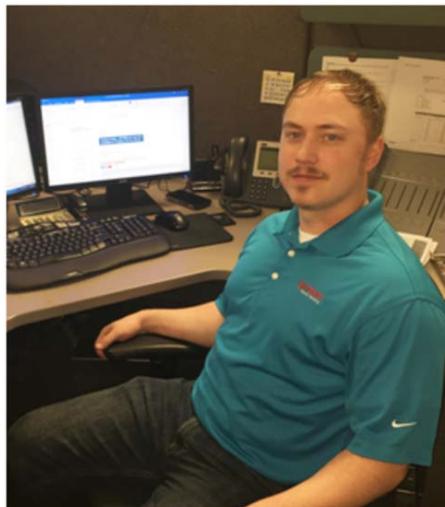
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We are pleased to announce **Arizbeth Pickering** as our new International Inside Sales Representative. Arizbeth earned her degree in International Business from Universidad del Valle de Mexico in Mexico City and has previously worked as an Interpreter and international ticket

agent. She is excited to start her new career working with our Latin America customers. Contact Arizbeth at 662.869.7952 or **[Arizbeth.Pickering@syntronmh.com](mailto:Arizbeth.Pickering@syntronmh.com)**.

We are excited to announce the promotion of **Tim Brown** as the newest member of our Inside Sales Team. Tim has over five years' firsthand experience with several of our product lines, including Idler and Vibratory Heavy Feeders. He also has developed great relationships with all levels throughout the manufacturing and shipping



departments. Tim states, "With five years' shop floor experience, I am excited to use my knowledge of our product lines to help better serve our customers." Contact Tim at 662.869.7453 or [Tim.Brown@syntronmh.com](mailto:Tim.Brown@syntronmh.com).



We are pleased to welcome **Lydia Oosterbaan** to the Canadian sales team. She brings 25 years of industrial sales experience with her. She also brings many long-standing relationships with our existing distribution partners that she's worked with over the years.

Lydia will participate in the continued growth across Canada, with a focus on ensuring that we offer responsive customer support as well as the development of engineering solutions for bulk material handling applications. Contact Lydia at [Lydia.Oosterbaan@syntronmh.com](mailto:Lydia.Oosterbaan@syntronmh.com).



### About Syntron Material Handling

Syntron Material Handling provides material handling solutions for conveying, feeding, screening, elevating, vibratory flow aids, and mining controls of bulk product. For more information, see <http://www.syntronmh.com>

Send RFQs/POs to [orders@syntronmh.com](mailto:orders@syntronmh.com).

You are receiving this newsletter because you have previously expressed an interest in Syntron Material Handling. To let a colleague know about this newsletter, forward this email to them or have them subscribe using the link below. If you do not wish to receive this newsletter, opt out using the link below.

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