



Company Profile

BS&k Company, Robert A. (Bob) Williams (principal)

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Experienced:

- ✓ Manufacturers Representative, since 1/1/1999 (*Current*)
- ✓ Metal & Plastic conveyor belt sales, to all industries, since 1990 (*Current and Previous*)
- ✓ Offset printing and printing industry design & sales, 3 years (*Previous*)
- ✓ Powdered Metal design and sales, 9 years (*Previous*)
- ✓ Power Transmission application & sales, 4 years (*Previous*)

The Right Service:

As a manufacturers representative, we specialize in the movement of products through a production environment. We offer complimentary product lines that are the right fit for your business. We offer training on each product line, their application and the benefits to you, the customer. Don't be locked into what one company wants you to buy, and then spend hours trying to piece the rest of your project together. We put the extensive expertise of our principals together with the experiences learned from previous industries to work for you everyday. We understand the production requirements of today's business, and we deliver customer satisfaction! Let us show you what we can do. We look forward to the opportunity of working with you.

✓ **Value You Can Expect Us To Add:**

- ❑ The right product for your application based on years of experience.
- ❑ Competitive pricing.
- ❑ Application / Installation / Technical on site assistance
- ❑ Complete understanding of ISO9001 procedures and the importance of quality!
- ❑ Analysis of product usage to optimize orders/inventory/pricing.
- ❑ Diversified products to supply you the total solution, with choices.
- ❑ Professional Service Levels

The Right Products:

Conveyors

Representing:

Conroll Inc.
Wrabacon, Inc.

Shaft Drive Conveyors, Low and Zero Backpressure
Conveyors and Automation

Distributors For:

Sinterite Products
Snap Lock Inc.
Transnorm Systems

Furnaces, Ovens and Equipment
Modular Sanitary Conveyors
Power Curves, Material Handling Conveyors, Chutes

Conveyor Belts

Representing:

Lumsden Corp.
Wiremation Industries

Flexx Flow Conveyor Belts
Metal Woven Wire, Chain Edge, Baking Bands
and Flat Wire belts

Distributors For:

Habasit

Ashworth
National Element, Inc.

Plastic Modular Belts
Fabric Belting
Metal and Hybrid Spiral and turn curve belts
Hinge Plate Conveyor belts

Conveyor Components

Representing:

Pobco, Inc.

Anti-Friction Devices, Wear Strips, Guide Rails,
Rollers and Machined Plastic Parts

Distributors For:

R&S Technologies
ABJ EquipFix, L.L.C.
Pennsylvania Powdered Metals
REMCO Products
Lubri-Lab

Machined Conveyor Components
Machined Conveyor Components
Powdered Metal Parts
Sanitary Cleaning Items
Lubricant Additives and Greases

✓ **Accomplishments:**

- ❑ Wrote the ISO 9001 procedures for the marketing department of a manufacturer.
- ❑ Served as internal auditor and lead auditor for the ISO registration
- ❑ Assisted territory managers in preparing detailed business plans for their territory
- ❑ Owned and operated a Franchised Printing business for 3 years
- ❑ Dramatically increased sales at two different companies by building customer relations
- ❑ Responsible for product pricing of OEM sales while with a manufacturer
- ❑ Established and implemented a distributor training program

- ✓ **Territory:** North Carolina, South Carolina, Georgia and eastern Tennessee