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BLS MARKS TWO DECADES OF PRODUCT INNOVATION, SERVICE

On Oct. 1, 2006 BLS Enterprises, Inc. marked the 20th anniversary of its incorporation. Because of the hard work of its employees in developing innovative new products and their dedication to customer service, BLS has become the kind of American manufacturing success story that chambers of commerce like to crow about.

But it sure didn't seem that way in the beginning.

For example, BLS' founder and current president, Barry Stoughton, began not as an inventor or M.B.A. grad, but as a high school teacher. Its first office was a spare bedroom. And its first warehouse was a garage, bulging with inventory and with no room for the family cars.

"I taught mathematics for 16 years at Elk Grove High School," Stoughton said. "And I taught college level math at Harper College in Palatine, IL, until 1993."

In early years, stacks of product await shipment from family garage; above, BLS staff celebrates 20th anniversary with birthday cake.

But Stoughton also participated for 15 years with the local Elk Grove Village Jaycees chapter, and sales proved a stronger lure than education. "I held every local office and ran the state convention, and got a lot of 'hard knocks' experience with what business was like, and how one relates to potential and existing customers. I came to love sales and the opportunity to service customers by providing a solution to a problem."

Rightly or wrongly, the stereotyped image of a teacher is one who is insulated from the "real world" and shrinks from the competition of business. But early on, Stoughton did not meet that stereotype. His family encouraged personal excellence and Stoughton is proud to have attained the rank of Eagle Scout, the Boy Scouts of America's highest award. "I come from a background of service to society, and when I was asked to join the Jaycees, which builds leadership through volunteer

works, I was able to develop that part of myself."

So in 1984, frustrated with a lack of opportunity for professional growth in teaching, Stoughton moved from the *academe* to the business world. "For a couple of years I sold high-tech and low-tech materials," he said. "In fact, I was in the midst of selling hydraulic cylinder work to a potential customer when I discovered the need for products that BLS would eventually produce."

ROADBUILDER IS FIRST CUSTOMER

That customer, K-Five Construction Corp., a suburban Chicago roadbuilder, was unable to obtain quality track pads. "They didn't need cylinder work, as they did that work themselves," Stoughton said. "I was ready to leave when the fellow said, 'What I need today is a good track pad!' And my classic response was, 'What is a track pad?'"

To K-Five, those were the rubber pads on a Barber-Greene Model 265 asphalt paver, which were disintegrating under heavy use. "Rubber was chunking off and peeling off the pad," he said. "It was so bad that they had to hire a laborer to pick rubber pieces out of the asphalt so it wouldn't become embedded in the pavement."

Because a previous customer had trouble with hard rubber tires flaking apart, Stoughton already had done research on polyurethane as a replacement for tire rubber. He put two and two together and concluded it would work for track pads as well. "Unknown to me, in 1986 I must have been the first person in the United States to promote polyurethane in this manner," Stoughton said. "I convinced my customer that we could substitute polyurethane bonded to a track pad for rubber. His rubber tracks had lasted one year, but our new ones lasted 2 ½ years. Well, it didn't take 2 ½ years for me to realize that someone else would need the same thing."

Stoughton began making the rounds of asphalt paving companies in the Chicago area, and obtained testimonials, which were rolled over into advertising in trade journals. This led to an out-of-state customer in a new line – the asphalt cold milling business, Curt Stancliffe at Palette Stone Corp. in New York State – who tried and liked the product.

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WE TRAVEL TO REACH YOU, THE CUSTOMER

Travel as a means of reaching out to customers is important to BLS Enterprises, Inc., because there is no way over the last 20 years that we could have grown to the point we are today without personal contact with contractor and government agency customers, equipment distributors, rental houses, OEMs, new product manufacturers, and many other people important to our business.

I've always been a hands-on kind of person, and started BLS without a single customer. I began by visiting customers in our home base, the Chicago metro area. They appreciated the fact that I was there to help them solve a problem. We continue to

make personal visits with contractors a very important part of our outreach.

In addition, I see a lot of customers at trade shows and expositions. They give me a lot of input and it's very gratifying to see old customers there, who since have become old friends. But just as important, trade shows give me a chance to learn what new customers need. Now, when there is a show in a region, I will spend several days in that area, getting in-person experience with what kind of problems contractors are experiencing in that area, and whether BLS can help them.

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BLS President Barry Stoughton with BLS Poly Bolt-On® Track Pad

“News began to spread around the country, and to build the business I went to an OEM, CMI Corp. in Oklahoma City, but didn’t get that business,” Stoughton said. “Instead we reached out to equipment distributors and redoubled our outreach to contractors, and later CMI became the first OEM to use our polyurethane pads on their milling machines. Now every major manufacturer of cold milling machines uses polyurethane pads; not all our pads, but we started the idea.”

BLS also got a big bounce from industry trade shows. “Our first, CONEXPO ’87, led to new customers who had never seen a polyurethane track pad,” Stoughton said. “We had incorporated Oct. 1, 1986, and I found out about CONEXPO – then held every six years – from a poster I had seen. It was the first big show I had ever been to, and a lot of attendees were interested in our products. It was a great springboard for our products, especially for contractors outside the Chicago metro area.”

HOME-BASED BUSINESS, FOR AWHILE

In those days, **BLS** was a home-based business by necessity. “We had a spare bedroom, and for seven years that was our office,” Stoughton said.

“My wife, Anne, has always been there for us since the beginning,” Stoughton said. “She handled the books at first, and she still works in our accounting department today. We lived off our savings until the business became viable and it was quite a gamble. But I wanted to change careers and be in sales, and this was an idea whose time had come.”

After seven years of being in the house, in 1993 **BLS** looked for external space, and rented a three-room office suite just under a half-mile from home. In a year **BLS** expanded into the suite next to them, and the following year it took another adjacent suite.

Inventory then was moved to a series of warehouses, until 2003,

when the office and warehouse operations were combined into **BLS’** office/warehouse complex in Itasca, IL. Today the Itasca warehouse serves the Chicago area with **TUFPADS®** products and **Artliner-BLS Bolt-On/Clip-On Pads**. New warehouses in Lake Geneva and Kansas City also were established in 2003 and serve the rest of **BLS** customers.

BLS was the first to assist customers with a core return program for used track pads. The core return program allows customers to return their used track pads for credit toward future purchases instead of dumping them into landfills. The metal grouser can be cleaned and used again which helps to keep prices lower for the customer, and **BLS** pays all shipping back to the cleaning center. Therefore, both the customer and the environment benefit.

Another venue that has become very important to **BLS** is the rental industry. “We joined the American Rental Association (ARA) 11 years ago to learn more about and reach this critical market,” Stoughton said. “We have been able to service this industry with items it needs and we are always looking for ways to better serve our customers in rental.”

Since those days in the 1980’s, **BLS** has grown through building sales of its **TUFPADS** line, but also through expanding product offerings. “Three years ago we came up with a new product, the **BLS Poly Bolt-On®** track pads, which eliminates the need to replace the grousers every time,” he said. “We have also developed a new durable **TUFPADS® BLUESTM™** product, now on sale after field tests proved they last up to 30% longer than our premium polyurethane pads. We are always improving the material we offer, as well as expanding the variety of the products.”

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The large number of attendees we see at venues like CONEXPO-CON/AGG – where as many as 125,000 delegates pass through – lets us personally contact potential customers who have a need, but not a solution. They can see our extensive display of materials and feel them hands-on.

We also visit the Yoder & Frey Auction in Kissimmee, FL, each year. It’s one of the few auctions that allow vendors to have a booth, and we take full advantage of that opportunity to spread the word about **BLS** products.

A lot of folks in the aftermarket industry – who are rebuilding used machines – need to have track pads. We provide the service; we’ll put a post card on those machines auctioned that could use new track pads, inviting the ultimate owner to come visit us for a quote during the days of the auction.

One way that this give-and-take has benefited us and our customers was in the development of our line of **BLS Poly Bolt-On® TUFPADS**. Our original bonded **TUFPADS®** with four bolt holes for mounting was a big success. But those holes can fill with debris and asphalt millings, and when the urethane finally wears down and needs to be replaced, the crew must first dig matter out of the holes before the socket can be placed and the bolts removed. Customers would ask, “Is there a better way?”

We went to work looking for a better way. We took the concept of the rubber bolt-on pad and took it one step farther with our **BLS Poly Bolt-On** track pad. The attachment is now on the bottom studs, which pass through specially pre-drilled holes in the grouser and are attached with lock nuts. The customer only need undo the lock nuts from underneath, which are easily accessible. By going out and talking with customers, we were able to improve a product and better serve customers.

Customers also have asked, “How can you improve the material we use?” Contractors said, “Now that you have perfected the way the pads are attached, can you make the material last longer?” The result is **TUFPADS® BLUESTM™**, our new superpremium pad. Today there is a **BLS** track pad for every application and price point. We have competitively priced rubber pads for short-term applications, moderately priced Mid-Grade Polyurethane for contractors who have limited high-abrasive work environments, classic Premium Polyurethane **TUFPADS** for most abrasive applications, and now our new **TUFPADS BLUES** polyurethane for the most demanding applications.

Customers have told me they get good feedback from our visits. I think that personal contact with the owner of a company tells a customer that we at **BLS** really care about what they think. I tell them I’m visiting because I want to see how things are going with that customer, and get on-hand experience with the customer in the field.

Our outreach to customers is international as well as domestic. As an article in this issue shows, **BLS** customers can be found on every continent on Earth, except for Antarctica.

We welcome the chance to talk with you personally. If you are intending to attend any of the meetings or expositions listed in the Calendar in this issue, please accept my invitation to take a moment to stop by and introduce yourself. We have much to offer in solving your undercarriage problems with our long-lasting wear products.

Barry L. Stoughton
President, **BLS** Enterprises, Inc

WE TRAVEL TO REACH YOU, THE CUSTOMER

In 1986 **BLS** sold just one size of pad, but today provides **TUFPADS** for over 400 different machines, not including its other product lines. Now, 20 years later, Stoughton looks back on **BLS’** growth as a prelude to the next 20 years. “We’ve grown through solving problems for customers, and we’ll always continue to find problems to solve.”



NEW TUFPADS® BLUES™

OUTPERFORM EVEN PREMIUM POLYURETHANE PADS

For years, BLS' polyurethane TUFPADS® track pads set the pace for replacement track pad wear part performance. But no more, as BLS has introduced its latest innovation, TUFPADS® BLUES™ track pads, which offer up to a third longer wear than conventional TUFPADS.

Since its founding two decades ago, BLS has continuously improved its primary track pad product line, which combines essential work surface protection with excellent traction for tracked construction equipment.

So in this tradition, after the recent successful deployment of the convenient BLS Poly Bolt-On® track pad line, BLS turned to the aspect of durability.

BLS went to work and developed a new polyurethane compound -- recognizable by its blue color -- which lasts even longer than conventional BLS compound. The material was developed exclusively for track pad use and is available in both bonded and bolt-on pad formats in all milling machine sizes.

Field testing of these customers of BLS began in spring 2005. After two years of testing, the contractors reported that the TUFPADS BLUES track pads lasted 15% to 30% longer than the BLS black TUFPADS track pads they had previously purchased from BLS. Now you can put that extreme durability to work for you!

"Blue differentiates us from the rest of the crowd," said Barry Stoughton, BLS president. "This new material will help the contractor because the pads will last 15% to 30% longer. We're the only company that has it. With the results we have received, they're available now, for customers who have a need for more durable track pads, such as contractors with asphalt cold milling machines, because they

have such a rough application, and their pads wear out faster than an excavator's or trenching machine's."

Early users have confirmed BLS forecasts of longer life pads. "They've performed very well for us," said Ryan Essex, vice president and general manager, U.S. operations, Miller Group, in Georgia. Miller Group acquired the pads in late winter 2005 and put them on a Wirtgen W 2200 cold mill, the largest and heaviest in the line.

"They've given 15% to 20% improvement over the life of the conventional polyurethane pads," Essex said. "There's no question of their value, all things being equal. They certainly last longer. And since the interval to change is greater, your labor to change per set is lower as well. That can mean a pretty good savings there."

Miller uses its machines on Interstate-type work, or airport work, so it was putting the TUFPADS BLUES to the test. "We mill year-round without a winter break to change pads," Essex said. "We change them on-the-go in the middle of the season. In fact, those pads were changed out in midsummer, so they lasted a year and a half."

The new TUFPADS BLUES line is one of our most exciting products ever. Let us show you why!



BLS Poly-Bolt On® TUFPADS® BLUES™ Track Pad



Field experience shows new TUFPADS BLUES line from BLS last up to 30% longer over conventional polyurethane pads

FLAT-PROOF, AIR-CUSHIONED TIRES SOLVE BOUNCING, FLATS FOR CONTRACTOR

Flat-proof, air-cushioned tires available from BLS solved a problem of a "bouncing" Bobcat, as well as eliminating flats, for a contractor who uses his skid-steer loader in rugged environments.

"I'm 100% satisfied with them," said Ed McMahon, president, Kedzie Building Development, LLC, Palos Park, IL. "I have them on a Bobcat S185. The main reason I purchased them was because the machine bounced a lot, and as the Bobcat doesn't have counterweights like some of the others do, the heavier Bullman tires have solved that problem. And I don't even have the problem of flat tires anymore."

Originally McMahon was going to put just two tires on the rear of the Bobcat, but realized four would give it the stabilization he needed. "Service from BLS has been excellent, with no glitches at all," he said.

Kedzie uses the skid-steer loader for simple grading and parking lot work, and for use inside industrial building rehabs and subsequent releasing, which is Kedzie's specialty. "Every time we get a new building we have to clean up inside, and during the winter we have snowplowing. We keep the machine really busy throughout the year. It's a very versatile machine for us and the Bullman tires are part of it."

Bullman's cutting-edge Semi-Pneumatic Tire Technology (SPTT™) allows

Bullman™ tires to offer the best of all worlds. These tires are completely flat proof, while at the same time they provide shock absorption for a very comfortable air-cushioned ride, maximum performance, and machine longevity.

The load capacity of Bullman tires far exceeds the load capacity and weight of the machine itself. Sidewall wear is completely eliminated as an issue. Resistant to cuts and snags, heavy-duty Bullman tires are made to protect the equipment and outlast standard pneumatic tires many times over.

"They also eliminate the problems caused by foam-filled tires," said Barry Stoughton, president, BLS Enterprises, Inc. "Quite often customers will fill a tire with foam to keep it from going flat, but that rules out your being able to put a Protrac™ or other type over-the-tire track system on the machine, because they don't have enough 'give'. But the semi-pneumatic, air-pocket design of the Bullman tires gives the user a cushioned ride and keeps that option open."

They're available in sizes 8 in. x 16.5 in., 10 in. x 16.5 in., and 12 in. x 16.5 in. They're compatible with all makes and models having 6 or 8 wheel studs.



BULLMAN™ Tires are flat-proof



Sidewall wear is eliminated

WORLD OF ASPHALT 2007:

BLS' STOUGHTON PLANS FUNDRAISING FOR ASPHALT TECHNOLOGY CENTER

As one of his duties on the management committee of World of Asphalt 2007, BLS president Barry Stoughton is on the subcommittee for fundraising for the National Center for Asphalt Technology (NCAT) at Auburn University in Alabama.

The next World of Asphalt Show and Conference will be held March 19-22, 2007 at the Georgia International Convention Center in Atlanta, GA.

"I'm always interested in supporting an industry that supports me," said Barry Stoughton, president, BLS Enterprises. "Because I have 20 years of experience in being a small exhibitor in shows, I can help make sure the interests of small exhibitors are met. To a lesser degree I can help make sure the needs of the asphalt recycling contractors are met, as I work very closely with that industry."

World of Asphalt is the only industry-focused event targeting the business and professional development needs of asphalt, highway and maintenance professionals from companies large to small. The event features exhibits of

the latest asphalt-related equipment, products and services as well as extensive educational programming and plenty of opportunities for networking.

Members of the World of Asphalt management committee include equipment manufacturers, contractors, materials producers and service providers to help ensure World of Asphalt meets the needs of both attendees and exhibitors.

Stoughton's work on the NCAT subcommittee will be underscored by a private tour of NCAT, only about an hour and a half drive southwest of Atlanta.

All World of Asphalt participants are invited to tour the unique NCAT facility at Auburn University at the conclusion of the show Friday, March 23. Organizers will provide bus transportation and lunch for a nominal fee. NCAT works to improve hot mix asphalt performance through research, education and information services, and has been a prime driver of Superpave research. NCAT emphasizes research that can be readily applied by industry and by state and federal governments.

Show organizers expect the 2007 World of Asphalt to be even better than the record-breaking 2006 event, which featured more than 4,000 attendees and more than 68,000 net square feet of exhibits, and had the support of more than 25 domestic and international industry organizations as well as government groups at the county, state and national level.

World of Asphalt is held annually except in years when the CONEXPO-CON/AGG exhibition is staged, with the latter event showcasing World of Asphalt equipment, products and services in an asphalt product concentration area.

For more information about World of Asphalt 2007, visit <http://www.worldofasphalt.com>.



Barry and Anne Stoughton man BLS' booth at World of Asphalt 2006



In Orlando, World of Asphalt 2006 broke attendance and exhibit space records

HIGHWAYS' MARY PETERS NEW DOT SECRETARY AS FEDERAL FUNDING HITS RECORD HIGHS

At the end of September, former federal highway administrator and Arizona Department of Transportation director Mary Peters was confirmed as 15th U.S. Secretary of Transportation, while federal funding for highways hit all-time highs.

Peters replaces Norm Mineta, who served as DOT secretary from 2001 to 2006. From 2001 to 2005, Peters served as head of the Federal Highway Administration. As administrator, Peters led efforts to improve safety and security, reduce traffic congestion, and modernize America's roads and bridges.

She encouraged the use of new technologies that reduce construction time and expense and result in safer, longer-lasting highways and led a national campaign to improve safety in highway work zones. Peters also led the Federal Highway Administration's efforts to complete a multi-year authorization of surface transportation programs.

Before coming to Washington, Peters served as director of the Arizona DOT. She joined ADOT in 1985, working her way up through the ranks before being appointed director in 1998. Most recently Peters served as senior vice president of HDR, Inc., a major engineering firm. In 2006, President Bush appointed her to the National Surface Transportation Policy and Revenue Study Commission – the important panel researching ways to augment or replace the federal fuel tax -- where she serves as co-vice chairman.

Peters should be a no-nonsense breath of fresh air inside the Beltway, as she believes that additional capacity must be added to our transportation infrastructure to deal with congestion, rather than rule out capacity improvements in favor of travel behavior modifications and demand management.

"Congestion is a problem of demand outpacing capacity," Federal Highway

Administrator Peters told the American Association of State Highway & Transportation Officials (AASHTO) at its annual meeting in late 2001. "We need to break the antihighway cycle that has plagued us. Sometimes transportation really is about asphalt, concrete and steel."

In the meantime, federal highway funding under the existing Safe, Accountable, Flexible, Efficient Transportation Equity Act: A Legacy For Users (SAFETEA-LU) continues its record pace for the fiscal year ending Sept. 30, 2007. The bill guarantees \$40.2 million in authorizations for highways in FY 2007.

Also, state funding looks bright for 2007. States ended fiscal 2006 with \$57.1 billion in surpluses, up from \$45.8 billion the previous year, according to figures released in August at the annual meeting of the National Conference of State Legislators. That \$57.1 billion figure represents 10.2 percent of states' general fund spending in fiscal 2006, a signal that states have rebounded from the dire fiscal straits experienced earlier this decade.

With the very high levels of funding permitted by SAFETEA-LU there is concern that revenues into the Highway Trust Fund will be inadequate to completely fund what is promised by the bill. The policy and revenue study commission of which Secretary Peters is a member is a start at resolving this potential shortfall in the long run.

In the meantime, in mid-July 2006, the Office of Management and Budget (OMB) released an its newest estimate of Highway Trust Fund receipts. The report projects revenue of \$1.7 billion more into the highway account of the Highway Trust Fund than was estimated earlier this year when OMB projected that receipts would fall short by \$2.3 billion of the funding levels set in SAFETEA-LU.



Former Federal Highway Administrator Mary Peters is new U.S. transportation secretary.

POLY BOLT-ON® PADS SAVE TIME AND DOLLARS

Welfle Inc., Norwalk, Ohio, sends its four Roadtec milling machines out on asphalt milling jobs throughout Ohio, southern Michigan and northern West Virginia. Because the machines are continually running during the peak months, the downtime required to change out worn track pads has always been a concern. "We used to use rubber pads, and they didn't work too well," said Bob Welfle. "They didn't last very long."

Welfle Inc. then switched to polyurethane pads bonded to steel grousers. These pads typically lasted one season before they had to be changed out. Though an improvement over rubber pads, the process required to change the bonded poly pads was time consuming.

"It would probably take us two days to change track pads with the bonded pads," Welfle said. "The pads were bonded to the steel grouser and you put a bolt through the grouser into the track chain. When you changed them, you had to change the whole thing."

This involved the laborious task of digging asphalt grindings out of each

hole, then unbolting and discarding the pad and grouser. "You couldn't take a torch and cut the nut off because if you got the track chain hot, you would melt the plug in your track chain and lose all your oil," Welfle explains. "So you would have to unbolt them."

Then, roughly three years ago, Welfle began using BLS Enterprises' Poly Bolt-On® track pads, a system consisting of a replaceable polyurethane track pad that bolts onto a reusable, pre-drilled steel triple grouser. "With these Poly Bolt-Ons, you bolt the steel grouser to the track chain, then bolt the polyurethane pad to the grouser," said Welfle. "Now with these pads, we can change a whole machine in a couple of hours."

Replacing the pads involves using a torch to cut the self-locking nut off the bolt, knocking the old pad off the grouser, then bolting the new pad into place. "They just save so much time," Welfle said. The ease of replacement even makes it feasible to change out pads on-site. "If we have to, we could change these pads out in the field because it doesn't take that long. With the bonded ones, I would never even think about doing that out in the field."

The initial purchase price for the bolt-on pads is slightly higher, yet Welfle Inc. has actually saved money thanks to the reusable grousers. "The bolt-on pad is maybe half the cost of the bonded pad," said Welfle. "You don't have to buy the steel grouser. You don't have to unbolt the steel grouser from the track chain. You just take the poly off and put another back on."

As an added benefit, the bolt-on pads are also lasting longer than the bonded pads. "We probably get a year and a quarter with the bolt-on pads, where the bonded pads would last a year and that's it," Welfle points out. "If they have a little bit left on them where we think we can run a couple of months with them, because of the time saved in changing them, we'll run them until they're completely gone."

(Our thanks to Equipment Today Magazine for permission to reprint editorial material, which appears in the above article.)



Bob Welfle (alongside machine) benefits from BLS Poly Bolt-On® track pads on his Roadtec RX-60

BLS EMPLOYEES IN 'RELAY FOR LIFE' EVERY STEP OF THE WAY

Employees of BLS Enterprises Inc. raised over \$3,000 for cancer research through their participation in the Elk Grove Village Relay for Life fundraiser for the American Cancer Society last June.

"I've been helping to raise funds for the American Cancer Society for over 20 years, and we first began our corporate support 11 years ago, when we started the Relay For Life event in the northwest suburban Chicago area," said Barry Stoughton, president, BLS Enterprises. "We've had a team every year since then."

Relay for Life is a fun team event with a goal of raising funds for cancer research, education, advocacy, and service. Each team maintains one member on a track at all times overnight, from 6 p.m. to 7 a.m. the next day. Participants may run or walk, then hand the baton off to the next team member. Relay for Life is held at ten different venues around the northwest suburban area and nearly 5,000 across the country and in 23 different countries.

"The reason we work overnight is because cancer is a 24-hour threat that patients must live with," Stoughton said. "It's a real, community event that's a celebration of those who have survived cancer, and a memorial to those who haven't."

BLS' team included employees and friends of BLS. Also, some BLS employees who didn't walk pledged for Relay for Life, as did certain BLS business associates.

This year's Elk Grove High School event raised \$184,688 for ACS, and across the northwest suburban region in 2006, 497 teams raised \$1.076 million for the ACS. That's up from about \$50,000 11 years ago and was part of over

POLY BOLT-ONS SPEED SUMMER CHANGES

With BLS Poly Bolt-On track pads from BLS, contractors are no longer limited to changing pads only during winter downtime.

"When we only sold bonded pads, up north customers wanted to change pads in the winter during downtime," said Barry Stoughton, president, BLS Enterprises. "If the pads were still usable, they didn't want to take the chance of having to change the bonded pads in mid-season. But with BLS Poly Bolt-On track pads, they can change the pads any time during the season without taking too much time. We recently had a customer that was able to change the 28 pads on one track in a little over an hour. They had never had that luxury before."

Features of polyurethane BLS Poly Bolt-On track pads include easy installation and removal, with savings of up to 50% on replacement labor time compared to

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2006 BLS TUF PADS® Relay For Life team is (from left), Barry Stoughton, Matthew Wojtal, Jim Scott, Michelle Scott, Mike Wojtal, & Anne Stoughton.

\$373 million raised by ACS in the U.S. in 2006. Since its beginning in 1997, the Elk Grove Village Relay for Life has raised nearly \$1.3 million for ACS, and BLS has been there every step of the way.

IN HURRICANE KATRINA'S WAKE

ARTLINER-BLS BOLT-ON AND CLIP-ON PADS PROTECT GULF COAST INFRASTRUCTURE

Contractors and rental businesses have long sought **Artliner-BLS Bolt-On or Clip-On pads**, because they give owners a big option in excavator use: They can easily be “popped on” when needed to protect pavements or turf from steel tracks, and then “popped off” when no longer needed.

But the disaster of Hurricane Katrina proved their mettle, when the use of non-steel excavator pads was mandated by the Federal Emergency Management Administration (FEMA) for all post-Katrina demolition and reconstruction.

Nortrax Equipment, a John Deere retailer (with both sales and rental) with regional locations in east Texas and in Louisiana, was in the center of the



In 2005, Hurricane Katrina caused billions of dollars of infrastructure damage. Photo credit: Federal Emergency Management Agency

“storm” and worked hard to get their contractor customers the shoes they needed to meet the imposed spec.

“The Corps of Engineers and Federal Emergency Management Administration (FEMA) required that all contractors use non-steel pads for mobile equipment,” said Derrek St. Pierre, parts manager for Nortrax’ St. Rose, LA branch. “They didn’t want the vibration of the tracks to destroy paved surfaces like pavements or bridge decks. They also did not know what the effect of the vibration might be on the very high water table immediately after the storm. So they asked that everybody doing cleanup work put rubber pads on their tracks, or get rubber shoes.” The ruling applied to local streets as well as highways.

All of a sudden, contractors who never had needed rubber pads needed them immediately, if not before. To serve them, Nortrax obtained a large assortment of **Artliner-BLS** pads from **BLS** and sold them until the spec was later rescinded.

“**BLS** was very good,” St. Pierre said. “From the top they provided us with what we demanded, and got the shipment to me on time. I’m satisfied with our dealings with them and have never had any trouble. **BLS** came through for us with stars as far as I’m concerned. It was wonderful.”

“**BLS** gave us great service,” said Chuck Merrill, parts manager of Nortrax South. “They had in-stock most everything we needed. They provided a long list of everything we possibly could sell, but we ordered from the experience of the machines we had for the shoes we needed, and the ones we could sell.”

Artliner-BLS track pads are designed to be easily installed and removed from a machine’s steel tracks. Dirt work or excavation only requires steel grousers. But the next day the contractor may have a totally different job, where the machine has to be driven or worked on an asphalt or concrete parking lot. Steel tracks would damage this surface, but quick and easy installation of rubber **Artliner-BLS** track pads lets the machine do double-

duty.

While St. Pierre doesn’t work with the equipment in the field, she has observed the installation of the **Artliner-BLS** product and knows how fast it is. “We have installed one on a track shoe, and it’s easy,” she said. “You just unbolt four bolts, put it on a track shoe, and bolt it back. To me they look like they do wonders, absorbing vibration and protecting the paved surfaces.”

Artliner-BLS Bolt-On and Clip-On track pads are also useful to the rental house, whose excavators and mobile equipment may do such double duty week-in, week-out. **Artliner-BLS** track pads give their machines the versatility they need for whatever jobs the renting contractor throws at them. They also eliminate the need to place protective mats under the steel tracks, or to bring in a large trailer just to move the machine a short distance.

The pads are durable too. A customer of Carter Machinery Co., Inc., Salem, VA, has over 7,500 hours on his **Artliner-BLS Bolt-On pads**, and transferred them from one excavator to another.

“The contractor is using a Caterpillar 320C material handler to transfer municipal refuse in a transfer facility,” said Carter’s Dan Buckley. “The customer has gotten more service than they expected, so much so that they were able to trade shoes off an old machine and put them on a new machine, they were in such great shape.”

Artliner-BLS Clip-On track pads with bolts are attached directly to the steel grouser shoes either by a bolt-on bracket at each end, or by a slip-over yoke at one end and a bolt-on bracket at the other.

The bolt-on track pads are attached to the steel grousers by having the threaded studs -- which project from the back of the pad -- bolted through pre-drilled holes in the grouser plate. Many Asian-manufactured machines already have these holes pre-drilled by the manufacturer, or the holes can always be drilled or burned into the steel shoes later.

These unique rubber track pads are made in a large variety of sizes, which will fit over 1000 track vehicles, and many sizes are in stock at the **BLS** warehouse ready for immediate shipping. They’re made from highly durable, cut-resistant rubber, and will last the contractor for many jobs and many seasons.

Artliner-BLS rubber track pads can also be used on concrete pavers. For instance, the 12-inch model CO 300HD works particularly well on the Gomaco 6300 and the Gomaco Commander III concrete pavers.



Artliner-BLS Bolt-On Track Pads



Artliner-BLS Rubber Clip-On Track Pads

NOW SMALL EXCAVATING, LANDSCAPING JOBS CAN BENEFIT FROM NEW STABILIZER PADS FOR DEERE

Small excavating and landscaping jobs now can benefit from a new rubber stabilizer pad made for the John Deere 110 backhoe-loader.

Introduced in 2006, the new stabilizer pad for John Deere meets the needs of customers for a new stabilizer pad manufactured with higher quality rubber than OEM specifications require. The pads answer customer requests for a longer lasting pad.



"The success BLS has had with the larger John Deere stabilizer pads made it an easy decision to manufacture the smaller stabilizer pad with the same material," said Barry Stoughton, president, BLS Enterprises. "Made to fit the small John Deere 110 backhoe, this product is perfect for small excavating and landscaping jobs, and it is especially useful for rental companies."

Stabilizer pads for backhoe-loaders from BLS Enterprises do more than protect paved or other improved surfaces during excavation; they protect the contractor as well, who would be liable for damaged surfaces once the dust had settled.

Some contractors still resort to strips of cut-up rubber tires bolted to the feet of stabilizer/outrigger arms. But BLS backhoe-loader stabilizer pads provide a much more reliable and stable

BLS Stabilizer Pads on Terex TX760 Backhoe

performance and are available in the same high-quality rubber used in BLS' HQRPADS™ track pads, at a price that's very competitive with OEM replacement parts.

BLS also makes stabilizer pads with longer-lasting premium polyurethane, the same material used in TUFFPADS® track pads. But for some models, mid-

grade BLS POLY-MG® polyurethane stabilizer pads also are available. They last longer than rubber but not as long as premium polyurethane, with a lower price than the premium product.

All BLS stabilizer pads are made of a solid block of material, which is bonded to a steel plate, which then bolts to the machine's outrigger arm.

BLS' best-selling stabilizer pads are for John Deere backhoe-loaders. But they're also available for the JI Case 500 series and Cat 400 series backhoe-loaders, plus equipment from Daewoo, Dynahoe, Dynapac, FERMEC, New Holland, Kobelco, and many more. And BLS can provide custom stabilizer pads to fit any machine.

While BLS rubber stabilizer pads are a step up from the OEM-provided strip rubber pads, the premium polyurethane stabilizer pads are in a class by themselves.

"The polyurethane pads have been holding up twice to three times longer than standard rubber parts from the dealers," said Wayne Nissley, president Wayne Nissley Excavating, Plain City, Ohio.

Nissley is a site prep and street repair contractor, and is a long-time customer of BLS, with over a decade of experience with TUFFPADS products.

With his John Deere 410E backhoe-loader, Nissley has been getting 18 to 24 months' service from premium polyurethane stabilizer pads, compared to 6 months with rubber pads. And when replacement is required, time and labor expended is minimal.

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All BLS stabilizer pads are made of a solid block of material, bonded to a steel plate, which then bolts to the machine's outrigger arm.

CONTINUOUS RUBBER TRACKS SOFTEN IMPACT OF SMALLER MOBILE EQUIPMENT

Continuous Rubber Tracks (CRTs) from Bridgestone are proving indispensable for contractors needing to minimize the impact of their smaller mobile equipment on lawns and other vulnerable working surfaces.

And because Bridgestone CRTs from BLS solve site problems big time, they also give the rental industry a powerful option for rental equipment fleets. "We give rental houses a major opportunity for aftermarket continuous rubber tracks, by the best manufacturer in the business: Bridgestone," said Barry Stoughton, president, BLS Enterprises.

The Bridgestone Corporation has been furnishing the highest quality continuous rubber tracks to the equipment industry for over 40 years, and BLS Enterprises, Inc. has been a partner of Bridgestone for over seven years as a major North American distributor. Late last year Bridgestone and BLS inked their third three-year distribution contract, which began in 1999, when BLS took on distribution of Bridgestone Continuous Rubber Tracks for mini-excavators, compact dozers and other construction equipment. Bridgestone came to BLS, looking for an outstanding company that could reach the aftermarket North America, and chose BLS because Bridgestone had seen BLS in the marketplace and liked the way it did business.

One CRT distributor-customer of BLS is T&E Tire Service of Kansas City, Mo. "We're distributing the tracks for skid-steer loaders," said T&E's Chris Lund. "I've sold quite a few of them. BLS has been competitive with pricing and I can get them to the customer at a good price. They turn their quotes out quickly so I can get them out to my customers as fast as I can. They have great on-time shipping. Freight is always included in the quote so there are no surprise costs. And they ship full orders, the same day I place the order or next."

That fast turn-around pays off for contractor customers who are in a pinch. "I've had two instances with customers with machines that are down, and I've been able to get their machine back up again in two days," Lund said. "Coming out of Chicago we get great delivery service. When they said it would be here in

two days, it was here in two days. It's nice that BLS is able to provide us with that edge."

Another user of Bridgestone CRTs from BLS is Jason Gailbraith, owner of Creative Edge, Spokane, Wash. Creative Edge designs and installs decorative concrete edging for customers in Spokane's residential community.

To get the concrete from the mixer to the installation site with his Honda HP 400 motorized wheelbarrow often requires crossing over lawns, driveways and walkways. CRTs on the Honda machine protects the surfaces over which it walks over from marring, scratching or other damage as the wheelbarrow transports up to 1,000 lb. of specially mixed concrete.

"I have just ordered my third pair of Bridgestone rubber tracks from BLS, and I couldn't be happier," he said. "These tracks are giving me at least 33% better wear than I was getting out of my previous rubber tracks. When I used those tracks, I would have to order new tracks when I got down to the 60% wear mark, because they would start breaking at that point. The Bridgestone tracks are lasting much longer and, because they are made from a harder compound, they don't mark up any of the concrete surfaces that I have to cross. I think these rubber tracks are a great product, they really work for me!"

Whether it's for motorized wheelbarrows, mini-excavators, or other rubber track machines, large and small, BLS Enterprises has been bringing customer satisfaction to large numbers of contractors with fine track-related products since 1986.



Bridgestone CRT mounted on mini-excavator

INNOVATIVE PRODUCTS, TRAVEL

KEYS TO CRACKING INTERNATIONAL MARKETS

BLS Enterprises, Inc. sells its unique replacement wear parts in a variety of countries and is working hard to build contacts and customers in all parts of the globe.

BLS products are found in North and South America, Australia, Africa and Asia. **TUFPADS**® track pads have been sold to customers in Estonia, England, Ireland, the Netherlands, Spain, Egypt, South Africa, China, Japan, Singapore and many more countries around the world.

"The U.S. and Canada markets are not maxed out by any means, but we feel our greatest, future expansion opportunity will be international, including overseas," said Barry Stoughton, president, **BLS** Enterprises, Inc.

As of 2006, **BLS** sells direct to the customer in all but two countries: Mexico and Japan, where it has established exclusive sales arrangements with local agencies. **BLS** is working to establish exclusive sales arrangements in other countries as well, through international travel, world expositions, and personal meetings.

This year, **BLS** will exhibit at Bauma '07, an international trade fair for construction equipment and materials. Bauma is held every three years, on a cycle with CONEXPO/CON/AGG in North America, and Intermat in Paris, and is the largest construction equipment exposition in the world. Customers and manufacturers from all continents will attend. The 28th Bauma will be held April 23-29 in Munich, Germany, and **BLS**' booth will be located in the USA Pavilion.

"Because we exhibit at the USA Pavilion, it really distinguishes us from the masses of booths out there at Bauma," Stoughton said. "It provides us with a great venue, with translators and quiet, private places to talk, with food and drink available."

While Bauma is good for exposure to European, African and other world markets, to better reach the Far Eastern markets, **BLS** will exhibit at CONEXPO Asia, Dec. 4-7, 2007, at the Chinese Export Commodities Fair (CECF) Pazhou Complex, in Guangzhou, China. "We see a major opportunity to bring the polyurethane track pad to Asia," Stoughton said. "We also have met important people there, such as our Hong Kong agent, and Asian makers of construction equipment."

"One year we simply placed posters at an international fair – instead

of being there personally – and they didn't work," Stoughton said. "You have to be there, you have to be able to interact with customers, you have to talk with them. So we went to Bauma in 1995 and have been there every three years since."

In the meantime, **BLS** is establishing exclusive relationships with marketers in some of its most important markets. "In two countries we have exclusive dealers who are selling our products," Stoughton said. "In Mexico, HESA is our new distributor who serves the entire country. They're doing a great job of selling to asphalt milling machine owners, and anyone in Mexico who wants our product should contact Refacciones e Implementos HESA, S.A. in Aguascalientes, C.P."

In Japan, **BLS** works exclusively with Tas Tech Co. Ltd., located in Kitakyushu. Also in Asia, **BLS** has an agent in Hong Kong, K.K. Lai, REALTECH LTD., who can place orders with **BLS** on behalf of his Asian customers. Other agents work in Egypt and South Africa. For more information on them, contact a sales associate at **BLS** Enterprises, Inc.



BLS cements Hong Kong ties with 2005 visit. From left are Mabel Lai, Anne Stoughton, Barry Stoughton, K.K. Lai.



HESA, **BLS** Enterprises' exclusive distributor in Mexico, presents Barry and Anne Stoughton with 20th anniversary commemorative plaque at Independent Distributors Association Convention in San Juan in October. From left are Pablo Salazar, Alejandro Salazar, Barry Stoughton, Anne Stoughton and Alfredo Salazar.



Interpreter Grace assists Anne and Barry Stoughton during CONEXPO Asia in May 2006 in Beijing

NOW-SMALL-EXCAVATING, LANDSCAPING JOBS CAN BENEFIT FROM NEW STABILIZER PADS FOR DEERE

Continued from Pg. 7

"I do a lot of street work and use them continually; that's why I'm so aware of how much better they hold up. The standard rubber pads only hold up about six months if you're lucky. The polyurethane is a much better material to work with; for the money, it's the best buy you can find, because if you're changing pads every six months, versus up to two years with polyurethane, the labor savings amounts to quite a difference."

And in the "City of the Big Shoulders", an excavation contractor is getting big service from its **BLS** stabilizer pads. Nash Brothers Construction Co., Inc., of Chicago's South Side uses **BLS** polyurethane stabilizer pads on its 19 John Deere backhoe loaders.

"The polyurethane stabilizer pads are working well in the field, holding up real good, and **BLS** does a good job of taking care of us," said Tom Mulligan, mechanic for Nash Brothers. "We have everything from Deere 310s to 710s, and work mostly on the street, which is why we need the stabilizer pads in the first place. We go through about a dozen pads a year, as personnel in the field take them off the shelf and replace them as they need them."

POLY BOLT-ON PADS SAVE TIME AND DOLLARS

Continued from Pg. 5

bonded track pads because there's no need to spend time cleaning debris from bolt holes to replace track pads, and there's easy access to lock nuts for replacement of **BLS Poly Bolt-On** track pads.

Then, when it's time for new pads, existing customers will save on shipping costs with replacement pad orders, because the pad alone constitutes 80% less shipping weight than the pad with heavy metal grousers.

BLS Poly Bolt-On track pads were developed specifically for the equipment that needs them the most, asphalt and concrete pavers, and asphalt cold milling/planing/profiling machines.

BLS Poly Bolt-On track pads are available for most midsize and larger Wirtgen, Roadtec, CMI, Caterpillar, Dynapac and Bitelli cold milling machines. They're available for asphalt pavers by Barber-Greene/Caterpillar, Bomag/Gilcrest, LeeBoy, Mauldin and Roadtec. And they're available for concrete pavers by Gomaco, Miller-Formless, and Power Curbers.

RENTAL MARKET:

ESSENTIAL PART OF BLS CUSTOMER OUTREACH



The rental market is an essential part of **BLS** Enterprises' outreach to customers.

"The rental industry provides yet another vehicle for **BLS** to serve its customers with innovative wear parts," said Barry Stoughton, president.

"We've been dealing with **BLS** for a number of years, mainly for aftermarket **BLS** stabilizer pads for backhoe-loaders, and for continuous rubber tracks for my skid-steer machines," said Dave Arlinghouse, operations manager and co-owner, Art's Rental Equipment Inc., Newport, Ky. "I also have a few lift machines with bolt-on rubber pads."

BLS supports Art's and other rental stores with prompt service and fast delivery. "When we need a product, they ship it right away," Arlinghouse said. "Their delivery times are excellent, and they get us what we need, when we need it."

The quality of the **BLS** line pays off for Art's Rental Equipment, where rental customers can subject equipment to excessive use and abuse. "When rubber tracks came on skid-steer loaders, we were lucky to get 250 to 300 hours out of a set of tracks," Arlinghouse said. "Now, with the new technology, we're seeing 800 to 1,000 hours on a set of tracks from **BLS**. When it has gotten to the point where we are going to replace the tracks, we have tried some of the other aftermarket tracks, and they're just not any good. With the **Bridgestone** tracks, the quality is right there. We want to get as many hours out of a set of tracks that we can."

"Our being in the rental field makes it tougher on tracks, and the other brands simply didn't last," Arlinghouse said. "They can take 'rental abuse'. When people rent a car, they may not be as inclined to take care of it as if it were their own. People who rent equipment may be in the same boat and they may not take utmost care of it. Also, rental equipment is utilized much more than a contractor's. A contractor may put five hours a week on a piece of equipment, versus five hours a day on rental equipment. So I can wear through a set of tracks in about a year without a problem."

Certain products of the **BLS** line are especially well-suited for rental customers. These are the **Bridgestone** Continuous Rubber Tracks, rubber and premium polyurethane **BLS** stabilizer pads for backhoe-loaders, **Bullman**™ flat-proof, air-cushioned tires for skid-steer loaders and backhoe-loaders, and **PROTRAC**™ over-the-tire tracks for skid-steer loaders.

These products are ideal for the smaller equipment – compared to asphalt pavers, asphalt cold milling machines, and larger excavators – that rental businesses rent most often. These include:

- **Bridgestone Continuous Rubber Tracks.** **BLS** is a national distributor for **Bridgestone** continuous rubber tracks for mini-excavators, compact excavators, and track loaders, and other construction equipment. These continuous rubber tracks offer excellent traction and durability. **Bridgestone** continuous rubber tracks provide quality you can depend on from the largest manufacturer in the industry with the longest warranty in the industry. A one-year warranty on workmanship and materials comes with all **Bridgestone** tracks from **BLS**.

- **BLS Stabilizer Pads.** For the rubber-tired backhoe-loaders popular with rental houses, **BLS** Stabilizer Pads are available in long-lasting

premium polyurethane, value-priced mid-grade polyurethane, or high-quality rubber. These essential pads protect existing surfaces when backhoe-loaders go to work in developed areas.

How do we know we're meeting the needs of our rental customers with these products? They tell us!

"**BLS**' customer service is very good," says Jess Martinez, United Rentals, Albuquerque, N.M. "We have purchased both continuous rubber tracks and John Deere rubber backhoe [stabilizer] pads from **BLS** and are very satisfied with their customer service and products. Their order completion is detailed and very prompt. Orders are shipped the same day or their sales people will notify you. They're very complete."

A purchaser of a **Bridgestone** continuous rubber track for a Mitsubishi BD2G dozer concurs. "I am extremely happy with your customer service for the replaced tracks from **Bridgestone**," says Emmitt Champion, Champion Construction, Cleveland, TN. "I have been suggesting that others call **BLS** because of its good price and excellent customer service."

- **Bolt-On or Clip-On Rubber Track Pads** from **BLS** can make rental equipment more versatile. Our rubber **Artliner-BLS** quick on-and-off clip-on or bolt-on track pads can easily be installed and removed to allow steel-tracked equipment to work on concrete, asphalt, grass, or indoor floors one day, and in dirt or rough terrain the next. As such these pads are perfect for rental stores, which now can rent their steel-track excavators for a variety of purposes with only a short time needed to change pads. They're available for over 1,000 equipment models.

Gary Greer of Noxon, MT, recently purchased **Artliner-BLS** rubber bolt-on pads for his Hitachi EX33 mini-excavator. "The service and follow-up was stellar," he tells us. "I really appreciate the way **BLS** conducts business."

- **Bullman**™ flat-proof rubber tires for skid-steer and backhoe loaders are shock-absorbent and air-cushioned for enhanced productivity, without the downtime, flats and wasted time and money associated with pneumatic tires. See article on Page 3.

- **Protrac**™ over-the-tire tracks let owners of rubber-tire skid-steer loaders enjoy the great traction and flotation that formerly they could only get with track loaders. They will fit existing skid-steer tires to perfection, with no slipping or damage to the tire.

- **Centri**® air precleaners from **BLS** for most gasoline and diesel engines provide longer filter life, high-efficiency, and reduced operating costs for equipment owners with a full lifetime warranty on the entire unit.

- **Nyrim**® track pads are made of high strength industrial polymer for low ground pressure applications, allowing tracked equipment to travel over soft ground without sinking. **BLS** is the **Nyrim** track pad exclusive distributor in North and South America.

BLS offers equipment rental businesses the same quality product line and exemplary personal service that are saving contractors, equipment distributors, and OEMs time and money. To find out more about how **BLS** and its unique product lines can save money for your rental business, please contact a **BLS** sales representative at the telephone or fax numbers on page 12, or via e-mail at bls@TUFPADS.com; or visit our web site at www.TUFPADS.com.



Barry Stoughton on duty at **BLS** Enterprises' exhibit at 2006 American Rental Association's The Rental Show

PADS OR TRACKS FOR PAVERS? BLS MAKES CHOICE EASY

Whether you need polyurethane bolt-on pads for asphalt pavers, or complete rubber tracks, **BLS** Enterprises can supply what you need promptly and at a great price.



New **TUFPADS**® Track Pad for Bomag/Gilcrest Propaver 813 with three bolts

BLS now offers exclusive **BLS Poly Bolt-On**® pads for many makes of asphalt pavers, and **Bridgestone** Continuous Rubber Tracks (CRTs) for Blaw-Knox 5510 and 4410 pavers, the Caterpillar AP-1055, and coming soon, the AP-655.

BLS Poly Bolt-On track pads are available for the Barber Greene/Caterpillar BG 225, 245, the LeeBoy

8500, 8815 and 8816, the Mauldin 1550, and the Roadtec RP 185 asphalt pavers.

And now, premium **TUFPADS**® track pads are available for the later model Bomag/Gilcrest Propaver 813 in both the two bolt and three bolt versions.

BLS Poly Bolt-On track pads deliver to the contractor the ultimate in versatility, traction, protection, and durability. The operator, working for only a few hours, can install or remove the pads on the work site, without the necessity to have the machine trucked to a garage. Because of their easy installation and removal, contractors can save up to 50% on replacement labor time compared to bonded track pads.

TUFPADS track bands and pads, as well as complete rebuilt track assemblies, for the Blaw-Knox PF-400 and PF-500 series asphalt pavers also are available from **BLS**. Although these machines are no longer made, their owners can keep them working year after year with quality tracks and pads from **BLS**. Customers exchange their old track assembly cores when purchasing, and these cores are rebuilt and recycled for future use.

"We encourage customers to trade in their old cores, or sell them to us for refurbishing," said Barry Stoughton, president, **BLS** Enterprises, Inc. "When they return their cores to us, we refurbish them up to spec, and they are then rebuilt into complete track assemblies."

BLS distributor customers feel the same way.

"Many of our customers want to maintain their older Blaw-Knox machines, and they can economically refit their pavers with aftermarket tracks from **BLS**," said Mike Wheeler, Clark Machinery Co., an equipment distributor in Mabelville, AR, just outside Little Rock. "We've been buying from **BLS** since 2000, and we do between four and six asphalt pavers with new tracks from **BLS** each year. **BLS** is able to ship a track within a week, which usually is enough time to tear a paver down, clean everything up, and put it all back together. **BLS** has had good inventory and that helps. Those guys are really helpful and the parts are holding up well."

These paver overhauls used to take place during the winter, but mild winters and a large backlog of work has meant paving contractors in Arkansas have been able to work through much of the winter, so pavers are being refurbished throughout the year.



BLS Remanufactured complete track assembly for the Blaw-Knox PF 500 paver

"At one time contractors would tear them down in the winter and rebuild for spring," Wheeler said. "But now, the weather has been so good the last couple of years they have been able to run them all year until they need new tracks, and then bring the machine down for refitting. We have sold many sets, and they haven't yet come back; they're a pretty decent product."

Exchange of track cores is very important, as that keeps the cycle going, Wheeler said. "All of our sales are on a track core exchange basis," Wheeler said. "There is not much that can be done for the used bands, but the cores are always needed."

BLS also offers **Bridgestone** continuous rubber tracks for the Blaw-Knox 5510 and 4410, and Cat AP-1055, introduced in 2005. The firm incorporated state-of-the-art knowledge into these tracks, and offers the most advanced set of features to owners of these asphalt pavers. **Bridgestone** has manufactured rubber tracks since the 1960s, and today produces over 500,000 rubber tracks annually from several factories worldwide.

DISCOUNT TO ARRA MEMBERS MAY PARTIALLY BALANCE MEMBERSHIP FEE

Contractors who belong to the Asphalt Recycling & Reclaiming Association (ARRA) earn a 15% discount on most **BLS** products, and they're finding that the discounts they earn from **BLS** can substantially or completely balance the cost of belonging to ARRA.

BLS encourages anyone in the asphalt recycling industry to join the ARRA. Along with the benefits they will receive from the organization itself, if a **BLS** customer is an ARRA member, he or she will receive 15% off list price every time he makes a purchase of **TUFPADS**® track pads from **BLS** Enterprises, Inc. The offer excludes discounts on metal grousers used with **BLS Poly Bolt-On TUFPADS** track pads.

"There are many reasons to belong to ARRA, and we hope we can make the decision to join easier for asphalt recycling contractors," said Barry Stoughton, president, **BLS** Enterprises Inc. "One member saved the equivalent of 41.5% of his ARRA dues with just one purchase from **BLS**. Another member saved the equivalent of 21%."

BLS is a big supporter of ARRA. Since becoming a member in 1988, **BLS** has learned a great deal from the organization and the other members of ARRA. This knowledge is very important for **BLS** so that it can provide the highest quality product for asphalt milling machine owners.

With approximately 80% of asphalt pavement removed from resurfacing or widening projects reused in new road construction, asphalt pavement is the nation's most widely recycled product, according to Environmental Protection Agency figures developed for the Federal Highway Administration.

Because reclaimed asphalt pavement (RAP) contains existing aggregates that have already been acquired, permitted, shot, loaded, crushed, screened, stockpiled, reloaded and hauled, tremendous savings in extraction and hauling costs can be realized with asphalt recycling.

This includes fuel to mine virgin aggregates, and fuel to move the aggregates to a processing plant and then to an asphalt plant. And while there is no shortage of virgin aggregates in the ground, it's getting harder and harder for existing operations to get permits for expansion. And new operations are facing greater and greater hurdles to initial permitting. Use of RAP prolongs the life of existing and new aggregate operations.

More information is available at <http://www.arra.org>.



MEETING CUSTOMER NEEDS: TUFPADS® OFFICIAL BEER STEIN CUSHION FOR MUNICH'S BAUMA '07

In late 2006, good-old American know-how converged with classic German engineering to provide a solution for shattered beer steins during Bauma '07, when BLS Enterprises, Inc. designed and manufactured special pads to fit on the base of German drinking mugs.

"This definitely was our most unusual – and difficult – custom application to date," said Barry Stoughton, president, BLS Enterprises. "Bauma draws several hundred thousand visitors from around the world to Munich, and every one of them wants to be a native Bavarian for just a little while. The result was thousands of shattered beer steins caused by international visitors who would get 'carried away' when calling for 'noch ein bier', in the local parlance. But BLS was able to design a custom solution that will keep beer steins safe, and visitors happy."

Germans love their draft beer, and enjoying a libation at just about every



Classic German beer stein with modern new BLS TUFPADS® shock cushion prior to application

exhibit at Bauma is a time-honored tradition, because unlike North America trade shows, Bavarian hospitality dictates a beer tap or refrigerator with bottled beers in every booth or stand.

In Germany, beers always are served in glasses which are oversized to exhibit the fine froth of foam that surmounts every draft. The most popular sizes are the half-liter glass, and the heavy glass full-liter mass krug, or just mass, what Americans call a stein.

But problems followed when inexperienced international visitors would enjoy a cold draft, then another,

and thinking it was a local custom, began pounding their heavy beer mugs on tables, demanding more. And when one visitor saw another do it, the practice would become contagious, sometimes with entire crowds banging beer steins on wooden tables.

"It got to where we began to dread Bauma every three years," said one weary exhibitor with a biergarten adjacent to his stand. "That's the trouble with these international events, they attract too many foreigners. But I have seen the preliminary designs and am confident that BLS will do the trick."

BLS' design solution was beautiful in its simplicity: A one-inch thick circular pad with the diameter of the base of a beer glass or mug will be affixed to the base of the drinking implement. The pads are being produced in the same high-quality rubber used in BLS' HQRPADS™ track pads, or for more robust applications, longer-lasting premium polyurethane, the same material used in TUFPADS® track pads. The beer mug stabilizer pads are made of a solid block of material, which is bonded permanently to a steel plate, which then is bonded using a temporary adhesive to the base of the mug.

"The challenge was not in designing the pads, which draws on existing technology," Stoughton said. "The problem was obtaining an adhesive that would hold the steel plate and pad during Bauma, but would release the week after Bauma so the mugs could be reused. Fortunately our contacts with a German firm, produced an adhesive that would hold up to the demands of the imbibers, yet not release when soaked in spilled beer, but would release after Bauma was over."

Now BLS is looking to see if the German market is broader than just Bauma alone. "We understand that throughout the year, visitors from other parts of Europe also tend to get overserved when visiting beautiful Bavaria," Stoughton said. "In fact, we feel there is a strong possibility that this new technology could have year-round application for bier stubes and biergartens all throughout the country. If there is a perceived need we could meet it with domestic production,

IN ERA OF RECONSTRUCTION, SLOW DOWN IN WORK ZONES

In the post-Interstate era, where so much work is taking place on existing rights-of-way instead of new alignments, it's even more important for all of us to slow down and "Give 'Em a Brake" in road construction work zones.

Every year, approximately 1,020 people are killed in roadway work zones. Studies show that while motorists think workers are at most risk, the reality is by far the majority of those fatalities are motorists; in 2004, the year for which the most recent data are available, over four out of every five work zone fatalities were motorists.

With nearly a 50% increase in work zone fatalities between 1997 and 2004, work zone safety is a growing roadway safety concern. In 2004, there were 1,068 work zone fatalities; this figure represents 2.5% of all roadway fatalities for the year. In all, in 2004, there were an estimated 115,000 (1.3% increase from 2003) work zone crashes and an estimated 49,620 (a 2.1% increase from 2003) people were injured in work zone crashes (1.8% of all roadway injuries). That equates to one work zone fatality every 8.2 hours (3 per day), and one work zone injury every 9 minutes (160 per day).

Causes of crashes usually involve in-vehicle distractions, sudden stops, improper lane changes, or changes in traffic patterns within work zones. Most crashes are rear-end collisions that result in costly property damage.



Near Salina, KS, I-70 is completely rebuilt under traffic. Photo courtesy Kansas DOT

FHWA'S 10 TIPS FOR DRIVING SAFELY IN WORK ZONES

- **Expect the unexpected.** Normal speed limits may be reduced, traffic lanes may be changed, and people may be working on or near the road.
- **Slow down.** Speeding is one of the major causes of work zone crashes.
- **Don't tailgate.** Keep a safe distance between you and the car ahead of you. The most common crash in a highway work zone is the rear end collision.
- **Keep a safe distance** between your vehicle and the construction workers and their equipment.
- **Pay attention to the signs.** The warning signs are there to help you and other drivers move safely through the work zone. Observe the posted signs until you see the one that says you've left the work zone.
- **Obey road crew flaggers.** The flagger knows what is best for moving traffic safely in the work zone. A flagger has the same authority as a regulatory sign, so you can be cited for disobeying his or her directions.
- **Stay alert and minimize distractions.** Dedicate your full attention to the roadway and avoid changing radio stations or using cell phones while driving in a work zone.
- **Keep up with the traffic flow.** Motorists can help maintain traffic flow and posted speeds by merging as soon as possible. Don't drive right up to the lane closure and then try to barge in.
- **Schedule enough time to drive safely.** Expect delays and leave early so you can reach your destination on time. Be patient and stay calm. Work zones aren't there to personally inconvenience you. Remember, the work zone crew members are working to improve the road and make your future drive better.

or perhaps manufacture in one of the lower-cost former republics of the old Soviet Union. We also could license the technology in Europe for a local manufacturer. The sky is the limit."

The above satire is done for fun and does not represent reality.



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BLS Available Products:

- TUFPADS® Polyurethane Track Pads
 - Bonded TUFPADS® or
 - BLS Poly Bolt-On® TUFPADS®
- BLS POLY-MG® Polyurethane Track Pads
- HQRPADS™ Rubber Track Pads
- BLS Stabilizer Pads
- Bridgestone Continuous Rubber Tracks
- Artliner-BLS Rubber Track Pads
- PROTRAC™ Over-the-Tire Tracks
- Bullman™ Flat-Proof Rubber Tires
- CENTRI® Air Precleaners
- Nyrim® Track Pads for Low Ground Pressure (BLS is the exclusive North & South American supplier for Nyrim® Track Pads.)

COME VISIT US AT THESE MAJOR EVENTS THROUGHOUT 2007!

CEG - Construction Equipment Guide Chicago Construction Expo
 January 9-10
 Renaissance Schaumburg Convention Center
 Schaumburg, IL
 Booth No. 7

AED - Associated Equipment Distributors 88th Annual Meeting & Condex
 January 16-18
 Las Vegas Hilton
 Las Vegas, NV
 Booth No. 1700

World of Concrete 34th Annual Exposition
 January 23-25
 Las Vegas Convention Center
 South Hall Second Floor,
 Las Vegas, NV
 Booth No. S20317

NPE - National Pavement Expo
 February 1-3
 Nashville Convention Center
 Nashville, TN
 Booth No. 1115

ARA - American Rental Association
 The Rental Show
 February 7-10
 Georgia World Congress Center
 Atlanta, GA
 Booth No. 802

Yoder & Frey Auction
 February 12-16
 Kissimmee, FL

ARRA - Asphalt Recycling & Reclaiming Association AEMA - American Emulsion Manufacturers Association ISSA - International Slurry Surfacing Association Joint Meeting
 February 14-17
 Hyatt Regency Coconut Point
 Bonita Springs, FL

NAPA - National Asphalt Pavement Association 52nd Annual Meeting
 February 18-21
 San Francisco Marriott
 San Francisco, CA

WOA - World Of Asphalt Show and Conference
 March 19-22
 Georgia International Convention Center
 Atlanta, GA
 Booth No. 1301

BAUMA 2007 28th International Trade Fair
 April 23-29
 Neue Messe Munchen
 Munich, Germany
 Booth C4.226 in USA Pavilion

ICUEE - International Construction & Utility Equipment Exposition
 October 16-18
 Kentucky Exposition Center
 Louisville, KY.

IDA - Independent Distributors Association 49th Annual Convention
 October 17-20, 2007
 Honolulu, HI
 Booth 70

ARRA - Asphalt Recycling & Reclaiming Association Semi-annual Meeting
 October 23-24
 Palace Station Hotel and Casino
 Las Vegas, NV

CONEXPO Asia
 December 4-7, 2007
 Chinese Export Commodities Fair (CECF) Pazhou Complex
 Guangzhou, China

