



Industry News

ISSUE 201

1st Quarter 1997

Small is Good

Bliss Industries is a small family owned company. There are advantages and disadvantages to being a small company. However, for our business "small" is a **HUGE** advantage. We view every customer as a crucial part of TEAMBLISS. How many times have you heard from another manufacturer, "This is standard and the only way that we build it?" Well at Bliss Industries, we can accommodate special applications, designs and equipment changes for our TEAMBLISS customers' individual needs.

When you have a piece of equipment down, we do everything reasonable to get it up and running as soon as possible. And not in two or three months like other manufacturers may tell you. Our quoted delivery time is what we can realistically achieve. If your order is delayed, we will contact you so delays don't hang on and on for months without communication.

We stock a large inventory of parts for immediate shipment. We can do this because we don't have an overbearing, "bean counter" accountant dictating our inventory. As we see it, we can't sell out of an "empty wagon."

Our engineering department can provide contractors with drawings on a timely basis for your project. Quotations are provided promptly for equipment and spare parts. Our service tech-

nicians take care of you as best as they possibly can. Why? Because our future rests with our TEAMBLISS customers and our best ideas for future growth come from our TEAMBLISS customers. We try to treat every customer like we, ourselves, would like to be treated if the situation was reversed.

Now, this is not some new vague concept at Bliss Industries. It is how we always have and will continue to do business. Contact our customers -- they are our best salesmen.

We trust that you and yours will have a prosperous 1997. Please stop by or call if you have a need for our equipment.

Best Regards,

Greg Alles
Vice-President Marketing

NEW!

Bliss Web Site and E-mail Address

Visit our new Website and contact or correspond with us via E-mail. This is a very cost effective way to communicate, both domestically and internationally, with our customers. As time permits, we will constantly be updating our Website with more technical information.

Web site: <http://www.bliss-industries.com>

E-mail: sales@bliss-industries.com

E-mail: service@bliss-industries.com

E-mail: engineering@bliss-industries.com

Impacting Industries Worldwide.

State-of-the-Art Paint Booth

In order to further enhance the quality of our equipment, Bliss Industries built a state-of-the-art downdraft paint system. The 2400 sq. ft. facility consists of 3 separate paint booths with the capability of producing a "baked-on" finish. The "baked-on" process, which requires natural gas, reaches a temperature of 160° Fahrenheit. This paint application process is another added value for our customers who purchase and install equipment manufactured by Bliss Industries. ⚙️



Mission Statement
TEAMBLISS, with the customer as team captain works continually toward improvement. We provide efficiency, productivity and ultimately profitability to the industries we serve.



Another new Addition to Bliss Industries - Eastern Regional Sales Manager

Jason Kessler has joined Bliss Industries as the Eastern Regional Sales Manager. He will be responsible for working with and assisting sales representatives in 21 eastern states. In addition, he will market Bliss Industries to expand its representation and enhance our customer service.

Jason brings to Bliss a good understanding of how to work with sales representatives since he was a manufacturers' representative for A.R. McKay Processing prior to starting at Bliss. He graduated from Ball State University with a BS Degree in Business and resides in the Charlotte, NC area with his wife Jan. In addition, congratulations are in order on the recent birth of their new son, Grant Douglas. ⚙️

Welcome Jason, Jan and Grant to TEAMBLISS.

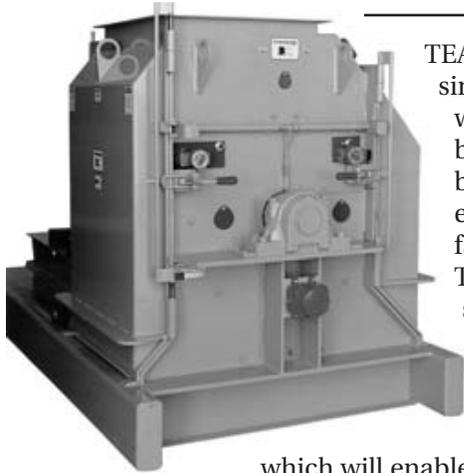


Service is Sky High

Bliss Industries maintains a leased Piper Arrow airplane to facilitate faster service and sales for our customers. Our pilot,

Marvin Janda, doubles as an electrical tech and assists in our sales department. ⚙️

New Wide Throat Hammermill

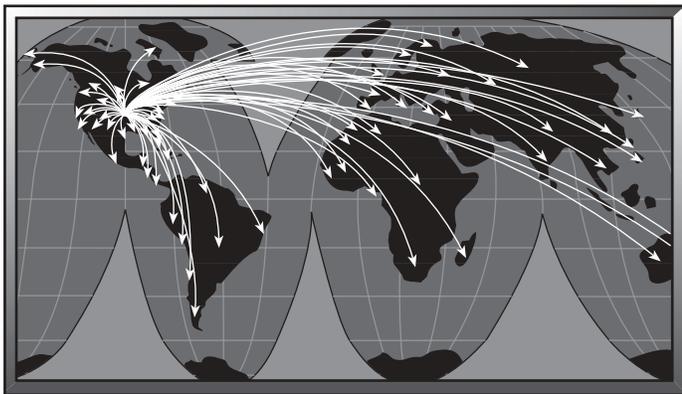


TEAMBLISS has designed a single direction hammermill with an extra wide inlet for bulky type products (i.e. bark, carpet, plastic, paper, etc.). We will initially manufacture the Eliminator Wide Throat (EWT) in two rotor swing diameters, 38" and 44", and three different widths, 24", 30" and 36". The wider throat allows feeding of more product

which will enable these types of applications to maximize efficiency through utilization of horsepower available. Call TEAMBLISS for further details. ⚙️

Bliss Industries -- Impacting Every Industry We Serve

This past year, TEAMBLISS celebrated its 15th year anniversary and the production of its 1000th ELIMINATOR HAMMERMILL. Bliss Industries manufactured



four hammermills during its first year of existence. Now, Bliss Industries has hammermills, pellet mills, coolers, crumblers, shredders and related equipment spread over 48 states, 30 countries and 6 continents.

Our first hammermill (Ole Number 1), which was put into service April 1981, was taken out of service in June 1995. It was replaced by a larger Eliminator Hammermill. The machine by today's standards was installed less than ideal, but still averaged only 2.3¢/ton replacement parts cost over its entire operating life. The mill was sold to grind corn for poultry feed and ground over 700,000 tons during its operating life. The machine entered our archives with its original bearings and rotor. "Now that's what we call not only bringing home the bacon, but puttin' it on the table."

Ole Number 1 is truly a testimony to the value added qualities of the Eliminator's design, workmanship and performance. Today, The Eliminator is efficiently grinding:

wood waste	molded wood products	livestock feed
wood fuel	wood flour	animal bedding
mulch	bark	chemicals
aquatic feed	cat litter	recycling
pet food	oil seed products	plastic
cereal by products	food products	spices
bakery by products	rendered products	animal waste
paper	herbs and salt	spent grains
shells	particle board (face and core material)	
	plus many more	

Every Team member has a right to be excited for having been a part of this accomplishment. ⚙️

Maintenance Tip from our Service Department

Your Eliminator mill is equipped with the finest in bearings, and, as with all types of bearings, they require service. We recommend that you remove the bearing cap, visually check and repack your bearings every 1000 operating hours with a premium lithium E.P. grease or sooner if bearing temperature increases or bearing becomes noisy.

To repack the bearings, remove bearing cap. Dip out all the grease possible and wipe out cap. Note: **Do Not use solvent or cleaner. Any solvent left in the lower housing will contaminate, dilute and may release particles trapped in the housing into the new grease and bearing.** Using a grease needle inserted in the hole of the outer bearing race, pump grease into bearing while turning mill rotor by hand. This will purge the old grease from the bearing. Remove this purged grease from housing by dipping and wiping it out. Grease the bearing one more time to insure it is completely packed. Add grease to the housing until the level is to the bottom of the aluminum seal ring. Caution: **Do Not over grease bearing.** Replace bearing cap and torque. ⚙️

OP><FLO Cooler

Our circular solution to counter-flow cooling is receiving huge acceptance both domestically and internationally. Our largest world competitor has just recently announced a 10% price reduction in order to

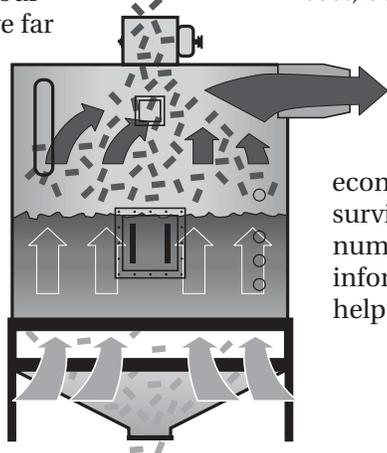
(continued on next page)



Impacting Industries Worldwide.

combat the success of the circular designed OP><FLO Cooler. We assume they believe that price is a customer's number one priority when purchasing new equipment. However, according to our information, you the customer, have far more important priorities other than price. They are delivery, working with people whom you like and trust, service, and the quality of the product.

We at Bliss Industries endeavor to work with every customer to accommodate his schedule for delivery; conduct business in a friendly professional manner; provide prompt customer service (equipment is not any better



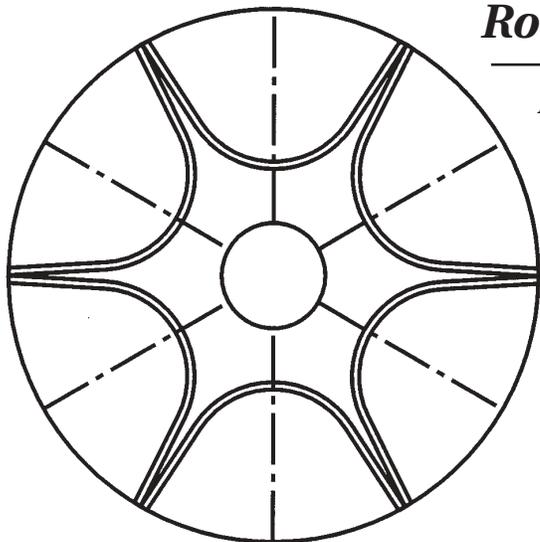
than the service it receives); and manufacture equipment that has a quality design as well as quality workmanship. The price may not be the lowest up-front cost, but our OP>< FLO Cooler will be the most cost-effective. **Our equipment traditionally has up to 1/3 the operating and maintenance cost of other designs.**

Today, it's a worldwide market, a global economy. Efficiency is the key to success if not survival. We at TEAMBLISS make your efficiency our number one priority. Contact us for more detailed information regarding how our OP><FLO cooler can help the efficiency of your cooling application. 

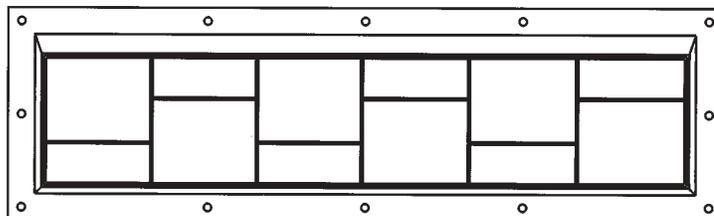
Rotary Feeder - Round Cup Design

ATTENTION! ATTENTION! PET FOOD MANUFACTURERS

You asked for it! Now you've got it! The stainless steel round cup paddle wheel was designed for your sticky, fatty, oil type products. The round bottom of the cup helps to keep the product from building up and filling the pocket. The cups are staggered for uniform feeding.



TOP VIEW



Impacting Industries Worldwide.

Bliss Industries, Inc.
 P.O. Box 910 • Ponca City, Oklahoma U.S.A. 74602
 Phone (580) 765-7787 • Fax (580) 762-0111
 1-800-569-7787
 INTERNET: <http://www.bliss-industries.com>
 E-MAIL: sales@bliss-industries.com



BULK RATE
 U.S. POSTAGE
 PAID
 PERMIT NO.17