



TUFPADS® TRACK PADS



In memory of the victims of the tragedy of 9/11/01.



News

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"#1 Source for Track Pads"
Winter/Spring 2004

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New Product: Poly Bolt-On TUFPADS® Track Pads

BLS Enterprises, Inc., the manufacturer of the highly successful TUFPADS® track pads, is very concerned about responding to its customers' suggestions for new products. And so it was when several owners of asphalt milling machines who were long-time users of TUFPADS® expressed their concern about a problem which had been bothering them. The difficulty came when the milling machine contractors needed to remove worn out track pads from the track chain onto which they were bolted. The preferred method of removal was to burn off the track nuts from the underside of the track with a torch. This method made sense to many users because it was a lot quicker than cleaning out the bolt holes that were clogged with asphalt and dirt, to insert a socket wrench to unfasten the bolts. The most significant problem was that many of the chains involved were lubricated, and using a hot cutting torch on the track nuts could heat the chain link to the point at which it could be made unusable.



Poly Bolt-On TUFPADS® Track Pad

If TUFPADS® track pads could be mounted through holes which were farther out toward the edges of the steel grouser track shoe, away from the lubricated center portion of the chain, then no amount of heating could damage the chain. This would necessitate making the new pads as a two-piece unit – a polyurethane track pad, or Poly Bolt-On pad, with four studs projecting out of the bottom, and a conventional triple grouser track shoe with four additional holes drilled into the steel grouser shoe to fit the four studs.

Reuse Grouser - Save Money

The advantage to using the new two-piece track pad, instead of the traditional bonded to grouser design is that, when the polyurethane portion finally wears out, the customer can simply keep and reuse his steel grousers, and purchase only the Poly Bolt-On pad. **By purchasing only the Poly Bolt-On pad, the customer will save up to 25% of the original cost,** since he does not need to replace his steel grouser shoes.

The customer will save freight costs due to the lighter weight of the Poly Bolt-On pad, and he will also save on installation and removal costs due to the easy access to the fastening hardware. In addition, using the Poly Bolt-On pad eliminates the labor cost of returning the customer's used pads for core credit.

Easy On – Easy Off

Rubber versions of this type of track pad have been available, but they all suffered the same fate of any rubber pad – they just don't last long enough, especially on abrasive applications like asphalt milling. BLS Enterprises was the first in the U.S.A. to produce polyurethane track pads seventeen years ago, due to customer demand for track pads that lasted longer than rubber. It soon became obvious that a polyurethane Poly Bolt-On pad that is formed to the shape of a triple grouser and bolted to a reusable steel grouser shoe would be just



Poly Bolt-On TUFPADS® Track Pad End View

See Poly Bolt-On on page 2

President's Message

Dear Friends,



Barry Stoughton

Once again, it is my privilege to thank all of you who have made the choice to associate yourselves with our BLS prod-

uct line. I look forward to visiting with you in person at one of our exhibits this year, or just give me a call. I encourage you to read our newsletter to see how we at BLS continue to improve our products and introduce new products to help you, our customer, with your undercarriage-related problems.

As you know, BLS was the original company to produce polyurethane track pads in the U.S.A. back in 1986 to help the construction industry. Since that time, we have always continued to look for ways to help our customers. I am happy to report that our new compound, now called Poly II, which was mentioned in last year's newsletter, has proven to be a significant improvement to the wear life of our TUFPADS® track pads. I am even happier that we can offer these new TUFPADS® track pads with Poly II at no extra cost so that you now get 17% to 24% longer wear on your track pads. Please read more about our Poly II compound on page 2.

See President's Message on page 2

ON THE INSIDE . . .

Welfie Installs Poly Bolt-On Track Pads	Page 2
The Poly II Story	Page 2
New Product: Nyrim® Track Pad	Page 3
Nyrim® Track Pad Application	Page 3
Bridgestone Continuous Rubber Track	Page 4
Unusual Use for Bridgestone	Page 4
BLS Poly-MGT™ Track Pads	Page 4
ProTrac® Has Better Ideas	Page 5
Artliner-BLS Track Pads Versatile, Durable....	Page 5
Trade Show Schedule	Page 6
BLS to Bauma	Page 6
BLS Key Personnel	Page 6
Tufpads® Universally Admired	Page 7
ARRA Honors BLS 15 Years	Page 7
BLS Sponsors Cancer Fight	Page 8

the solution. Now the customer could have the labor savings of easy installation and dismantling of a bolt-on pad and the cost savings that can be realized by reusing the steel grouser, combined with the durability and long life of a polyurethane track pad.

On the whole, BLS customers, especially those owning milling machines, will no doubt find the new Poly Bolt-On TUFPADS® track pads to be a very practical answer to several problems that they may have had in the past. BLS Enterprises has once again proven that its customers, and their needs, are the primary impetus that drives this company.

President's Message continued from page 1

I am proud to announce that two new BLS products are available to help our customers. The first is our polyurethane **Poly Bolt-On TUFPADS®** track pads, the only one of its type now offered on the market today. This polyurethane pad is bolted directly onto the steel triple grouser track shoe and with our new **Poly II** extended wear compound, will last for many more hours than any rubber pad. When the polyurethane pad finally does wear down, the customer only needs to purchase the **Poly Bolt-On** pad, and he does not have to replace the steel grouser shoe, therefore saving up to 25% on the second and future purchases. The customer will also save time installing and removing the pads due to the accessibility to the nuts and bolts. Please read more on page 1.

BLS has been selected to be the exclusive North and South American distributor for our second new product, **Nyrim®** track pads, which provide low ground pressure and high flotation. Made from a high-strength industrial polymer, these wide, flexible, light weight, track pads have a large surface area and are designed to be used on soft ground where heavy machines with steel tracks have a tendency to sink into the surface. For more on **Nyrim®** track pads, see page 3.

In December 2003, BLS Enterprises, Inc. will move our office to a new, larger location, which, though not far from its present suburban Chicago address, will make our company more efficient, thereby reducing our costs, and certainly benefiting our customers. Please be sure to change our address and phone number in your records as of December, 2003, to: **BLS Enterprises, Inc., 1115 Hilltop Drive, Unit B1, Itasca, IL 60143**, with local and international phone number **630-775-0900**, and fax number **630-775-0903**. Our U.S. and Canada toll-free number remains the same: **800-307-0299**.

Once again, I want to thank you, our many BLS customers, who have all helped to make our company the leader in a very competitive market. **Quality, value, and service** are the three pillars upon which BLS Enterprises, Inc. has risen to the top of the construction equipment parts industry. We pledge to continually improve our quality, value, and service to you.

Barry Stoughton, President
BLS Enterprises, Inc.

Welfle Installs Poly Bolt-On TUFPADS®

"I work for Welfle Inc., driving a milling machine, and recently we purchased some of the new **BLS Poly Bolt-On TUFPADS®** track pads. Installation of the pads went very smoothly, and after four weeks use, I can see that these pads are going to be really good for our company. The next time we need to buy track pads, we will go back to **BLS**, but we will only have to buy the **Poly Bolt-On** part of the pad. We will be able to reuse the steel grousers, which are already on the machine. We should be able to run the poly pad right down to the metal, because the ease of installation will permit us to replace the **Poly Bolt-On** pads in the field. There will be no need to truck the machine all the way



Welfle's Roadtec RX-50B with **Poly Bolt-On TUFPADS®** Track Pads

back to the Welfle garage to change out the pads, which will save us a lot of time and

money. In the field, I estimate that it will take a three-man crew just a few hours to change out the old pads. I'm glad we bought the **BLS Poly Bolt-On TUFPADS®** track pads, and I believe they are going to work out really well for us."



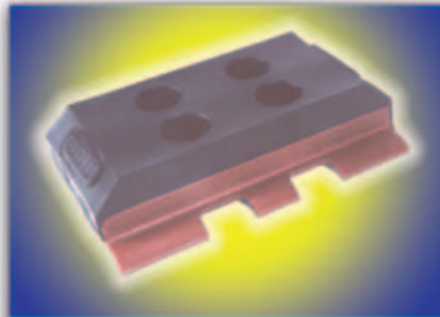
Ross Welch Happily Installs **Poly Bolt-On TUFPADS®**

Ross Welch, Welfle Inc.

Norwalk, Ohio, September 5, 2003

The Poly II Story

In February 2003, BLS Enterprises, Inc. decided, after extensive testing, to use a new compound additive, **Poly II**, for all of its premium **TUFPADS®** track pads. Laboratory tests indicated the new compound would significantly extend the life of the pads. **BLS**



New **TUFPADS®** Track Pad with **Poly II**

has produced hundreds of thousands of **TUFPADS®** track pads with the previous compound for the past seventeen years, which have certainly served BLS customers well and have made **TUFPADS®** track pads the standard in the industry. The **TUFPADS®** track pads with the new **Poly II** compound retain all the positive features of the previous product, such as excellent traction and even wearing, but also deliver a healthy increase in durability and abrasive resistance.

Real World Testing

Several of BLS's asphalt milling customers were asked to provide real world, job site testing of the track pads with new **Poly II** compound. One of the companies was Payne and Dolan of Waukesha, Wisconsin where crew supervisor Mark Smith oversaw a test on a CMI PR-800 milling machine. Mark mounted the standard, pre-**Poly II TUFPADS®** track pads on the left front track of the machine, and installed the new **TUFPADS®** with **Poly II** compound on the right front track. Because Payne and Dolan has a modified CMI PR-800 milling machine with a special 8-1/2 foot drum extension, the right front track tends to spin more than the left front track, thus wearing out the pads faster, which presented a more difficult test for the new **TUFPADS®** with **Poly II**. Mark's crew put the big CMI PR-800 machine through its paces for over eight months, and at the end of that period he evaluated the wear on both tracks. Mark determined that the right track showed no more wear than did the left, when one would expect it to show more wear, because of the weight distribution and the tendency of the right track to spin more. Other companies, including the Coady Contracting Company of Columbus, Ohio, and The Miller Group, Inc., of Morrow, Georgia, ran similar tests. After several months of grueling testing under true

See **Poly II** story on page 3

New Product: Nyrim® Track Pads

This year **BLS Enterprises, Inc.** became the exclusive North and South American distributor for **Nyrim®** track pads, which provide low ground pressure and high flotation. Manufactured from a high-strength industrial polymer, **Nyrim®** track pads are a new concept in track pads, designed expressly for applications in which the operator of a heavy track driven machine, such as an excavator or a bulldozer, can use his machine on a soft or unstable surface, without fear of damaging environmentally sensitive areas or even becoming stuck in the soft surface. European users of the product have been very happy with the results for nearly ten years. Please see the article on this page for a contractor's story. Environmentally friendly products have become increasingly important in America too, and **Nyrim®** track pads certainly fit the bill.



Nyrim® Track Pads on Liebherr Excavator

membrane-filled landfill sites, and even cranberry fields. **Nyrim®** track pads have even been used successfully on underwater mining machinery in the oil and gas industry.

Ground Pressure Low as 1.5 psi

Besides being kind to the environment, **Nyrim®** track pads are friendly to the machine's owner as well. Because they are light weight and require no steel track shoes to mount to, **these track pads can save up to four tons in weight per machine**, which can be quite important when an operator is trying to achieve low ground pressures. **Nyrim®** track pads have achieved ground pressures as low as 1.5 pounds per square inch. Overall lighter weight also makes possible smoother movement and increased payload capacity, as well as permitting owners of heavy equipment to transport their machines over highways with fewer weight restrictions.

Nyrim® track pads are very strong and flexible. Machines as heavy as twenty tons can be supported while traveling over soft or wet ground, and obstacles up to twenty percent of pad width can be run over without breaking the track pads. **Nyrim®** track pads are made from a patented nylon-based polymer material that is non-corrosive, will withstand the heaviest repetitive loads without breakage, has a self-cleaning surface, and will maintain its shape after years of exposure to wet environments. **Nyrim®** track pads can also be used without problems in the winter season because the nylon polymer material has very high impact resistance even at sub-zero temperatures. The pads also have very high abrasion resistance and are resistant to the sun's ultraviolet rays.

Nyrim® track pads are available to fit a variety of track chains such as D2, D4, D4H, D5, B60, FL6 and many others, are available in a range of widths up to a maximum of 55 inches, and can be ordered in custom widths to fit your particular machine.

Nyrim® track pads are really the solution to the problems of moving heavy machinery over soft surfaces without sinking, reducing soil compaction, and minimizing ground damage. Please contact **BLS Enterprises, Inc.** for more information on this innovative product.

Poly II Story continued from page 2

work site conditions, **the TUFPADS®** track pads with **Poly II** compound lasted 17% to 24% longer than those with the previous compound.

TUFPADS® track pads manufactured with **Poly II** compound started rolling off the line at **BLS's** production facility in February 2003, and since that time all **TUFPADS®** track pads have been made with **Poly II** compound. **TUFPADS®** track pads have always been the value leader in the equipment parts marketplace, and **BLS** now provides a significantly better product at the same price, rewarding its customers for their years of product loyalty.

Innovation and product improvement will always be a large part of the **BLS** philosophy, and delivering those new and better products to its customers will always be an important goal of **BLS Enterprises**.

Nyrim® Track Pad Application

Nyrim® track pads have many uses, and **BLS** found a man in England who uses them on a peat farm:

"My company is currently involved in peat extraction in England for horticultural purposes. We use a variety of machines to accomplish this, and we have about 40 machines in service.

About seven years ago we became aware of the **Nyrim®** track pads, and we started to buy them for our fleet. It didn't take long to equip our entire range of machines with the **Nyrim®** pads, and we have been very glad that we did. Most of the



Nyrim® Track Pads on Valmet 8000 Tractor

pads that are on our machines today are the same ones that we purchased seven or eight years ago. Our large excavators, which weigh up to 23 tons, are achieving ground pressures of only 2 pounds per square inch with the **Nyrim®** track pads, and smaller machines can easily achieve 1.5 p.s.i.

After witnessing our success, other companies from our area, such as electricity companies, have actually come to us and asked if we could help them to set up their operations with **Nyrim®** pads.

Based upon almost a decade of experience with this product, I would definitely recommend **Nyrim®** track pads to anyone who needs to achieve low ground pressures and who also wants tremendous durability. **As far as I know, Nyrim® track pads are the only product that will really do the job."**

Mr. David Belmont, Operations Manager

Bridgestone Continuous Rubber Tracks

Last year **BLS** Enterprises, Inc. signed the second multi-year distributorship agreement with the **Bridgestone** Company, manufacturers of the most highly regarded line of continuous rubber tracks in the undercarriage industry. The **Bridgestone** Company has a long and well-deserved reputation for manufacturing the finest rubber tracks, and many companies that make mini-excavators and other mini-construction machines use **Bridgestone** as the OEM-supplied track of choice. These tracks are also very popular in the rental industry, where many of these rubber track machines are leased or rented every day. **Bridgestone** fits nicely into the **BLS** product mix because of their products' excellent record of reliability and high customer satisfaction.

BLS Enterprises' customers have purchased significantly more continuous rubber tracks each year, and today, they represent a very respectable part of **BLS's** overall business. **BLS's** close proximity to the large **Bridgestone** distribution point in suburban Chicago is another feature that customers like, because it allows **BLS** to ship tracks in a very short time period. Anyone who has experienced his machine sitting idle at a job site because of a broken track, will surely appreciate **BLS's** ability to ship a track ASAP, often within twenty-four hours (for the more popular sizes).

They'll Be Back

Customers really appreciate the famous **Bridgestone** durability too. Mark Wedell, Parts Administrator of Aldridge Electric, of Libertyville, Illinois, says, "My company is an electrical contracting company that does a variety of jobs all over the Chicago area. In 2002 we purchased three pairs of **Bridgestone** continuous rubber tracks from **BLS** Enterprises for use on our Takeuchi TB035 and TB045 mini-excavators. We have really put these rubber tracks through the mill, doing every type of tough work, on surfaces like gravel, asphalt, concrete and even driving the machines on railroad tracks. We are very happy with the durability that has been demonstrated by the **Bridgestone** products. **We don't baby these tracks. In fact, you could say that we abuse them - but they can take anything that we dish out.** When these tracks

finally do wear out, we'll be back for more of the same. A great product, along with excellent **BLS** service, all at very competitive prices!"

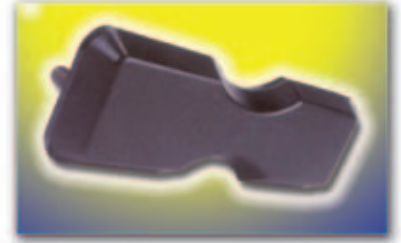
BLS Enterprises is proud to be a distributor of **Bridgestone** products, and we believe that the sale of these excellent products at competitive prices will continue long into the future.



Bridgestone Rubber Track on John Deere Machine

BLS POLY-MG™ Track Pads

In 1999, **BLS** Enterprises, Inc. introduced mid-grade polyurethane track pads, called "**BLS Poly-MG™** track pads", as a response to operators of small to medium size pavers, who were looking for track pads that cost less than the premium-quality **TUFPADS®** track pads, but that would outlast the rubber pads many of them had been using. While top-of-the-line **TUFPADS®** track pads are still the overwhelming choice of operators of heavy pavers, people who run smaller machines, such as the Gilcrest 813, Mauldin 1750, Ingersoll-Rand 650 and 750, Caterpillar AP1050, or Barber-Greene 225, 245 and 265 may want to consider the **BLS Poly-MG™** track pads as a viable alternative to rubber pads for their machines.



BLS Poly-MG Track Pad for Gilcrest 813 Paver

Camden Convinced

Mr. Vern Latham, Manager of Maintenance of the Camden County Maintenance Department, of Camdenton, Missouri, recently told **BLS**, "In February 2001, the Camden County Maintenance Department purchased a set of **BLS Poly-MG™** track pads for our Barber-Greene asphalt paver. After almost 2-1/2 years of heavy use, we have found that the **BLS** track pads have held up extremely well. The rubber pads that we formerly used would need replacement so often that they were really not worth the price or the labor expense, but these **BLS Poly-MG™** pads are really doing the job for us. **I would definitely recommend these track pads to anyone in the asphalt business.** I can assure you that when the time comes to buy more track pads, we will be coming back to **BLS** for more of these **Poly-MG™** pads. The excellent **BLS** service, combined with the high quality of your product, makes it a pleasure to do business with your company."

Stabilizer or outrigger pads are also made from the mid-grade polyurethane material, and owners of rubber tire backhoes that use this type of pad would be well advised to consider replacing their rubber pads with **BLS Poly-MG™** stabilizer pads.

Please contact your **BLS** sales representative to learn more about the possibility of equipping your asphalt paver or rubber tire backhoe with **BLS Poly-MG™** track pads or stabilizer pads.

Unusual Use for Bridgestone

In its yearly search to discover informative stories to publish in the **TUFPADS®** Track Pads News, **BLS** occasionally uncovers unusual applications for its products. The following is an example of just such an application.

"My company, Rubblemakers, of Dorchester, Massachusetts, uses special Swedish-made remote-controlled excavators called Brock C150s to clean out the inside of kilns and furnaces. The interior of these areas is an extremely harsh environment. It is very hot inside and the burned out ash and rubble is very sharp and abrasive. We used to use steel tracks on these jobs, but we found that we could not get the traction we needed. Then we started to order **Bridgestone** continuous rubber tracks from **BLS** Enterprises, Inc. **We saw an immediate improvement in traction with the Bridgestones,** and we are very happy with the durability that these rubber tracks have shown under the most difficult conditions. The manufacturer of our machines recommends a Swedish-made rubber track, but we found that the **Bridgestone** last much longer, and **BLS** is able to supply us with new tracks in a fraction of the time it would take to ship tracks from Sweden. Altogether, we are very satisfied with our experience with the **Bridgestone** rubber tracks and with the excellent service from **BLS** Enterprises, Inc."

Toby Duane, Owner

Rubblemakers, Dorchester, Massachusetts, September 3, 2003

If Bridgestone continuous rubber tracks can handle that job, just imagine what they can do for you!



Bridgestone Continuous Rubber Track

Protrac® Has Better Ideas

The **Protrac®** over-the-tire track system for rubber tire skid steer loaders converts rubber tire vehicles into track vehicles, providing better traction on wet or soft surfaces, while at the same time protecting tires. This system allows the machine operator to swap the shoes on the over-the-tire tracks, using rubber shoes when protecting the working surface is important, or using metal shoes when protection is not a factor. The machine operator can therefore select the track shoes which best suit the job and terrain.

Two Shoe Types

The **Protrac®** rubber shoe consists of a heavy-duty reinforced rubber pad backed by a steel plate. The rubber shoe features a directional tread pattern that is similar to the pattern on a normal skid steer tire. The operator will want to use the rubber shoe when he has to walk on concrete or asphalt finished surfaces without causing damage. In addition, the rubber track offers durability, improved traction, greater flotation, and tire protection.

The **Protrac®** magnesium metal shoe reverses the idea of the rubber shoe. In very harsh ground conditions such as in a demolition yard or land-clearing site, it is the working surface that may be a threat to the rubber tire. Sharp metal fragments can really wreak havoc on a rubber tire. The magnesium shoe, however, is impervious to even the worst, most abrasive conditions. These track shoes can also offer the flotation necessary when walking over sand or deep mud. Offering the maximum in tire protection, the magnesium shoes are as tough as steel, and the tapered edges are designed for easy turning. **Protrac®** is also the first and only skid steer track made with heat-treated forged chromium pins and links for exceptional wear-resistance and long track life.



Protrac® Over-the-Tire Rubber Track

Replacing a small part instead of an entire track is a great way to save money and time.

Diamond in the Rough

While the versatility offered by the **Protrac®** magnesium and rubber track systems is certainly impressive, a third type of **Protrac®**, the **Diamond** track, is also available. The Diamond track is a dedicated, non-interchangeable track offered at an economical price but with great features, that leaves its competitors in the dust. The unique, diamond-shaped crossbars are designed to keep the machine from sliding sideways even when maneuvering on a slope or in wet or icy conditions. The traction in forward or backward motion is very impressive. The Diamond track is extremely durable and the price is right.

The **Protrac®** over-the-tire track system for rubber tire skid steer loaders is a total system which offers the right tracks for every job. Built stronger to last longer, **Protrac®** is best over-the-tire track system being offered on the market today.

Artliner-BLS Track Pads Versatile, Durable

Artliner-BLS rubber track pads are protective track pads that are made in a large variety of widths to fit many types of steel track machines. Their great versatility comes from the fact that they can be installed onto or removed from a steel grouser shoe rapidly, and the job can be done almost anywhere. **Artliner-BLS** track pads are available in two different configurations, either as a bolt-on pad or a clip-on pad. The bolt-on track pad requires that the machine have two to four additional holes drilled into the grouser shoe to accept the studs of the track pad. If the purchaser does not wish to drill holes himself, **BLS** can do the job for him at a nominal cost.



Artliner-BLS Track Pads on Kobelco SK160LC

Most clip-on pads have a fixed L-shaped bracket at one end, and another L-shaped bracket at the other end which mounts to the pad with heavy-duty bolts, or have brackets with bolts at each end. In either case, the brackets are custom fitted to the thickness of the grouser shoe. Many contractors have found that they gain needed flexibility by using the **Artliner-BLS** track

pads; contractors can use protective track pads on one day and remove them the next day when a job does not require protective pads. These track pads have become a necessity for many contractors who use machines with steel tracks and who demand the highest level of versatility, traction, protection, and durability.

No More Boards

Artliner-BLS rubber track pads also eliminate the need to place protective boards or mats under the steel tracks, or the necessity to bring in a large flat-bed truck just to move the machine a few yards down the street. **A single person, working just a few hours, can install or remove the track pads, saving time and money.**

Artliner-BLS rubber track pads can survive harsh conditions too. Made from durable, reinforced, cut-resistant rubber, these pads will last for many jobs and several seasons and will pay for themselves many times over. **Artliner-BLS** track pads will protect delicate surfaces such as asphalt, concrete, driveways, sidewalks, curbs, grassy areas, and even interior flooring. **BLS** Enterprises, Inc. can supply **Artliner-BLS** track pads for many popular machines using 230mm to 800mm (10-inch to 32-inch) wide track shoes.

Alvin Likes 'Em

Mr. Alvin Boyt of Boyt Backhoe Service in Zephyr Hills, Florida, purchased a set of 500 mm **Artliner-BLS** bolt-on track pads for his Caterpillar 311 excavator in May 2002. Mr. Boyt recently remarked to **BLS**, "*Most of the jobs that my company does are the excavation of swimming pools either during the construction of a house or some time after the house has been finished and landscaped. The Cat 311 is a 24,000 pound machine, which I have to unload on the asphalt street, make an immediate 90 degree turn, and travel over people's curbs, sidewalks, driveways and lawns to get to the back yard where the hole is to be dug. Protection of the surface is a real priority to me. In my twenty years in the excavating business, I have never found a better product than the **Artliner-BLS** rubber track pads in terms of reliability. I have tried two other types of rubber pads, and the **Artliner-BLS** pads are by far the best. These track pads have shown very little wear in the eighteen months that I have used them, and they do not peel off of the steel base plate, unlike other brands. On some jobs I have to move over sandy, wet, and muddy ground on the construction site of the house, and I don't "baby" these pads. The **Artliner-BLS** track pads have performed admirably under all conditions, and I would not hesitate to recommend them to anyone who needs to work in situations similar to mine.*"

Mr. Boyt's experience with **Artliner-BLS** rubber track pads is certainly not unique. Call your **BLS** sales representative to find out how you can put these great pads to work for you.

2004 BLS Trade Show Schedule

AED (Associated Equipment Distributors)
85th Annual Meeting and Condex 2004
 January 8-10, 2004
 Orange County Convention Center, Hall C,
 Booth # 701
 Orlando, Florida

NPE (National Pavement Expo)
 January 22-24, 2004
 Nashville Convention Center, Booth # 1116
 Nashville, Tennessee

Yoder & Frey Auction
 February 9-13, 2004
 Kissimmee, Florida

World of Concrete
 February 17-20, 2004
 Orange County Convention Center,
 Booth # 1993
 Orlando, Florida

ARRA (Asphalt Recycling & Reclaiming Association)
 Combined Meeting with the
AEMA (American Emulsion Manufacturers Association) and the
ISSA (International Slurry Surfacing Association)
28th Annual Meeting of ARRA
 February 25-28, 2004
 Loew's Coronado Bay Resort
 San Diego, California

ARA (American Rental Association)
The Rental Show
 February 26-29, 2004
 Georgia World Congress Center
 Atlanta, Georgia

World of Asphalt 2004 Show and Conference
 March 16-18, 2004
 Nashville Convention Center, Nashville,
 Tennessee

BAUMA 2004 + Mining
 March 29 to April 4, 2004, New Munich Trade Fair Centre
 Munich, Germany

IDA (Independent Distributors Association)
46th Annual Convention
 October 25-28, 2004
 Wyndham Hotel
 Miami, Florida



Barry Stoughton Shows TUFPADS® Track Pads at Exhibit

BLS to BAUMA

In Spring 2004, BLS Enterprises, Inc. will be in Munich, Germany at the largest of all construction trade shows, BAUMA 2004 + Mining, the 27th International Trade Fair. The exposition will be held from March 29 to April 4, 2004, and will draw exhibitors and prospective customers from all around the world. BAUMA will take place in fifteen halls and open spaces at the New Munich Trade Fair Centre, which contains over four million square feet of exhibit space. The event has taken place in Munich every third year for the last fifty years and attracts visitors from more than 157 countries.

BLS Enterprises, Inc. will once again exhibit its products in the American pavilion, sponsored by the Association of Equipment Manufacturers (AEM). This association represents almost all American construction machine manufacturers and a great many makers of parts and accessories.

Overwhelming Number

When last held, in 2001, BAUMA attracted 406,435 visitors who came to see the displays of 2,341 exhibitors. An almost overwhelming number of construction related industries are represented at BAUMA, including underground construction, road building, tunnel construction, track laying, mining, concrete and asphalt industries, demolition, agriculture, public works, educational and scientific institutes, and many more. Visitors' main interests in 2001 were construction vehicles, excavators, loaders and bulldozers, and building equipment and tools.

BLS Enterprises, Inc., is the only American track pads manufacturer which has exhibited at BAUMA, and this will be BLS's fourth appearance at the show. Being a part of global commerce in the construction industry is another reason why BLS has become the leading track pads supplier. With its principal product, TUFPADS® track pads, selling more internationally every year, global marketing is sure to remain an increasingly important part of BLS's plans into the future.

Please contact BLS Enterprises, Inc. or the Association of Equipment Manufacturers for more information on BAUMA 2004 + Mining. We hope to see you there.



BLS Key Personnel

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We're Moving!

As of December 1st, 2003,
 our new address & phone number is
BLS ENTERPRISES, INC.
 1115 Hilltop Drive, Unit B1, Itasca, IL 60143
 Tel: 630-775-0900 • Fax: 630-775-0903



Members of the BLS Corporate Office Staff

TUFPADS® Universally Admired

Somewhere, billions of kilometers out in the trackless emptiness of infinite space, a strange, saucer-like craft accelerated toward its rendezvous with the beautiful blue-green planet. Aboard the craft, its two inhabitants, Klaatu and Gort, were putting the finishing touches on their evil plan to steal one of the most prized technologies of the planet toward which they were now hurtling.



Alien Adversaries

* * * * *

Sitting on his back porch at midnight and gazing up at the stars was the treasured hobby of Professor Dr. B. L. von Stoughtonovski, famed inventor of the #1 street pad worldwide, polyurethane **TUFPADS®** track pads. Dr. von Stoughtonovski peered through the eyepiece of his eight-inch Newtonian reflector telescope and swore that he was looking at an object the likes of which he had never before seen in the starry sky. The strange object appeared to be moving at very high speed and seemed to be coming straight at him! Before he could catch his breath, the silver craft swooped down out of the sky and skidded to a landing not 10 meters from the Stoughtonovski back porch. The Doctor could not help noticing that, during its landing, three legs of the craft had made large gouges in his carefully tended lawn and on the newly resurfaced asphalt driveway that led to his garage.

* * * * *

Klaatu and Gort, utilizing the powerful Extra-Sensory Perception with which they had conquered the denizens of so many unfortunate planets, mentally scanned the **TUFPADS®** inventor and realized that they were up against an intellect nearly as impressive as their own. Von Stoughtonovski was using his considerable mental powers to block from the aliens' minds the secret of his technological triumph – the secret they had traveled over half the galaxy to steal – the secret of the new, extended wear polyurethane compound – **Poly II!** The knowledge that the new **TUFPADS®** track pads made from **Poly II** would outlast even the original **TUFPADS®** formula by 17% to 24%, had inexplicably been transferred across hundreds of billions of kilometers to the home planet of the nasty creatures that now occupied a large portion of the Doctor's back yard.

* * * * *

Professor Dr. von Stoughtonovski instinctively realized why these two strange beings had descended to this very spot, and what their evil mission was. The aliens thought that the secret to **TUFPADS® Poly II** was some sort of complicated chemical formula, which they had, thus far, been unable to duplicate. The professor laughed telepathically, knowing that the real secret had little to do with the exotic chemistry of organic compounds. He knew that, in addition to an impressive feat of research and development, and exhaustive testing on machines involved in real world construction projects, the real “secret” was the dedication to quality and service that his company, **BLS Enterprises, Inc.**, had been upholding for over seventeen years. Quality and customer service were concepts that were alien to the aliens, who believed that everything could be reduced to mathematical formulas. It was at that point that von Stoughtonovski began to suspect that the larcenous extraterrestrials might never be able to fully understand the **BLS Enterprises** “secret”.

* * * * *

Klaatu and Gort now sensed that the **BLS** “secret”, quality and superb customer service, though something that humans would have no trouble understanding, was a concept that their alien minds would never truly comprehend. In a fit of cosmic frustration, Klaatu put the pedal to the metal and shot the spacecraft up into the blackness of the night sky.

* * * * *

Von Stoughtonovski walked slowly over to the long scrapes on his lawn and driveway and said to himself, “Gosh, I sure wish those boys would have hung around long enough to try a set of **TUFPADS®**. I think the D4s would have worked out nicely for them.”

ARRA Honors BLS 15 Years

At its February 2003 25th Annual Meeting in Fort Lauderdale, Florida, the Asphalt Recycling and Reclaiming Association (ARRA) honored **BLS Enterprises, Inc.** for “fifteen years of continuous involvement and support of ARRA”. **BLS** was also complimented by the ARRA newsletter editorial staff by singling out the **BLS Winter/Spring 2002 TUFPADS® Track Pads News** as an “exemplary newsletter”.

ARRA has represented contractors and suppliers as well as government agencies and transportation consultants in the asphalt recycling and reclamation industry throughout the United States since 1976. The main purpose of the association is to “provide opportunities for dialog, education, advancement, and improvement of all aspects of the asphalt recycling and reclaiming industry...”.

The ARRA is the publisher of The Basic Asphalt Recycling Manual, or BARM, a 250-page comprehensive publication which covers, in great detail, the subjects of hot in-place recycling, cold planing, full-depth reclamation and cold recycling. **The manual has earned plaudits and support from the Federal Highway Administration and is considered by many to be the foremost reference tool for the asphalt industry.** To find out more about the BARM, or other ARRA activities, call **BLS Enterprises**, or call the ARRA at 410-267-0023, write to them at #3 Church Circle-PMB 250, Annapolis, MD 21401, USA, or go to their website www.arra.org.

Mike Polak, ARRA President, presents plaque to Barry Stoughton





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1115 Hilltop Drive, Unit B1
Itasca, IL 60143

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ADDRESS CORRECTION REQUESTED

Please Note: New address & phone number as of December 1st, 2003

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Remaining the Same:
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800-307-0299 • 888-TUFPADS
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Nyrim® Track Pads for Low Ground Pressure
(**BLS** is the exclusive North & South American supplier for Nyrim® Track Pads.)



BLS Sponsors Cancer Fight

BLS Enterprises, Inc. has demonstrated its readiness to support community activities many times in the past, and the year 2003 was no exception. **BLS** was once again an official corporate sponsor and also participated with a team in the Sixth Annual Elk Grove Village (Illinois) American Cancer Society Relay for Life. The Relay for Life is an overnight event designed to celebrate survivorship and to raise money for research and programs of the American Cancer Society to fight cancer. All across the country, teams of people gather at schools, fairgrounds, or parks to take turns walking or running laps. Each team tries to keep at least one member on the track at all times. The Relay for Life began in May 1985, when Tacoma, Washington surgeon and running enthusiast, Dr. Gordy Klatt, did a solo twenty-four hour walk/run around a track clocking 83 miles and raising \$27,000 to support the fight against cancer. A year later, 220 supporters on 19 teams assisted Dr. Klatt in the second Relay. **Over the next eighteen years, the event has become the biggest fund raising activity of the American Cancer Society,** and has spread to 3,800 communities in the United States and eight other countries.

Save 11 Million Lives

The American Cancer Society has recently stated its long-range goals, which it hopes to achieve by the year 2015: a 25% reduction in the incidence of cancer, preventing five million cancer diagnoses, and a 50% reduction in cancer mortality, preventing six million deaths. Together, these goals will save eleven million lives by the target year. An additional goal is a measurable improvement in the quality of life from the time of diagnosis and for the balance of life, for all cancer survivors.

BLS Enterprises' participation in the Relay for Life began in 1996, and a **BLS** team has participated in every Relay since. In 2003, **BLS's** team was able to raise over \$2,300 to fight cancer. According to Karen Mazur, Income Development Manager of the Northwest Suburban Region of the American Cancer Society, the total amount raised by the Elk Grove Village Relay for Life was over \$238,000. In the State of Illinois, over 15 million dollars was raised, with a worldwide total of 270 million dollars.

BLS Enterprises is proud to be a sponsor of and a participant in the Relay for Life. This event increases the chances and the hope that, one day, the threat of cancer will be eliminated - *forever*.



Barry Stoughton at ACS Relay for Life

