

Bees Industrial Services

Experience Versatility Solutions

Heating Elements · Sensors · Controls · Auxiliary Equipment · Process Drying Systems



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SO MANY EXCITING THINGS

Over the past 17 months, we have been working very hard to improve our products and services to make your job easier and to be your first choice as a valued supplier.

This started with our "LEAN~MEAN~GREEN" initiative that has resulted in a more efficient operation to serve you quicker, the use of electronic methods to deliver information in a way that reduces paper and, most importantly, the ability to hold and even reduce many of our prices over this time frame, when almost everyone else was seeing significant price increases.

As a result of these efforts, we have enjoyed and appreciated tremendous support from existing customers as well as significant growth from new ones. We sincerely thank each and every one of you for your continued confidence and the business you send to us.

We are now entering an exciting and new era in the history of our company. One in which we position ourselves to continue to serve your needs in an efficient and timely fashion. Please read on - we have much to share with you.

PRODUCT LABELS

Beginning this week most of the items that ship out of our Minnetonka warehouse will include a label that contains all of our contact information as well as the part number of that item. This is all designed to save you time by making the reorder process easier. No more searching for our phone number or email address, and better yet, no more needing to read an undecipherable part number on an old unit. Please be patient as we experiment with the best location for those labels and of course your feedback is always welcome!

In a previous newsletter we had mentioned that we have the capabilities to provide customized product labels for the items you receive from us. At no additional charge, these labels can be made to contain your specific information such as internal part numbers

and/or bar codes. Let us know your needs.

QR CODES



Almost everyone has seen these "codes" popping up almost everywhere. They are called QR Codes. They are used by "taking a picture" of the code in coordination with a specific "app" available on many "smart phones".

For the most part, companies are using this technology to provide the user with information about their products and services. We are using it as a tool to help make **your** job easier. More details on exactly how we are going to do this in future newsletters.

IN THE MEANTIME, PLEASE HELP US GET THE BUGS OUT!

As with all new technology, sometimes it works and sometimes there are "bugs". We would like your help in determining which ones those are. If you have an app that uses QR Codes on your phone, please take the time to scan the code in this newsletter and send us the text message that should appear. Better yet, if your app fails to function properly with this code, please drop Bonnie or Brian an email (address at the top of this newsletter) to tell us what app you use. There is a contest involved so scanning the code (or attempting to) will be rewarded. Thanks for your help.

WELCOME JAKE STEIN

In yet another effort to continue to serve our growing customer base, we are excited to announce the addition of Jacob Stein as a full time employee to our company. Jacob represents the fourth-generation of family members to enter into what was originally the Harry Blumenthal Co., established in the late 1920s by his great-grandfather, Harry Blumenthal.

To accelerate our ability to meet your needs while still retaining our personal customer-first experience, Jacob was the perfect fit to join the team. Jacob has grown up around the business (his mother is Bonnie, maybe you recognize the name, and has been the leader of this branch of the company since the early 80's) and has consistently demonstrated passion for the industry. He comes to Bees with a degree in Business Communications from the University of Kansas, as well as a vast array of relevant experience. "Jake" has interned here at "Bees" so already has a base of knowledge. He is friendly, hard working and always willing to lend a helping hand. We are confident he will effectively help bring us into our next phase of growth, while continuing to provide top-notch service to our dedicated and loyal customers.

The State Fair begins tomorrow, Labor Day is upon us and the kids head back to school in

just a couple weeks. . . . it means just one thing: the unofficial end of summer. We hope all of you have had a chance to get in some relaxation and perhaps some time away with the family. One last long weekend to enjoy a barbecue, time on a lake or in a park. SO ENJOY!

As always, know that regardless of our office hours we can be reached on our cell phones by following the instructions you hear anytime you get v-mail. We also receive emails on our phones and will get back to you as soon as we possibly can.

Be safe and enjoy this Labor Day Weekend.

Sincerely,

Bonnie Stein & Brian Nichols
Bees Industrial Services, LLC