



**JAMES HARRIS,  
REGIONAL SALES  
MANAGER**

James has been involved in the material handling and instrumentation business for 40 years.

He covers the Louisville, Kentucky area and western Kentucky.

His areas of expertise are in bulk material handling and pneumatic conveying of dry products.

He recently completed a project in Elizabethtown, Kentucky, which involved the transfer of large bulk bags of material to pneumatic trucks. The material in question is winofil, which is a precipitated calcium carbonate. The distributor buys the material in 2,000 pound bags. Our Hapman system raises the bag (using a hoist and trolley) to a discharge elevation of about six feet. The material in the bag is then discharged into a large hopper. At the bottom of the hopper is a spiral type screw conveyor that conveys the material out of the building and elevates it to about 14 feet. A discharge spout on the conveyor is positioned on the inlet hatch of a tank truck, and the material is conveyed into the truck. This truckload of material is then sold to the end user.

This is a typical example of the type of work that can be accomplished when a Henry M Wood salesman is brought in to problem-solve and helps to coordinate with the different principals to achieve the results a customer must have for a successful operation or project.