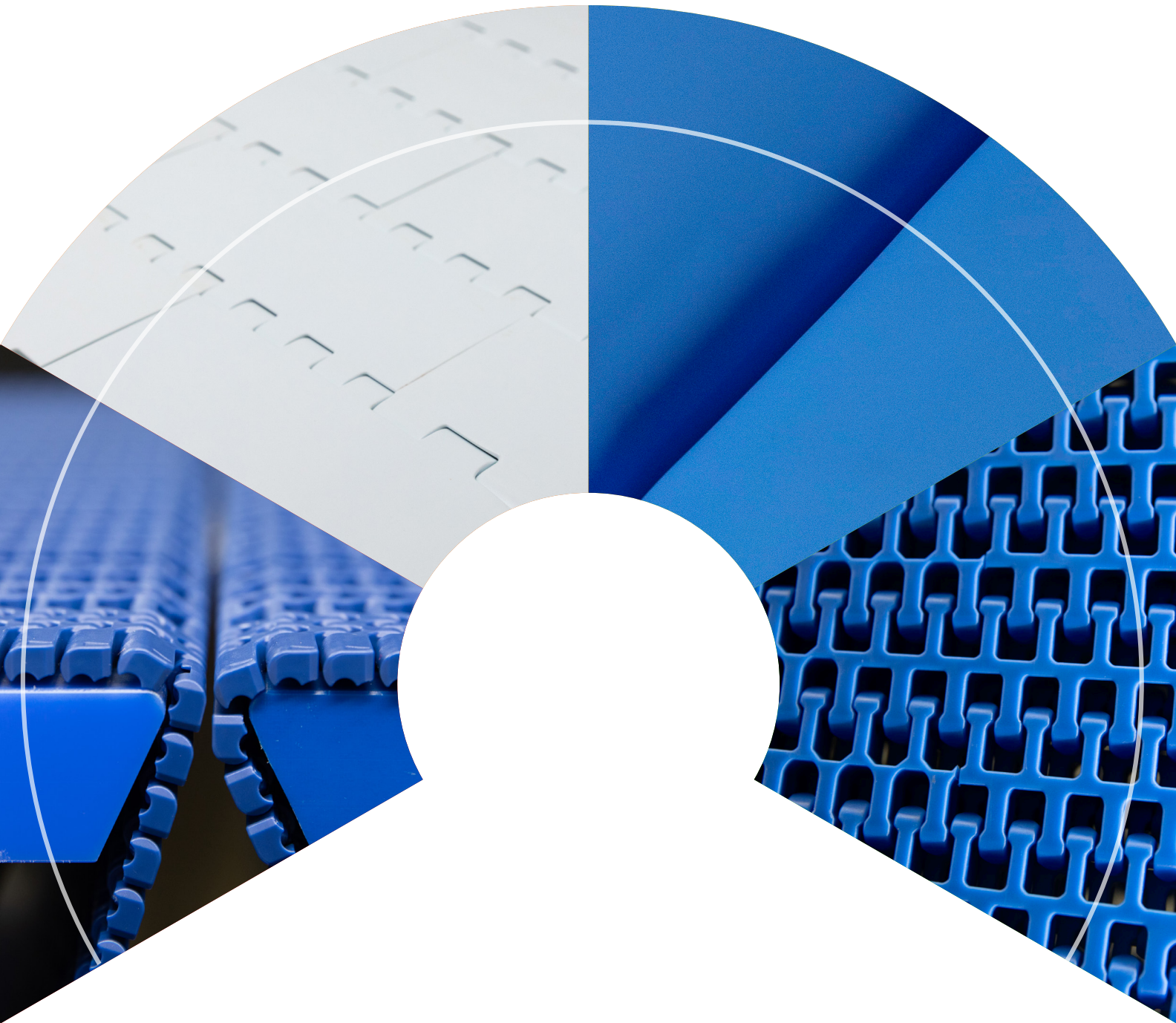


RISK ASSESSMENT WORKBOOK: **CHOOSING YOUR BELT PROVIDER**



Your Success Is on the Line

It doesn't take much to ruin a food brand's reputation. A little mistracking, just enough edge wear, and bam—you've given blue cheese a whole new meaning. But there are ways to minimize your foreign material contamination (FMC) risk.

One way is to use **The Intralox® FoodSafe™ System** to convey your products. It's the safest, most productive system of belting, components, and services ever developed for the food industry, providing the lowest possible risk of conveyor-related FMC.

But no matter whose conveyance solutions you use, we want the safest food products for all consumers globally. So, another way to minimize risk is to use this workbook to evaluate your potential belt providers.



INTRALOX TEAM TIP

Mixing belts and components from different providers might seem harmless, but it often voids both products' warranties and increases FMC risk. **In the long run, it probably won't save you the cost you think it will.**

How to Evaluate Belting Suppliers

For your equipment, belting, and components to work together, you and your provider have to work together. Use the questions in this workbook to proactively avoid contaminants, voided warranties, hidden fees, and more. Check the box beside each question where the potential supplier meets your expectations. Use the scoring grid at the end to generate and interpret their risk assessment score.

Section 1: Strategic Partnership

☐ **Are they a long-term partner or transactional supplier?**

Ask them to describe how they engage post-sale, or what happens if you need help during or after installation.

☐ **Do they offer more than just belting?**

What about components designed to work with the belting? Or services and support that can ensure proper performance?

☐ **Can they create custom solutions for your line?**

There are very few one-size-fits-all solutions for food processors. Be sure that your provider can work with your application's unique restrictions and challenges.

☐ **What are their lead times, and how do they handle expedited shipping?**

Always ask about how expedite fees are accounted for. If the supplier says there aren't any, the fees are either hidden or the supplier has no experience expediting at scale

☐ **How quickly can you reach someone when you contact them?**

Are there experts or teams dedicated to your region, industry, or brand? Or are you competing for the attention of a limited number of representatives?

Section 2: Industry Expertise

☐ **What experience do they have in your industry?**

Are they a young company? How proven are their products in the market?

☐ **Do they consider how belts, components, and equipment work together?**

Have they asked about your full line or just specific parts? Are they considering system-wide implications or simply evaluating for physical fit?

☐ **Do they ask about your particular application or product?**

Have they asked what they're solving for or what your KPIs are? Do they know if you need gentler product handling, higher throughput, abrasion resistance, or something else?

☐ **Can they reference similar customers they've worked with or lines they've improved?**

Ask for contacts or examples of their partners that have met the same goals or challenges you're facing.

☐ **Are their support representatives experts in your industry?**

When you call for technical help, do you reach engineers trained to handle your industry's specific challenges? Or do you get generalized support and scripted troubleshooting?

Section 3: Product Performance and Quality

- ☐ **What's their product development process like?**
Do they work with partners to address gaps in the market? What drives their innovation?
- ☐ **What testing do their products go through?**
Can they provide data for belt pull strength, chemical compatibilities, temperature and abrasion resistances, and more?
- ☐ **Are their performance improvement claims measurable?**
Request relevant case studies, customer testimonials, or before and after comparisons for verification.
- ☐ **Where are their products manufactured?**
Does their location enable speed, quality control, and traceability?
- ☐ **Do they stand behind their belts with guarantees?**
What's in writing? What happens if something goes wrong?

RISK ASSESSMENT SCORING GRID

Each checked box is worth 1 point

Section	Points (0–5)	Notes
1 - Strategic Partnership		
2 - Industry Expertise		
3 - Product Performance and Quality		
TOTAL SCORE		



Risk Assessment Score

13–15 points: A strong, low-risk belting provider for any application

9–12 points: A reasonable fit, but evaluate deficiencies against your needs

0–9 points: A likely risk to your brand; consider alternative providers

We're Happy to Answer

Contact Intralox Customer Service to ask us these questions and begin thinking more holistically about your food safety.