



**MINUTES SET
OF THE
CEMA FALL MEETING**

Greetings CEMA Members,

This document contains the Minutes of the CEMA Sections and Committees that met at the Chicago O'Hare Hilton Hotel on September 15-16, 2009

There were three presentations. You can retrieve them either from the links embedded in their titles or you may retrieve significant presentations from all CEMA meetings since 2007 from the following link:

<http://cemanet.org/presentations/presentations.htm>

- [Dan Fannin - Statistics Committee Report](#)
- [Fred Thimmel - Health Care Debate Presentation](#)
- [DC Velocity - Jim Indelicato - 2009 Reader Conveyor Survey](#)

This minutes set also contains items of interest to the Membership from CEMA BOARD OF DIRECTORS MEETINGS at the Fall Meeting

Members with any questions or comments are welcome to contact CEMA Headquarters.

Best wishes,

Phil Hannigan
CEMA Executive Secretary

Encl.



Conveyor Equipment Manufacturers Association

Items of interest to the Membership from CEMA BOARD OF DIRECTORS MEETINGS September 15 and 16, 2009 O'Hare Hilton, Chicago, Illinois

ENGINEERING CONFERENCE: There was a discussion as to possibly moving the Engineering Conference to the Mid-West in 2012. It was agreed that CEMA Staff poll the Engineering Conference Attendees and the Official Representatives to determine if there is a consensus for moving the Conference from its current location at the LaPlaya Hotel in Naples, Florida where we have met since 1998. The results of the survey will be presented to the Board at the 2010 Annual Meeting.

UNIT BOOK: The Board elected to reserve 10% of Unit Book Sales Revenue for funding of the next edition of the Unit Book in a manner similar to that which is currently being done for the next edition of the Belt Book.

SAFETY LABEL MATERIAL CHANGE: We are faced with a 4-8 % increase in the cost of the CEMA Safety Label material beginning in 2010. Kimberly MacLaren explored less costly label options with performance as good as, or better than, our current material and glue. The prospective new materials were tested by selected member companies, and one has proven to meet our requirements. It will help us maintain the current label sale prices. The Board approved the changeover to the new label.

SAFETY LABELS THAT DO NOT SELL OR SELL INFREQUENTLY: There is a problem with stocking labels that sell very infrequently and in small quantities. The longer it takes us to sell them, the staler they become on the shelf. Bob Reinfried proposed that we no longer stock those labels. If we get requests for them, we will include printing them as part of our next large printing run. The Board approved this policy.

CEMA Identity on Safety Labels: It had been proposed by the Marketing Committee to brand our safety labels with the CEMA Logo. After some discussion it was decided to simply add the CEMA Web Site (www.cemanet.org) to the bottom portion of the Safety Message portion of the label. This will meet the proposal as well as provide customers the location where they can reorder the labels. The Board approved the proposal and CEMA HQ will begin printing the new labels as we re-order.



BULK BELT CONVEYOR SAFETY VIDEO: Todd Swinderman reported that the filming of the script for the new CEMA Bulk Belt Conveyor Safety Video project. The Board authorized an expenditure of up to \$10,000 for the Bulk Video filming and production.

STRATEGIC PLAN UPDATE: Todd Swinderman reported on the results of a Strategic Plan Update Meeting that occurred at the hotel on Sunday and Monday in advance of the Fall Meeting. They feel that the Membership - Marketing Committee has been doing a good job for a part time effort. Our goal is to represent 50% or more of the industry's shipments. In 2007 we represented 30-31% of shipments with 88 members and in 2009 we represent 31% of shipments with 94 members. We would have done much better if we had been able

to reduce attrition while we increased our membership. They believe that CEMA should supplement its Headquarters Staff with a new, full time, membership/marketing position. The additional cost to CEMA was estimated at \$50,000. The salary would increase if targets generated by the Board are met. The position would focus on improving CEMA's visibility in the marketplace, generating qualified leads, and on internal and external marketing of CEMA and some of its key publications. It was felt that the position could pay for itself after 3 years. It was moved, seconded, and carried to allow Bob Reinfried to proceed with staffing the new marketing position.

NEW MEMBER COMPANIES MEETING INCENTIVE: The Board approved a proposal to extend the practice of waiving the meeting registrations of new CEMA members for their first CEMA Meeting (one per company).

MEETING PARTICIPATION DUES DISCOUNT: Since some companies could not attend a CEMA Meeting in 2009 due to the recession, the Board extended the 25% meeting participation dues discount to after the Annual Meeting in 2010 to those companies that could not attend a meeting in 2009 but had attended at least one meeting in 2008.

All agreed that Sponsors should be assigned to first time attendees before each of the three annual CEMA Meetings. Their job would be to pre-contact the people and familiarize them with what to expect and then meet and escort them at the meeting itself.

The Board discussed ways to enhance the member experience at meetings. They asked the meetings committee to explore expansion of the time allocated for the Networking Lunch. They do not want the meetings to be commercialized but, in an effort to show the attendees what the other participating companies produce, a separate roll call should sort companies by product category. They want new members to be contacted in advance of all meetings to let them know what to expect and that sponsors work with them before and during the meetings.

Sponsorship opportunities will again be available in 2010. A reduction to prior year rates will be offered.

END OF SUMMARY



General Bulk Handling Section Meeting Chicago, IL September 16, 2009

MINUTES

Chairman Garry Abraham called the meeting to order at 9:15 a.m.

Attendees:

Garry Abraham, Screw Conveyor Corp.
Jim Calhoun, FMC Technologies, Inc.
Joe Hartney, Precismeca Limited
Greg Westphall, Flexco
Carl Swisher, Tapco
Mark Wilkerson, Thomas Conveyor Co.
Carroll Weimer, CEMA Legal Council
Paul Phillips, Maxi-Lift, Inc.
Chris Tanner, Maxi-Lift, Inc.
Jay Lee, Baldor Dodge Reliance

Mark Osborn, KWS Manufacturing
Andrew Knapp, Screw Conveyor Corp.
Todd Swinderman, Martin Engineering
Brett DeVries, Flexco
Ron Arkema, Van Gorp Corp.
Warren Chandler, Stephens-Adamson
Rob Yandrick, Eriez
Steve Rauhut, Screw Conveyor Corp.
Randy Block, Screw Conveyor Corp.
Mike Sutter, Emerson

General Bulk Handling Minutes from the March 23, 2009 Annual Meeting were approved.

Sectional Committee Reports were made:

Screw Conveyor:

Committee is reviewing modifications to the length of threads on coupling bolts. The Engineering Committee has made recommendations which will be reviewed by member companies for their feedback.

Discussed the de-rating of Quick Disconnect Couplings and the need for a disclaimer in the 350 Publication for readers to refer to CEMA Screw Conveyor companies for specific pipe rating details.

Discussed the development of a 350 Style Publication for Bucket Elevators on how to apply elevators (not focused on dimensional standards).

Pulleys:

ANSI Standards released
Work in progress on Wing Pulley Standards

Idlers:

Cold temperature testing was completed on one size of idler
Additional cold temperature testing to be done on other sizes
Waiting for cost estimate for additional studies before proceeding

7th Edition of Belt Book expected to be completed in 2011

Discussed Accessory labels and safety label program

Extended deadline by two weeks to get mid-year survey data back to CEMA

Discussed prospects for CEMA membership and reviewed potential members for each section

Report was made on the progress of the new Bulk Handling Safety Video. Filming will take place at various Kinder Morgan facilities in Texas

Discussed the need for CEMA to advocate the need for a certification process for Conveyor Technicians. CEMA would not manage or control this process. Greater details need to be discussed with member companies to more clearly define this initiative.

Next Meeting: March 15th in Scottsdale, Arizona

Motion made to adjourn, seconded, and unanimously approved.

Respectfully submitted by Jim Calhoun, Vice Chair



CONVEYOR CHAIN SECTION MEETING MINUTES

September 16, 2009
O'Hare Hilton Hotel
Chicago, Illinois

Vice Chairman Fred Spurck called the meeting to order at 7:00 AM on September 16, 2009.

Those in attendance:

- F. Spurck, Vice Chrm. Webster Industries, Inc.
- D. Fanin, Emerson Power Transmission
- J. Lamb, Drives, Inc. LLC
- K. Powers, UST
- B. Reinfried, CEMA
- C. Weimer, Legal Counsel

Minutes from the March 23,2009 meeting we approved unanimously.

Discussed Hitachi as a possible member of CEMA, clarified membership requirements and F. Spurck will contact them and confirm they meet the membership requirements.

Chain Fact Sheets were discussed and Bob Reinfried reported that during the time period from March through August of 2009 CEMA had 298, 281 and 298 hits on Fact Sheet 1, 2 and 3 respectively with actual downloads of 15, 21 and 20 respectively. The committee discussed additional fact sheets and decided to continue to monitor the current ones until our March 2010 meeting, then depending on activity possibly add additional Fact Sheets.

Statistical reporting data was passed out by Bob R. The committee reviewed which companies were reporting and incentives for such reporting. The comparative report showed decreases in both bookings and shipments.

Plastic chain manufacturers were discussed and it was determined that Dan F. and Bob R. would solicit other manufacturers of plastic chains to join CEMA. It was also determined that this group should be part of the current chain section with a separate reporting category for plastic chain.

There being no further business the Chain Section Meeting was adjourned upon motion by D. Fanin and second by J. Lamb at 7:30 a.m.

Respectfully Submitted,

Fred Spurck, Vice Chair



MINUTES CEMA Screw Conveyor Section Meeting

September 16, 2009
O'Hare Hilton Hotel
Chicago, Illinois

Call to Order and Introductions

Gary Abraham, Chair, Convened the meeting at 7:00 AM

Gary Abraham, Screw Conveyor Corp.	Mark Osborn, KWS Manufacturing
Paul Phillips, Maxi-Lift, Inc.	George Rizza, Nord Gear
Mike Grisham, Conveyors, Inc.	Kimberly MacLaren, CEMA
Mark Wilkerson, Thomas Conveyor	Jim Calhoun, FMC Technologies
Chris Tarver, Maxi-Lift, Inc.	Phil Hannigan, CEMA
Steve Rauhut, Screw Conveyor Corp.	Randy Brock, Screw Conveyor Corp.
Andrew Knapp, Screw Conveyor Corp.	Jim Lamb, Drives, LCC

Approval of minutes of the Section Meeting on March 23, 2009.

The attendees approved the minutes of the Section Meeting on March 23, 2009

Screw Conveyor Publications Inventory

Kimberly MacLaren reported on the status of the Sections Publications.

- **Screw Conveyor Safety Video:** Sales are steady and members were encouraged to provide them with O & M Manuals.
- **Standards 300/350:** A larger supply of hard copies still exist. The sales of downloadable PDFs continue to grow. No action taken to reprint hard copies with recent changes/additions. Stickers and Inserts will continue to be added.
- **Section Safety Labels:** The section discussed the legal advantages of consistency in the use of Safety Labels amongst CEMA members. All attendees were encouraged to review company policies.

Review of Open Issues from the Engineering Conference and Spring Meeting.

a. Coupling Bolts

Discussed the two versions submitted and it was agreed to review them at the Annual Meeting in 2010.

b. **30" Dia and 36" Dia Conveyor Standards:**

After a discussion amongst attendees, it was moved and seconded and carried to table this matter.

c. **Quick Disconnect Couplings:**

The Finite Element Analysis Reports we discussed. Several members advised Mark Osborn of KWS of their willingness to participate in the Sharing the Cost. Other members will advise. Final cost to be determined based on total participation. The figures will be discussed at the Annual Meeting in 2010.

d. Physical Properties of Materials as a result of Temperature:

Attendee, Mark Wilkerson of Thomas Conveyor, advised that he would be prepared to make the presentation at the Engineering Conference in 2010.

e. CEMA Installation, Operations and Maintenance Manual:

The merits of a common manual were discussed. The manual is a work in progress and current status was not available.

f. Bucket Elevator Standards:

It was discussed by attendees that this project had value. Andrew Knapp, P.E. of SCC advised that information is being exchanged.

g. European Shafted Screw Standards:

Mark Wilkerson of Thomas Conveyor, advised that Dave Pitchko had provided a handout of the British Standard. No further action to be taken at this time.

Membership Committee Representation and Report.

General discussion amongst attendees about recruiting new members. Phil Hannigan of CEMA requested that members email him information on potential new members. Also, discussed a new member email blast once the information is received. Mark Osborn of KWS Mfg suggested that official representatives be advised by email when new members join or when members drop out. Phil Hannigan of CEMA will advise if this can be done.

Other Business.

Mark Osborn of KWS Mfg. Brought up the problem with the variance amongst manufacturers of Hanger Bearings. It was agreed that differences cause issues. Andrew Knapp, P.E. of SCC and Mark Osborn of KWS to collaborate and findings will be presented at the Annual Meeting in 2010.

7. Next Meeting of the Section.

The next Section Meeting will be on March 15, 2010 at 7:30 AM. In conjunction with the CEMA Spring Meeting in Scottsdale, Arizona at the Westin Kierland Resort.

8. Adjourn.

The meeting adjourned at 08:20 AM.

Respectfully submitted

Mark Osborn – KWS Manufacturing



Unit Handling Section Meeting Chicago, IL September 16, 2009

MINUTES

1. Meeting called to order by Joe Forte at 9:35 AM followed by introductions. 18 reporting member companies were present.

Michael Hoehn	Automatic Systems, Inc.	George Huber III	Industrial Kinetics, Inc.
David Hall	Automation Controls Group	Mike Hale	Intelligrated / FKI Logistex
Frederick Thimmel	Bryant Products, Inc.	Mike Ogle	MHIA
Robert Reinfried	CEMA	George Rizza	NORD Gear Corp.
Jerry Heathman	Chantland Pulley & Roller Co.	Joe Forte	Portec, Inc.
Thomas Barry	Cinetic Sorting Corp.	Bill Pugh	Ralphs-Pugh Co., Inc.
Steven Buccella	Dematic Corp	William Casey	SI Systems
James Lamb	Drives, LLC	Robert Leidy	SI Systems
Daniel Fannin	EPT	Mike Mitchell	Stober Drives, Inc.
John Gvozdjak	Frantz Manufacturing Co.	Alex Kanaris	Van der Graaf
Craig Hagel	Frantz Manufacturing Co.	Fred Spurck	Webster Industries

2. March 23rd 2009 meeting minutes approved without comment.
3. Completed Business Trends reports, summarized below by average over reporting Companies plus two absent companies whose data was reported by Bob Reinfried.
 - Backlog vs. last year - -2% to -10%
 - Inquiries last 6 months (quantity) - +2% to -10%
 - Inquiries last 12 months (size) - +2% to -2%
 - Order Trends next 6 months - -2% to +10%
 - Order Trends next 12 months - +2% to +10%
 - Sales vs. last year - -2% to -10%
 - Profits vs. last year - -2% to -10%
4. Completed Labor Statistics reports, summarized below by average over reporting Companies.
 - Manufacturing – Employment 72% / Hours per week 38 / Wages up 1%
 - Engineering – Employment 89% / Hours per week 40 / Wages up .25%
 - Benefits – Health PPO, HMO, HSA, SELF / Premium increase this year 5%
5. Bob Reinfried explained Mid-Year Survey.
6. There were no Section reports.
7. To date 427 Unit Handling books have been sold.
 - Book has been in print for 3 months
 - Two magazines have run Ad's and performed e-mail blasts for us
 - It is felt the sagging economy is also taking a toll on sales
 - Continue to work on various Marketing initiatives
 - Noted that this is the only CEMA publication in color
8. This item was recently added to agenda as a "Place Holder" with nothing to review at this meeting.

9. This item will be dropped from future agenda's due to the difficulty in filling billet

10. Other Business –

- Label sales document was distributed
- It was announced that a high efficiency motor mandate was pending
- A suggestions was made for an Energy Savings meeting topic/presentation with regard to motors we all use
- Bill Casey volunteered to look into this as a topic

11. Next meeting will be held between 3/12/2010 and 3/16/2010 at the Annual Meeting.

12. Meeting adjourned at 10:20 a.m.



**CEMA MEETINGS COMMITTEE MEETING
O'Hare Hilton
Chicago, Illinois
September 15, 2009**

MINUTES

Roll Call and Call To Order

Chairman Gregg Goodner was not present, Bob Reinfried called the meeting to order at 3:30 p.m. on Tuesday, September 15, 2009.

The following were present:

Bill Pugh.....Ralphs-Pugh Co., Inc
Mike Mitchell.....Stober Drives Inc.
Bob Reinfried.....CEMA
Kimberly MacLaren.....CEMA
Jay Lee.....Baldor Dodge Reliance
George Rizza.....Nord Gear Corporation

The minutes from the March 21, 2009 meeting were unanimously approved.

Future Meetings

The Annual Meetings 2010 through 2013 are secured dates. Normally we do not book so far in advance for future dates, but rates are considerably low due to the economy and it was agreed to recommend to CEMA's Directors the rate of \$319 (same rate as 2011's Annual Meeting) for La Quinta for 2014.

The Engineering Conference 2010 through 2011 are secure dates, but a discussion was lead that perhaps due to comments on the Evaluations by the attendees that perhaps we should look for another venue in the Mid-west. It was decided to poll the Engineering attendees and all OR's and ask their opinion before we search for another venue.

The Fall Meeting 2010 has not been secured to date.

77th Annual Meeting Plans

The schedule will remain the same. Consideration will be given to possibly eliminating one of the speakers on Saturday's platform. It was discussed to perhaps bring back Alan Beaulieu but at this time no Keynote speakers have been planned as of yet. It was suggested perhaps a Panel of End Users, with the following topics: "where they are going, where they see the economy taking them, and their perceptions". Look toward membership for contacts for these types of companies. Perhaps asked Gary Masters with DC Velocity to be the Moderator.

Other Business

Walk/Run- Every year this event is a success! Drives, Inc., produces a winning T-shirt every year and we would like to extend our gratitude to Jim Lamb and Drives, Inc., for their continued participation. We will continue sponsorship for the Walk/Run.

Spouse Program- The 2009 March meeting came in under budget and some of the spouses suggested perhaps a different venue over and above Spa treatments for next March 2010's meeting. The budget for this is \$2,500 and it was discussed that the expense of hiring transportation to go off property would use approximately a third of the budget, which would limit the amount of spouses that could participate in a get together. A luncheon that would be perhaps pool side, or shopping trip that is connected to the Kierland Westin Resort could be considered for the upcoming 2010 Annual Meeting.

Golf Tournament- The Golf Tournament went exceptionally well, everyone was very pleased with his or her game. *Michael Hoehn* did a wonderful job as the Golf Tournament Chair.

Speakers- This was discussed in the future plans for the upcoming 77th Annual Meeting plans.

Entertainment- We are looking for suggestions for the upcoming meeting, perhaps Interactive Entertainment.

Adjournment

There being no further business to discuss, the meeting was adjourned.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Kimberly M. Lane". The signature is written in a cursive style with a large, sweeping flourish at the end.



MEMBERSHIP/MARKETING JOINT COMMITTEE MEETING

3:30 p.m.

Tuesday, September 15, 2009

O'Hare Hilton

Chicago, IL

MINUTES

1. Call to Order and Roll Call

The Meeting was called to order by George Huber III @ 3:35 PM

Twenty-Five People ultimately attended. See Roll Call at end of these minutes.

2. Approval of the Minutes of March 21, 2009, Meeting

The minutes of the Annual Meeting of the committee were approved.

3. Section/Committee Champions

Bulk Section – Warren Chandler

Conveyor Chain Section – Dean Bogner

Screw Conveyor Section – Garry Abraham

Unit Handling Section – Bob Leidy

Idler Committee – Warren Chandler

Technical Membership – Frank Loeffler

4. Membership Status/Prospective Members

Membership stands at 94 (85 Manufacturing, 9 Technical)

From Period March 20, 2009 to September 15, 2009, there were:

6 New Manufacturing Members

0 New Technical Members

5 Resignations

1 Termination

5. Member Retention (New Members and Member Retention)

The highlights of 2009 CEMA's Strategy Plan were announced.

Most significantly, it was suggested CEMA may add a dedicated resource to be responsible for marketing activities. The person would work with the guidance and assistance of the Marketing/Membership Committee. The focus of this new role is to add new members, communicate CEMA value to existing members and increase sales for CEMA publications and labels. A longer term goal would be extend the reach and importance of the CEMA name within the industry.

NEW Members:

Current prospective member database was distributed. Champions of each product section discussed changes/corrections to list.

Members were encouraged to review the list and add new prospects and/or data to list. Also discussed how significant market segments (e.g. controls, plastic modular belt conveyor manufacturers, "specialty" conveyor manufacturers) were underrepresented in the database and prospects could/should be added.

Member Retention:

Reiterate need to get more involvement of multiple contacts within a given company.

6. News Release (Review and Approval)

Distributed, read and subsequently approved by acclamation – See Attachment

7. Belt Book and Unit Book Marketing

Belt Book - No Belt Book Marketing Initiatives offered. Next generation of Belt Book to begin within 1 year.

Unit Handling Book- Sales are not great. Sales coming almost exclusively through member company sales. Ads and email blasts were provided by DC Velocity and Modern.

However, this book did not have the franchise that the belt book did and the economic conditions do not help.

MHIA offered possibly including the Unit Book at their bookstore for NA2010

Discussion of some kind of flyer or display for sales during NA2010 but no definitive plans made.

Discussed possibility of contacting WERC for a possible sales avenue.

Suggested advertising through "Global Spec."

8. Other Marketing Opportunities

Discussed putting CEMA on "Linked In." Subcommittee formed to determine how to do that best. Subcommittee includes George Huber III, Dave Hall, Rick Lee, Gary Abraham and Kimberly MacLaren.

Suggestion to Meetings committee that a "Table Top Trade Show" be done at the Annual meeting. This would be a small display of member company product. This would be in addition to the "New Member Introduction" and the "Company Profile" done as part of the Annual meeting. Suggestion that this could be a sponsored event in lieu of a speaker at the Annual meeting. Suggestion that this be for new members and/or component manufacturers. Suggestion that this might provide for better cross-pollination between Unit and Bulk members.

9. CEMA Web Site

No major new initiatives

CEMA Staff has added a one page "CEMA Values" page as the first page under "Membership Information."

Other ideas included moving or resizing the "Membership Information" button to draw more traffic to that page or even adding this pages as the first page to the website with a click-through to the main page.

11. Other Business - None

12. Adjournment

Meeting was adjourned at 5:30 PM

Tom O'Brien and George Huber III, Co-Chairs

Attachment 1 – CEMA Press Release September 2009

List of Attendees

George Huber III	Industrial Kinetics, Inc.	ghuberiii@iki.com
Garry M. Abraham	Screw Conveyor Corporation	gma1932@sbcglobal.net
Ron Arkema	Van Gorp Corporation	rarkema@vangorp.biz
Steven Buccella	Dematic Corp	steven.buccella@dematic.com
Jim Calhoun	FMC Technologies	jim.calhoun@fmcti.com
William J. Casey	SI Systems Div of Paragon Tech., Inc.	casey@sihs.com
Warren Chandler	Stephens-Adamson	Adamson.com
Brett E. DeVries	FLEXCO	bdevries@flexco.com
Daniel Fannin	Emerson Power Transmission	dan.fannin@emerson.com
Joe Forte	Portec, Inc.	joe.forte@portec.com
David Hall	Automation Controls Group	p.com
Philip G. Hannigan	CEMA	phil@cemanet.org
Joe Hartney	Precismeca Limited	joeh@precismeca.ab.ca
Jerry Heathman	Chantland Pulley & Roller Company	jheathman@chantlandpulley.com
Alex Kanaris	Van der Graaf Inc.	akanaris@vandergraaf.com
Robert S. Leidy	SI Systems Div of Paragon Tech., Inc.	leidy@sihs.com
Kimberly R. MacLaren	CEMA	kim@cemanet.org
Mike Mitchell	Stober Drives, Inc.	mjm@stober.com
Mike Ogle	Material Handling Industry of America	mogle@mhia.org
Paul Phillips	Maxi-Lift, Inc.	pPhillips@maxilift.com
Bill Pugh	Ralphs-Pugh Co., Inc.	bill@ralphs-pugh.com
Mike Suter	Emerson Industrial Automation	mike.suter@emerson.com
Todd Swinderman	Martin Engineering Company	todds@martin-eng.com
Chris Tarver	Maxi-Lift, Inc.	ctarver@maxilift.com
Carroll A. Weimer, Jr.	Weimer & Boyce, Lawyers	cweimer@weimerboyce.com



Conveyor Equipment Manufacturers Association

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Conveyor Equipment Manufacturers Association (CEMA) Semi-Annual Press Release

September 16, 2009

NAPLES, FLORIDA – The Conveyor Equipment Manufacturers Association (CEMA) reports that overall industry billed sales (shipments) for the first 6 months of 2009 decreased 18.8% compared to the same period in 2008, with total shipments of \$3.18 billion. CEMA estimates industry orders (bookings) of \$2.89 billion in the same period.

In the Bulk Conveying area, orders were down 25% and shipments were down 14%. Unit Handling orders were down 26% and shipments were down 23%.

CEMA tracks new orders and shipped sales volume in seven classes of unit handling equipment and five classes of bulk handling equipment.

The executives representing CEMA member companies who attended the Fall Meeting were not surprised with the 2009 results to date but expressed optimism for later in the year and into 2010. CEMA President, Todd Swinderman announced the results at the Association's Fall Meeting in Chicago, Illinois.

Founded in 1933, CEMA is the trade association of leading North American conveyor equipment manufacturers and engineering firms.

CEMA also makes available to member and nonmember companies, safety labels for all types of conveyor equipment as well as useful technical information and manuals. For example, CEMA has available for purchase in both CD and/or hardcopy, the 2nd printing of *Belt Conveyors for Bulk Materials 6th Edition* - "The Belt Book". CEMA has also recently published the *CEMA Application Guide for Unit Handling Conveyors* – "The Unit Book" (hard copy only). These books are authoritative technical manuals for conveyor design worldwide. For further information on CEMA, "The Voice of the North American Conveyor Industry" or its member companies, or to order safety labels or CEMA publications, visit our web site at <http://www.cemanet.org>.

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NEW SCHEDULE FOR 2010 CEMA ENGINEERING CONFERENCE

SUN	7:00 AM	8:00 AM	8:30 AM	9:00 AM	9:30 AM	10:00 AM	10:30 AM	11:00 AM	12:00 Noon	1:00 PM	1:30 PM	2:00 PM	2:30 PM	3:00 PM	6:00 PM	6:30 PM	7:30-9:30 PM	
													New Member Orientation	Reception and Dinner				
MON	7:00 AM	8:00 AM	8:30 AM	9:00 AM	9:30 AM	10:00 AM	10:30 AM	11:00 AM	12:00 Noon	1:00 PM	1:30 PM	2:00 PM	2:30 PM	3:00 PM	6:00 PM	6:30 PM	7:30-9:30 PM	
	Breakfast	Meeting Kickoff	Seminar						Luncheon	Engineering Conference Safety Committee					No Dinner Scheduled			
TUE	7:00 AM	8:00 AM	8:30 AM	9:00 AM	9:30 AM	10:00 AM	10:30 AM	11:00 AM	12:00 Noon	1:00 PM	1:30 PM	2:00 PM	2:30 PM	3:00 PM	6:00 PM	6:30 PM	7:30-9:30 PM	
	Breakfast	Bulk Handling Section Org. Mtg. and New Technology Discussion							Luncheon							Reception and Dinner		
		Screw Conveyor Committee																
		Pulley Committee - Idler Committee - Accessories Committee - Belt Book Committee						Belt Book Committee - Continued										
		Unit Handling Committee Meeting									Unit Handling Committee Meeting + Sub Committees							
						Conveyor Chain Committee												
WED	7:00 AM	8:00 AM	8:30 AM	9:00 AM	9:30 AM	10:00 AM	10:30 AM	11:00 AM	12:00 Noon	NEW SCHEDULE FOR 2010. Bulk Meetings will be sequential in the same room to preclude conflicts.								
	Breakfast	Safety Committee				Committee and Section Reports			Conference Over									