



bulletin

CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION

6724 Lone Oak Boulevard • Naples, Florida 34109

OFFICERS

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R. Todd Swinderman
Martin Engineering

Vice President

Bill Pugh
Ralphs-Pugh Company

Secretary

George Huber, III
Industrial Kinetics, Inc.

Treasurer

Ronald D. Arkema
Van Gorp Corporation

Executive Vice President

Robert Reinfried
CEMA

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SI Systems

Term expires 2010

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FMC Technologies/Material Handling Solutions
Warren Chandler
Stephens-Adamson
Rick Lee
Transnorm, Inc.

Term expires 2011

Jerry Heathman
Chantland Pulley and Roller Co.
Jay Lee
Baldor Dodge Reliance
Tom Melton
Martin Sprocket & Gear

Term expires 2012

Joe Forte
Portec, Inc.
Michael Hoehn
Automatic Systems, Inc.
James McKnight
Intelligrated, Inc.

STAFF

Executive Secretary

Philip Hannigan

Membership/Marketing Manager

Kimberly MacLaren

Meeting Coordinator

Karen Lampart

Legal Counsel

Carroll A. Weimer, Jr.
Weimer & Boyce, Lawyers

Winter 2009

In 2005 CEMA convened its 72nd Annual Meeting at the Westin Kierland Resort in Scottsdale, Arizona and it proved to be an outstanding property at a great location. CEMA will return there for its 77th Annual Meeting and we look forward to another successful visit from March 12 through March 16, 2010.

Dr. Albert D. Bates has accepted the Meetings Committee's invitation to be our Keynote Speaker at the General Business Session on Saturday Morning. Dr. Bates is Chairman, President, and Founder of **The Profit Planning Group**, a research and executive education firm headquartered in Boulder, Colorado. The firm helps small to mid-size businesses understand the financial side of their operations. He makes approximately 100 presentations each year on topics such as Improving the Bottom Line, Getting Serious About Profit, Doing More with Less, and Pricing for Profit.



Another featured speaker will be, **Alan Beaulieu**. For the past two years he has provided the attendees at our Annual Meetings with excellent insights when he spoke on "**Global Business Trends and their Impact to American Business**". His predictions have proven to be remarkably accurate. Considering the dramatic changes in the economy, he has been invited to return and give us an update.



Mr. Beaulieu has been providing workshops and economic analysis seminars across the U.S. to literally thousands of business owners and executives for the last 19 years. A senior analyst, economist and principal, Beaulieu has been with the **Institute for Trend Research (ITR)** since 1990. He has been consulting and advising companies throughout the U.S., Europe, and Japan on how to plan for and prosper through the business cycle.

An End User Panel Discussion will be held on Saturday afternoon. Current plans are to hold two sessions, one on bulk handling, and one on unit handling.

There will be other speakers and entertainment arranged in the upcoming weeks. The latest information on the meeting schedules, events, speakers, entertainment, and registration forms can be downloaded from the CEMA Web Site at <http://cemanet.org/77am.html>

CEMA PRODUCT SECTION OFFICERS

Conveyor Chain Section

Chair: Dean Bogner
Webster Industries, Inc.
V. Chair: Fredric Spurck
Webster Industries, Inc.

Conveyor Controls Section

Chair: Vacant

General Bulk Handling Section

Chair: Garry Abraham
Screw Conveyor Corporation
V. Chair: Jim Calhoun
FMC Technologies

Palletizer Section

Chair: Vacant

Screw Conveyor Section

Chair: Garry Abraham
Screw Conveyor Corporation
V. Chair: Mark Osborn
KWS Manufacturing Co. Ltd.

Unit Handling Conveying Section

Chair: James McKnight
Intelligrated, Inc.
V. Chair: Robert Leidy
SI Systems

CEMA COMMITTEE OFFICERS

Finance/Budget Committee

Chair: Ronald Arkema
Van Gorp Corporation

Government Affairs Committee

Chair: Fred Thimmel
Bryant Products, Inc.

Insurance Committee

Chair: Vacant

Marketing/Membership Committee

Co-Chair: George Huber III
Industrial Kinetics, Inc.
Co-Chair: Tom O'Brien
Ralphs-Pugh Company

Meetings Committee

Chair: Gregg Goodner
Hytrol Conveyor Co., Inc.

Past Presidents Committee

Chair: Bill Casey
SI Systems

Statistics Committee

Chair: Daniel Fannin
Emerson Power Transmission

Strategic Planning Committee

Chair: R. Todd Swinderman
Martin Engineering

Items of interest to the Membership from CEMA BOARD OF DIRECTORS FALL 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 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/Membership 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 right portion of the Safety Message portion of the label. This will satisfy 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 has begun. 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. Note. Kimberly MacLaren was invited to accept that position and she did.

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).

83rd
**ENGINEERING
 CONFERENCE
 2010**

CONFERENCE OFFICERS

Chair: Corrie Godec
Stephens-Adamson

1st V. Chair: (UNIT HANDLING)
 Chris Maines
Intelligrated

2nd V. Chair: (BULK HANDLING)
 Steve Brisco
Fenner Dunlop

COMMITTEE OFFICERS

Belt Conveyor Systems Manual
 Chair: R. Todd Swinderman
Martin Engineering

Bulk Conveyor Accessories
 Chair: George Mott
ASGCO Manufacturing, Inc.
 V.Chair: Brett DeVries
FLEXCO

Conveyor Chain
 Chair: Vacant

Conveyor Controls Committee
 Chair: Doug Oliphant
Kasa Industrial Controls, Inc.

Conveyor Idlers
 Chair: Jarrod Felton
Superior Industries
 V. Chair: Tim Wolf
Precision Pulley & Idler

Conveyor Pulleys
 Chair: David Keech
Baldor Dodge Reliance
 V. Chair: Paul Ross
Douglas Manufacturing Co., Inc.

Conveyor Safety Committee
 Chair: Phil Kaffenberger
HK Systems
 V. Chair: Randy Skanse
HK Systems

Screw Conveyors
 Chair: Bill Mecke
KWS Manufacturing Co., Ltd.
 V. Chair: Trevin Berger
Martin Sprocket & Gear, Inc.

Terms and Definitions
 Chair: Phil Hannigan
CEMA

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 yearly 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.

Corporate sponsorship opportunities at the CEMA Annual Meeting will again be available in 2010. A reduction to prior year rates will be offered.

END OF SUMMARY

CEMA 2009 FALL MEETING

The CEMA Fall Meeting convened, Tuesday and Wednesday, September 15 and 16, 2009 at the Chicago O'Hare Airport Hilton Hotel. The Tuesday-Wednesday schedule continues to be perceived as more efficient in promoting ease of member attendance and travel.

It was a full schedule for the participants with most committee meetings on Tuesday and the Section meetings on Wednesday morning. The results of the meetings are available from the meeting minutes which have been distributed to the membership. They are available to CEMA members from CEMA headquarters upon request. Three presentations had information worth noting in these troubled times.

A joint meeting of all sections on Wednesday morning included two excellent presentations by CEMA Members.

Fred Thimmel of Bryant Products, Inc. and Chair of the CEMA Government Affairs Committee gave an overview of the Health Care Debate currently going on in the Congress. One of his charts succinctly showed the problem by comparing the

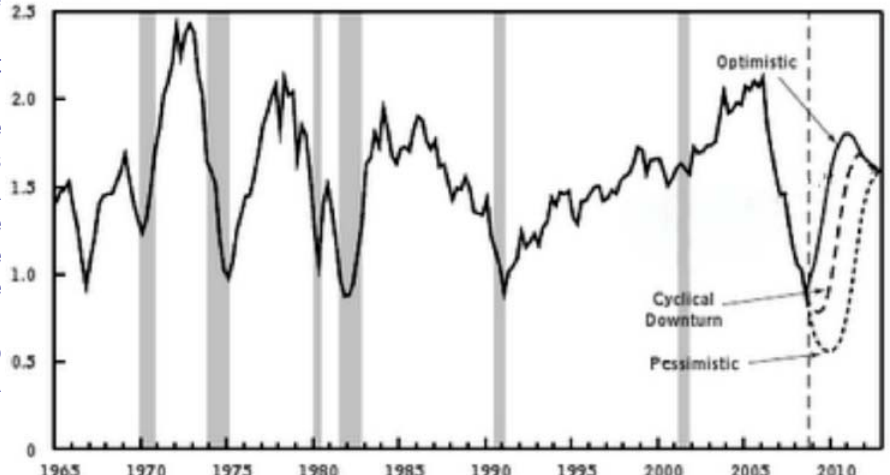
U.S. vs. Major Countries

	USA	Germany	Japan	UK
Pop - Millions	302	82.3	127.7	61
Life Expectancy	78.1	79	82.1	79
% GDP	15.3%	10.7%	8%	8.3%
Paid Privately	54%	88%	52%	0%
Paid by Gov't	46%	12%	48%	100%
Avg. per person	\$6,402	\$3,673	\$2,358	\$2,723
Pct Covered < 65	82%	100%	100%	100%
Pct Covered > 65	100%	100%	100%	100%
Uninsured	46 Million	None	None	None
Funding Source	Emp / Gov	Emp/ Gov	Emp / Gov	Tax

U.S. health system to those of three other major countries. He then proceeded to compare the different plans being developed by the different committees and what the potential impacts would be for individuals and employers. A copy of his presentation is available to CEMA members on request from CEMA Headquarters.

Fall Meeting Continued.

Dan Fannin of Emerson Power Transmission and Chair of the CEMA Statistics Committee provided a presentation on CEMA's statistics and how they compare to the other economic indicators. He showed that the economy has apparently come out of the recession in 2009 and that industrial production is forecast to improve in late 2009 and continue in 2010. Employment is expected to begin recovery in 2010. A summary chart shows the composite indicators of recovery in 2010 from the Congressional Budget Office, the Commerce Department, and the Bureau of the Census. A copy of his presentation is available to CEMA members on request from CEMA Headquarters.



At the evening banquet, D.C. Velocity's editor, Jim Indelicato, gave a summary of the results of his magazine's Conveyor Survey. 31 percent of the respondents planned to increase their conveyor budgets while 50 percent plan to keep their budgets unchanged from 2009. A question as to whether respondents had considered installing non-metallic conveyor systems in their DCs to eliminate interference for RFID installs had 87 percent responding No. A follow up question as to whether they expect to consider using non-metallic conveyors going forward, 68 percent still replied No. A copy of his presentation is available to CEMA members on request from CEMA Headquarters.



THE CEMA FALL MEETING PROVIDED EXCELLENT OPPORTUNITIES TO NETWORK



L-R Kevin Powers (*U.S. Tsubaki, Inc.*), Mike Mitchell (*Stober Drives Inc.*), Board Member Warren Chandler (*Stephens Adamson*), and Dalton Grisham (*Conveyors, Inc.*).



Mike Hale (*Intelligrated / FKI Logistex*) and Mark Wilkerson (*Thomas Conveyor Co.*)



Fredric Spurck (*Webster Industries*) and CEMA's Executive Vice President Bob Reinfried.



Paul Phillips and Chris Tarver (*Maxi-Lift, Inc.*), and Brett Devries (*Flexco*).



Joe Hartney (*Precismeca Limited*) and Robert Leidy (*SI Systems*)



Jim Indelicato (*DC Velocity*), Mike Ogle (*MHIA*), and Steven Buccella (*Dematic Corp.*)



Board Member Jim Calhoun (*FMC Technologies*), Robert Yandrick (*Eriez Magnetics*), CEMA Treasurer Ronald Arkema (*Van Gorp Corporation*), Mike Suter (*Emerson Industrial Automation*), and David Hall (*Automation Controls Group*).



John Gvozdzjak and Craig Hagel (*Frantz Manufacturing Co.*), CEMA Executive Secretary Phil Hannigan, and Bill Pugh (*Ralphs-Pugh Co., Inc.*)



CEMA Past President James Lamb (*Drives, LLC*) and CEMA Director Jay Lee (*Baldor Dodge Reliance*)

CEMA NEWS

CEMA STAFF

Kimberly MacLaren has changed jobs. She is now in a full-time Membership/Marketing position. In that capacity she will promote new memberships and will work on increasing sales of CEMA's publications. We wish her great success.

To replace Kimberly as the Meeting Planner and Order Fulfillment Lead Person, **Karen Lampart** has joined us. She has settled into her new position and is a most welcome addition to our staff. She looks forward to meeting all of those voices on the phone, especially at the Annual Meeting. We wish her a warm welcome.

MEMBER COMPANY NEWS

Membership

As of December 16, 2009, CEMA's membership stands at 98, with 88 Manufacturing Members and 10 Technical Members.

New Members

TAKRAF USA, Inc. of Greenwood Village, Colorado, joined CEMA on December 15, 2009 as a Technical Member. They Design, Specify, and Install Bulk Conveyor Systems. Their **Official Representative** is **James O'Reilly**, president and their **Alternate Representative** is **Thomas Gramling**, executive vice president.

Van der Graaf of Brampton, Ontario, Canada, joined CEMA on August 12, 2009. They Manufacture Bulk and Unit Conveyor Components. Their **Official Representative** is **Rick Zander**, sales, and their **Alternate Representative** is **Alex Kanaris**, president.

Masaba Mining Equipment of Vermillion, South Dakota, joined CEMA on August 24, 2009. They Manufacture Bulk Belt Conveyor Systems, Equipment, and Accessories. Their **Official Representative** is **Heath Johnson**, vp marketing and operations, and their **Alternate Representative** is **Jim Peterson**, vp sales and business development.

Triaso, Sa de Cv of Durango, Mexico, joined CEMA on October 19, 2009. They Manufacture Bulk Handling Conveyor Systems, Components, Accessories, and Equipment as well as Conveyor Controls. Their **Official Representative** is **Juan Carlos Castro**, engineering director, and their **Alternate Representative** is **Antonio Alvarez**, international sales.

Tiffin Metal Products of Tiffin, Ohio, joined CEMA on November 23, 2009. They Manufacture spiral and straight Conveyor Chutes. Their **Official Representative** is **Willard Heddles**, ceo, and their **Alternate Representative** is **Ronald S. Myers**.

Jervis B. Webb Co. of Farmington Hills, Michigan, rejoined CEMA on November 24, 2009. They Manufacture the full spectrum of Bulk Belt and Unit Handling Conveyors, Components, and Accessories. Their **Official Representative** is **Brian G. Stewart**, president and co-ceo.

Happenings

Argonics, Inc has relocated from midtown Marquette, Michigan to a site about 15 miles away on the old K I Sawyer Air Force Base. Their new facility will have approximately 70,000 square feet of manufacturing space under one roof. Their new address is 520 9th Street, Gwinn, Michigan 49841. Their other contact information remains unchanged.

TGW-Ermanco has announced a new appointment as well as three promotions. **John Clark** has joined the company as director of marketing, **Del Deur** has been promoted to director-product development. **Edward Smithburg** has been promoted to director-sales support; and **Rodney Wilson** has been promoted to director-systems integration. We wish them success.

Future CEMA Meetings

2010

Annual Meeting, Westin Kierland, Scottsdale AZ, March 12-16
Engineering Conference, La Playa Hotel, Naples FL, June 27-30
Fall Meeting, Chicago O'Hare Hilton, Chicago IL, September 21-22

2011

Annual Meeting, La Quinta Resort, La Quinta CA, March 4-8
Engineering Conference, La Playa Hotel, Naples FL, June 26-29
Fall Meeting, Chicago O'Hare Hilton, Chicago IL, September 20-21

2012

Annual Meeting, Eden Roc, Miami Beach FL, March 9-13
Engineering Conference, TBD
Fall Meeting, Chicago O'hare Hilton, Chicago IL, September 18-19

2013

Annual Meeting, Arizona Biltmore Resort & Spa, Phoenix AZ, March 15-19

2014

Annual Meeting, La Quinta Resort, La Quinta CA, March 14-18

EDITOR'S NOTE

We will be happy to print member company news if you remember to include CEMA Headquarters in your press release distribution list.