



# bulletin

CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION

5672 Strand Court • Suite 2 • Naples, Florida 34110

Winter 2011

## OFFICERS

### President

George Huber, III  
*Industrial Kinetics, Inc.*

### Vice President

Ronald D. Arkema  
*Van Gorp Corporation*

### Secretary

Warren Chandler  
*Stephens-Adamson*

### Treasurer

Jerry Heathman  
*Chantland Pulley & Roller Company*

### Executive Vice President

Robert Reinfried  
*CEMA*

## DIRECTORS

### Past Presidents Representative

Todd Swinderman  
*Martin Engineering Company*

### Term expires 2012

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

### Term expires 2013

Garry Abraham  
*Screw Conveyor Corporation*  
Dean Bogner  
*Webster Industries, Inc.*  
Mike Mitchell  
*Stober Drives Inc.*

### Term expires 2014

Bob Domnick  
*Superior Industries*  
Geoff Normanton  
*Fenner Dunlop*  
Paul Ross II  
*Douglas Manufacturing Co., Inc.*

## STAFF

### Executive Secretary

Philip Hannigan

### Manager, Membership & Marketing

Kimberly MacLaren

### Event Coordinator

Karen Lampart

### Legal Counsel

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

CEMA will convene its 79th Annual Meeting from Friday, March 9 thru Tuesday, March 13, 2012 at the Eden Roc Renaissance Hotel. The hotel is a resort and spa located at 4525 Collins Avenue on Miami Beach, Florida. It was designed by Morris Lapidus, in the Miami Modern style, and opened in 1956. The Eden Roc has been a favorite of distinguished guests from politicians to Hollywood's top stars. Of interest, the hotel was featured in several episodes of I Love Lucy. When the Ricardos and the Mertzes traveled to Miami, they stayed in the Eden Roc Hotel. It is also featured throughout the finale of the film Married to the Mob.



**Alan Beaulieu**, President, Institute for Trend Research, has accepted the Meetings Committee's invitation to be our Keynote Speaker at the General Business Session on Saturday Morning. For the past four 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.

On Saturday Afternoon, **Philip Poston**, Manager of Marketing, Hytrol Conveyor Co., Inc., will discuss "**Social Media**". He will present ways in which companies can increase their sales and presence in the marketplace by means of the ever expanding social media available on the internet.

On Monday Morning, **Bill Casey**, President and COO, SI Systems, will address the joint session of the Unit and Bulk Handling Sections on "**Environmental Health and Safety**."

There will be other activities and opportunities to learn and network. 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/cema2012am.htm>

To help increase the funds available for the Annual Meeting events, CEMA Members have been offered the opportunity to sponsor different activities. Each event is assigned a Platinum, Gold, Silver, or Bronze value. The sponsorship rates are unchanged from 2011. [Members wishing to pursue sponsorship can click this link to find more information.](#)

One of the highlights of any CEMA meeting is a business round table where members discuss business and labor trends. It is done in a format that is informative while complying to anti-trust regulations. Sample copies of the reporting format for the round table are on page two. Please be prepared to participate.

One of the benefits of attending a CEMA Annual or Fall Meeting is the Business Round Table where members share information on business and labor trends that they are experiencing. This allows members to determine whether, in these uncertain times, their company's business conditions compare favorably or not with those in the same portion of the industry. All use these forms and guidelines to promote standardization and to insure compliance with anti-trust rules.

EXAMPLES OF APPROPRIATE COMMENTS DURING CEMA BUSINESS ROUND TABLE Presented by a Company Representative at the CEMA Annual and Fall Meetings of the Bulk and Unit Handling Sections								
REPORTING COMPANY	BUSINESS TRENDS							OTHER COMMENTS
	BACKLOG (vs. Last Year)	INQUIRIES Last 6 Months		ORDERS TRENDS		SALES (Billings vs. Last Year)	PROFITS (Billings vs. Last Year)	
		Quantity	Size	Next 6 Months	Next 12 Months			
Company A	+1	+2	0	+2	+1	+2	+1	Lot of new inquiries from South Africa
Company B	-2	-1	+1	+1	+1	0	+1	Raw Material Costs Increasing
<b>SAMPLE</b>								
<p>To Help Standardize the responses please use one of FIVE options to characterize your business.</p> <p style="text-align: center;">             UP      UP SLIGHTLY      FLAT      DOWN SLIGHTLY      DOWN              ▲      ▲      ▲      ▲      ▲              +2      +1      0      -1      -2           </p>								

EXAMPLES OF APPROPRIATE COMMENTS DURING CEMA BUSINESS ROUND TABLE Presented by a Company Representative at the CEMA Annual and Fall Meetings of the Bulk and Unit Handling Sections												
REPORTING COMPANY	LABOR TRENDS								MEDICAL SURVEY			OTHER COMMENTS
	Union Affiliation	MANUFACTURING				ENGINEERING			Type of Employee Health Insurance Provided	Percent of Premium paid by Company	Percent Premium Increase Over Last Year	
		Number of Shifts	Employment (Full, 75%, etc.)	Hrs Per Week	Wages and Fringes	Employment (Full, 75%, etc.)	Hrs Per Week	Wages and Fringes				
Company A	Union - 2nd Yr. of 3 Yr. Contract	1	75% and Hiring	50	Up 3%	50% and Hiring	45-50	3.5%	HMO	90%	12	Hard to find engineers. Paying premium to hire.
<b>STANDARDIZATION NOTE:</b> <b>With Regard to Employment, FULL is a function of Employment vs Your One Shift Production Capacity</b>												
<b>SAMPLE</b>												

**CEMA PRODUCT SECTION OFFICERS**

**Conveyor Chain Section**

Chair: Dean Bogner  
*Webster Industries, Inc.*

V. Chair: Dan Nasato  
*Span Tech LLC*

**General Bulk Handling Section**

Chair: Jim Calhoun  
*FMC Technologies*

V. Chair: Geoff Normanton  
*Fenner Dunlop*

**Joint Screw Conveyor and Bucket Elevator Section**

Chair: Ed Turner  
*Martin Sprocket & Gear, Inc.*

V. Chair: Bill Mecke  
*KWS Manufacturing Co. Ltd.*

**Unit Handling Conveying Section**

Chair: Bob Leidy  
*SI Systems*

V. Chair: Gary Cline  
*Transnorm System, Inc.*

**CEMA COMMITTEE OFFICERS**

**Finance/Budget Committee**

Chair: Jerry Heathman  
*Chantland Pulley & Roller Co.*

**Government Affairs Committee**

Chair: Fred Thimmel  
*Bryant Products, Inc.*

**Marketing/Membership Committee**

Co-Chair: George Huber III  
*Industrial Kinetics, Inc.*

Co-Chair: Tom O'Brien  
*Ralphs-Pugh Co., Inc.*

**Meetings Committee**

Chair: Gregg Goodner  
*Hytrol Conveyor Co., Inc.*

**Past Presidents Committee**

Chair: Todd Swinderman  
*Martin Engineering Company*

**Statistics Committee**

Chair: Daniel Fannin  
*Emerson Power Transmission*

**Strategic Planning Committee**

Chair: Todd Swinderman  
*Martin Engineering Company*

**Items of interest to the Membership from  
CEMA BOARD OF DIRECTORS MEETINGS  
September 20 and 21, 2011  
O'Hare Hilton, Chicago, Illinois**

**Rate of Assessment For FY 2012**

The Board voted to keep the current rate of assessment for CEMA Membership Dues at the current 2011 rate.

**ABNT / ABIMAQ Relationship with CEMA:**

In Brazil, ABIMAQ is the umbrella organization that develops National Standards while ABNT is the organization that oversees the distribution and sales of their National Standards. ABIMAQ is working with CEMA to develop a Portuguese and Metric version of the Seventh Edition of the CEMA Belt Book and plans to adopt it as a Brazilian National Standard. ABNT will sell it and will insure the return to CEMA of any royalties per a CEMA – ABNT agreement to be determined.

**CEMA Statistics Modifications:**

The Board accepted the recommendations of the Statistics Committee. The base year will be replaced by the census data as a baseline for each decade. They are also preparing new statistics guidelines and plan to reorganize the product categories. The new guidelines should be ready for approval by the Annual Meeting in 2012 or in advance of it.

**Membership**

**New Members**

**Manufacturing**

- (M) Mitsubishi Electric (March 28, 2011)
- (M) Dorris Gear Drive Company (April 6, 2011)
- (M) Hutchinson Belt Drive Systems (April 12, 2011)
- (M) Electro-Sensors, Inc. (May 19, 2011)
- (M) Nordstrong Equipment, Limited (May 20, 2011)

**Technical**

- (T) AFM Industries (May 31, 2011)

**Resignations**

**Manufacturing**

- (M) Kleenline Corporation (May 9, 2011)
- (M) AGD Products, Inc. (June 30, 2011)

**Applications**

**Manufacturing**

- (M) Schaefer Systems International, Inc. (Membership approved at this meeting)

**TOTAL MEMBER COMPANIES**

2011 Annual Meeting = 105  
2011 Fall Meeting = 110 (5 New Members)  
Member Mix = 96 Manufacturing , 14 Technical

**CONFERENCE OFFICERS**

**Chair:** Avinash (Andy) Bhalerao  
*Bechtel Corporation*  
**1st V. Chair: (UNIT HANDLING)**  
John Langsdorf  
*Transnorm System, Inc.*  
**2nd V. Chair: (BULK HANDLING)**  
Bill Mecke  
*KWS Manufacturing Co., Ltd.*

**COMMITTEE OFFICERS**

**Unit Handling Section**  
Chair: Chris Glenn  
*Hytrol Conveyor Co., Inc.*  
V.Chair: Ron Wagner  
*Intelligratged, Inc.*

**Bulk Handling Section**  
Chair: Avinash (Andy) Bhalerao  
*Bechtel Corporation*

**Conveyor Safety**  
Chair: Randy Skanse  
*Intelligratged, Inc.*  
V. Chair (Unit): Michael McGettigan  
*Dematic*  
V. Chair (Bulk): Frank Loeffler  
*Loeffler Engineering Group*

**Belt Conveyor Systems and Manual**  
Chair: Todd Swinderman  
*Martin Engineering Company*

**Bulk Conveyor Accessories**  
Chair: Brett DeVries  
*FLEXCO*  
V.Chair: Judd Roseberry  
*Richwood Industries*

**Conveyor Chain**  
Chair: Vacant

**Conveyor Controls**  
Chair: Doug Oliphant  
*Kasa Companies*

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

**Conveyor Pulleys**  
Chair: David Keech  
*ABB Baldor-Dodge*  
V. Chair: Paul Ross, II  
*Douglas Manufacturing Co., Inc.*

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

**Bucket Elevators**  
Chair: Warren Knapp  
*Screw Conveyor Corporation*  
V. Chair: Jim Rogers  
*WAM, Inc.*

**Terms and Definitions**  
Chair: Phil Hannigan  
*CEMA*

**CEMA 2011 FALL MEETING**

The CEMA Fall Meeting convened, Tuesday and Wednesday, September 20 and 21, 2011 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 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. Several excellent presentations were made by the industry magazines as well as from our guest speaker, James Glassman, senior economist and managing director of J.P. Morgan Chase & Co. who demonstrated that the turn-around has occurred in many parts of the economy and that there is no indication in the predictive data of a second recession in the near or foreseeable future.

**CEMA MEMBER NEWS**

**Membership**

As of December 1, 2011, CEMA's membership stands at 110, with 96 Manufacturing Members and 14 Technical Members.

**New Members**

**Schaefer International** of Charlotte, North Carolina, joined CEMA on October 17, 2011 as a Manufacturing Member. They manufacture Unit Handling Systems. Their Official Representative is Gordon Hellberg, VP Sales. Welcome back to CEMA, Gordon.

**Happenings**

**CEMA** moved its headquarters in late September from 6724 Lone Oak Boulevard to 5672 Strand Court, Suite 2, Naples, Florida 34110. Our phone number remains unchanged : 239-514-3441.

**Gates Corporation** is celebrating its 100th anniversary in 2011. In 1911, Charles Gates, Sr. bought The Colorado Tire and Leather Company. From that beginning evolved The Gates Rubber Company and, recently, the Gates Corporation which has expanded into 29 countries around the world and is a world leader in engineering, marketing, and distribution of industrial and automotive products, systems, components, and services. CEMA congratulates the Gates Corporation on the occasion of this landmark birthday.

**UPCOMING MEETINGS**

Engineering Conference, June 24-27, 2012, LaPlaya Resort, Naples, FL (\$175)  
Fall Meeting, Sept 18-19, 2012, O'Hare Hilton, Chicago, IL (\$199)  
Annual Meeting, March 15-19, 2013, Arizona Biltmore Resort & Spa, Phoenix, AZ (\$289)