



# bulletin

CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION

6724 Lone Oak Boulevard • Naples, Florida 34109

## OFFICERS

### President

Lee F. Schomberg  
*Paragon Technologies Inc.*

### Vice President

William J. Casey  
*Industrial Kinetics, Inc.*

### Secretary

James F. Lamb  
*Drives, Inc.*

### Treasurer

Marc Jorgensen  
*Jorgensen Conveyors, Inc.*

### Executive Vice President

Robert A. Reinfried  
*CEMA*

## DIRECTORS

### Term expires 2003

William Currie  
*DBT America, Inc.*  
Thomas Easterhouse  
*Lubriquip, Inc.*  
Dan Fannin  
*Van Gorp - EPT*

### Term expires 2004

Mike Haug  
*Kasa Industrial Controls*  
Ray Summerlot  
*Summerlot Engineered Products*  
Fred Thimmel  
*Bryant Products, Inc.*

### Term expires 2005

John Almaraz  
*WAM, Inc.*  
Tom Barry  
*Sandvik Sorting Systems, Inc.*  
Gary Herder  
*Prab, Inc.*

## STAFF

### Executive Secretary

Philip G. Hannigan

### Member Services

Terrie Craven

### Meeting Coordinator

Kimberly MacLaren

### Legal Counsel

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

Summer, 2002

## LEE F. SCHOMBERG ELECTED PRESIDENT

Lee F. Schomberg, vice president, marketing, Paragon Technologies Inc., Spring Lake, MI, was elected the 62nd president of CEMA at the recent 69th Annual Meeting in Rancho Mirage, CA.

Schomberg succeeds Fred Sytsma, vice president, Frost, Incorporated, Grand Rapids, MI

Other officers elected at the Association's Annual Meeting:

Vice President - William J. Casey, business consultant, Industrial Kinetics, Inc., Westmont, IL.

Secretary - James F. Lamb, vice president, marketing & sales, Drives, Inc., Fulton, IL.

Treasurer - Marc Jorgensen, president, Jorgensen Conveyors, Inc., Mequon, WI.

Elected to a one-year term on the CEMA Board of Directors was:

Daniel Fannin, vice president, marketing, Van Gorp -EPT, Maysville, KY.

Elected to three-year terms on the CEMA Board of Directors were:

John Almaraz, president, WAM, Inc., Fort Worth, TX.

Tom Barry, president, Sandvik Sorting Systems, Inc., Louisville, KY.

Gary A. Herder, chair, president & CEO, Prab, Inc., Kalamazoo, MI.

Carryover members are:

W. D. Currie, vice president and G.M., DBT America Inc., Montevallo, AL.



(L) Outgoing CEMA President, Fred Sytsma (Frost, Inc.) and his wife, Linda, join CEMA Executive Vice President, Bob Reinfried, and his wife, Susan (R), in congratulating Lee Schomberg (Paragon Technologies, Inc.) and his wife, Ann, on Lee's election as CEMA President.

Thomas Easterhouse, sales manager, Lubriquip, Inc., Madison, WI.

Michael M. Haug, president, Kasa Controls, Inc., Salina, KS.

Raymond L. Summerlot, president, Summerlot Engineered Products, Inc., Terre Haute, IN.

Frederick Thimmel, president, Bryant Products, Inc., Ixonia, WI.

## NEW AREA CODE FOR CEMA

Due to the tremendous growth in SW Florida, the area code for CEMA has changed. The new area code is 239. Please make a note of the change. The old area code, 941, can also be used until early in 2003, to allow all the local telephone company systems across the country ample time to change the routing in their system.

VISIT THE NEW CEMA WEB SITE at <http://www.cemanet> and give us your feedback and try our electronic commerce publications sales page.

## **NEW CEMA SECTION/COMMITTEE OFFICERS ELECTED FOR 2002-2003**

New officers were elected by the CEMA product sections and committees at the 69th Annual Meeting in Rancho Mirage, California, this spring. The new officers are:

### **Unit Handling**

Chair — Tom Barry, president, Sandvik Sorting Systems, Inc.; vice chair and secretary — Fred Bachert, general product manager, Rockwell Automation-Power Systems.

### **Screw Conveyor**

Chair — John Almarez, president, WAM USA, Inc.; vice chair and secretary — Ray Summerlot, president, Summerlot Engineered Products, Inc.

### **General Bulk Handling**

Chair — John Almarez, president, WAM USA, Inc.; vice chair and secretary — Bobby Brown, product manager, Rexnord Corporation.

### **Conveyor Chain**

Chair — Neil McLean, general manager, Can-Am Chains; vice chair and secretary — vacant.

### **Government Affairs**

Chair — Frederick Thimmel, president, Bryant Products, Inc.; vice chair and secretary — vacant.

### **Meetings**

Chair — Gregg Goodner, president, Hytrol Conveyor Co. Inc.; vice chair and secretary — vacant.

### **Membership**

Chair — Ron Arkema, product manager, Van Gorp - EPT; vice chair and secretary — vacant.

### **Public Relations**

Chair — John D'Amico, vice president, sales and marketing, Jorgensen Conveyors, Inc.; vice chair and secretary — Tom Easterhouse, sales manager, Lubriquip, Inc.

### **Safety Steering Committee**

Chair — John M. Raab, vice president, marketing, Siemens Dematic Corp.; vice chair and secretary — John Almarez, president, WAM USA, Inc.

### **Insurance Committee**

Chair — Marc Jorgensen, president, Jorgensen Conveyors, Inc.; vice chair and secretary — vacant.

### **Statistics**

Chair — Terrie Craven, manager member services, CEMA.

## **JOINT MANAGEMENT CONFERENCE OFFICERS CHOSEN FOR 2003**

The members who attended the 18th Joint Management Conference elected new officers. The new officers are as follows:

### **Administration and Operations Managers Conference Officers**

Chair: Russell Johnson, Martin Sprocket & Gear, Inc.  
Vice-Chair: Jack Allor, Dearborn Mid-West Conveyor Co.

### **Engineering Conference Officers**

Chair - Doug Oliphant, Kasa Industrial Controls, Inc.  
First Vice-Chair: Charles East, FMC Technologies, Inc.  
Second Vice-Chair: Gary Giuliano, Intelligrated, Inc.

### **Engineering Conference Committee Officers**

**Conveyor Safety Committee:** Chair, Phil Kaffenberger, HK Systems, Inc.; Vice-Chair, Bruce Whitman, Siemens Dematic Corp. - Rapistan Division.

**Conveyor Terms and Definitions Committee:** Chair, Phil Hannigan, CEMA.

**Bulk Handling Section:** Chair, Charles East, FMC Technologies, Inc.

**Belt Conveyor Systems and Manual Committee:**  
Chair, Rick Baer, Greenberry Industrial; Vice-Chair, Frank Loeffler, Loeffler Engineering.

**Bulk Conveyor Accessories Committee:** Chair, John Winkelman, FLEXCO; Vice-Chair, Judd Roseberry, Richwood Industries, Inc.

**Conveyor Idlers Committee:** Chair, Bob Domnick, Superior Industries.

**Conveyor Pulleys Committee:** Chair, David Keech, Rockwell Automation - Power Systems.

**Screw Conveyors Committee:** Chair, Charles East, FMC Technologies, Inc.; Vice-Chair, Mike Serra, Summerlot Engineered Products, Inc.

**Conveyor Chain Section:** Chair, Steve Rhoad, Webster Industries, Inc.

**Unit Handling Section:** Chair, Doug Oliphant, Kasa Industrial Controls, Inc.

**Sortation Equipment Standard Committee:** Chair, Boyce Bonham, Hytrol Conveyor Co. Inc.

## Seen at the CEMA Aannual Meeting



(L) CEMA Meetings Committee Chair, Gregg Goodner (Hytrol) and CEMA President, Fred Sytsma (Frost) (R), welcome Howard Fineman, Newsweek's Chief Political Correspondent, to the CEMA Annual Meeting where he was our guest speaker.



(L) Dan Gualtieri (Martin Sprocket & Gear) and his wife, Jan, discuss the benefits and joys of warm desert weather with Warren Chandler (Stephens-Adams) and his wife Mary who came to the meeting to thaw out from their winter and spring in Ontario, Canada.



(L) Chuck Leonard (Continental Screw Conveyor) and his wife, Sharon, join new CEMA Director, Gary Herder (Prab), and his wife, Mary (R), in welcoming Andrew Hustrulid (Scandura), to his first CEMA Annual Meeting.



(L - R) Terry Ball (Falk), Bobby Brown (Rexnord), and Todd Swinderman (Martin Engineering) socialize at the CEMA Annual Meeting Banquet.



(L-R) Steve Rhoad (Webster Industries) and his wife, Kathy, join Jim Lamb, (Drives), and Gary Esterling (Rexnord) and his wife, Nancy, in discussing the joys of being in the Conveyor Chain business.



All part of the Martin Sprocket & Gear contingent at the Annual Meeting, Lauren and Tom Melton (L) enjoy the company of Holly and Charles Reynolds and their daughters Rollin (R) and Roxie (C) at the formal banquet.

## 2001 WAS NOT A GOOD YEAR FOR SALES

Analysis of the calendar year 2001 CEMA statistics confirmed that, after six consecutive years of record-setting growth, booked and billed sales were down for the conveyor industry as they were for most industries in 2001.

Booked sales totaled \$5.5 billion for 2001, and shipments totaled \$6.8 billion. Shipments outpaced booked orders by 20% and were down only slightly from the prior year record of \$7.3 billion according to Fred Sytsma, CEMA President, who announced the results at the Association's annual meeting in Rancho Mirage, California, in March.

While shipments for unit handling conveyors (light to medium) increased by 3%, and shipments for trolley (light to medium) increased by 35%, shipments in all other unit categories (unit conveyors-heavy duty, trolley-heavy duty, tow conveyors, unit components and conveyor chain) were down 22% on average. Bookings were down an average of 34%.

In 2001, bookings and shipments for bulk conveyor accessories increased by 20% from 2000 levels. However, for all other bulk categories (screw conveyor, bulk components, bulk systems and bulk equipment) shipments and bookings were down an average of 20% and 25%, respectively.

As for prospects for 2002, executives representing CEMA member companies attending the annual meeting expected a partial recovery of business during 2002.

## CEMA Joint Management Conference a Roaring Success



CEMA President, Lee Schomberg (Paragon Technologies, Inc.) addresses the CEMA Joint Management Conference Banquet on the final evening of the event.

The CEMA Joint Management Conference was a great success. Except for the Sunday morning golf tournament that got rained out with the first significant rain we had received in six months, the weather cooperated and provided everyone a warm and sunny Florida Chamber of Commerce environment. The renovated LaPlaya Hotel was a new experience to even old hands who have attended in previous years. All of the rooms are either new or renovated. They all now have interesting views and none look on retaining walls. The new conference center provided everyone easy walking to meetings, especially if they had to move between meetings. The food was very good, even for a banquet facility. And the beach had just been screened of all rocks and material larger than a grain of sand.

The Administration and Operations Managers Conference had an outstanding speaker in Joseph A. Colagiovanni, a partner in the law firm, Bryan Cave LLP's St. Louis, Missouri office. He provided a two day seminar on legal issues associated with contract clauses, effective claims management, alliances, joint ventures and partnerships, as well as payment rights and remedies. The only down side was the poor attendance which, at its maximum, was 10 people. Due to the poor support level by the membership, the CEMA Board of Directors, at its Fall Meeting, is considering canceling the Administration and Operations Managers Conference in 2003 and beyond. It could be reconstituted when and if a significant number of member companies express a need for the conference and a commitment to support it in the future.



The Engineering Conference owes a large debt of gratitude to the Conference Officers. This Year's Chair was Steve Rhoad (Webster Industries) on right and Charles East (FMC Technologies), Second Vice Chair, on left. Not shown was Doug Olyphant (Kasa Industrial Controls), First Vice Chair, who had to cancel at the last minute.



(Left) Floyd Perry (CSC Industries) and Ray Summerlot (Summerlot Engineered Products), join (Right) Paul Patton (Richwood Industries) and John Winkelman (FLEXCO) in welcoming RMA Representative Robin Steven (Goodyear Tire and Rubber) to the Engineering Conference.

The Engineering Conference had a lot of support and enthusiastic participants with 58 people attending representing 42 companies, 5 of which were Technical Members.

The Safety Committee had a record number of attendees. They have enough work on their plate that they plan to meet again for at least 6 hours on Thursday, September 26, at the Chicago O'Hare Hilton Hotel in conjunction with the CEMA Fall Meeting.

The *Belt Book* Committee worked to reorganize and define the next edition. Some areas where member companies might want to get more involved are as follows: They are considering adding accessories, deck trusses, walkways, and other bulk belt conveyor components not currently addressed; They are preparing

a proposal to test Kx in some manner; They are looking for color pictures to replace or supplement the pictures currently in the book; They plan to add an advanced technology chapter to cover distances and belt conveyors not covered in the current book.

The Idler Committee has completed work on a proposal for a CEMA "F" Idler that will be ready for a vote by the Official Representatives at the CEMA Fall Meeting. They also plan to ask for guidance on including 4 and 5 roll idlers and garland idlers at the same meeting.



Second from left, veteran attendee at the Engineering Conference, Avanes (Andy) Bhalerao (Bechtel) passes on his acquired wisdom to several first time attendees at the conference. They are (L-R) Manickam Manickam (U.S. Tsubaki), John Utz (Rexnord), Rich Neuhengen (Drives), and Rod Monroe (Smith & Monroe & Gray Engineers).



David Keech (Rockwell Automation), second from left, welcomes the Stephens-Adamson Canadian contingent from Belleville, Ontario to the warm part of the lower 48. They are (L-R) Warren Chandler, Corree Goodee, and Chris Cox.

The Pulley Committee is working on ceramic lagging coefficient of friction factors, acceleration and deceleration inputs, selection criteria, and better definition of high modulus belts, motorized pulleys, bushing systems, and overhung loads. They also plan to meet on Thursday, September 26, at the Chicago O'Hare Hilton Hotel in conjunction with the CEMA Fall Meeting.

The Unit Handling Section completed work on a *"CEMA Technical Report – Noise Considerations for Conveyor System Design and Application"* which they will submit to the Unit Handling Section at the Fall Meeting for final approval.

The Conveyor Chain Section is working on a document with the working title *"Conveyor Chain Selection Manual"*. They plan to continue work on it at the CEMA Fall Meeting.



(L-R) Todd Kirkpatrick (Continental Conveyor & Equip.), Brett Duncan (Superior Industries), Andrew Hustrulid (Scandura), Tim Wolf (Precision Pulley & Idler), and Bob Domnick (Superior Industries) enjoy networking at the JMC.

The Screw Conveyor Committee is updating the horsepower calculations and is developing an alternate method of computing horsepower. They need data to compare computed amperage draw with observed amperage draw to validate the calculations in the Screw Conveyor Standard and plan to ask companies to participate by filling out data collection sheets that the committee hopes to provide at the Fall Meeting. They also plan to ask the Official Representatives at the Fall Meeting for a decision on whether to add variable frequency drives for screw conveyor feeders to the subject matter of the standard.

Numerous other technical issues were discussed and resolved. It was a stimulating intellectual exercise for the engineers in attendance as well as an excellent showcase for the tremendous engineering talent and resources that CEMA as an association can bring to bear in solving problems and providing technical leadership to the industry. Any companies interested in contributing to these areas please contact the CEMA staff or plan to attend the Fall Meeting or next Engineering Conference.

## CEMA Member Company News ... Continued

*We warmly welcome all of these new members and hope that their participation in CEMA meetings and activities will bring CEMA the benefit it seeks and will bring these companies the benefits they seek, and more. We also sincerely thank their sponsors for guiding these new members to our association.*

### Company News

**Alvey Systems** and Intek Integration Technologies have announced the expansion of their strategic alliance to encompass new distribution and manufacturing facilities.

**Automatic Systems** was recently sold by Columbus McKinnon Corporation to an investment group that named Bob Hoehn as the new CEO of ASI. CEMA welcomes Bob, a former CEMA President, back into the Association's professional and social life.

**Dearborn Mid-West Conveyor Company** President, *Wes Paisley*, reported to CEMA that his company has launched the Daimler Chrysler Body and Trim Shops for the Jeep Liberty. Also, the company received Michigan's C3 Award "Clean Corporate Citizen."

**FKI Logistex** has launched **FKI Logistex Europe**, a team that is comprised of Crisplant a/s, Dator-Crisplant, Cleco Systems, and Io Systems. The latter two are recent acquisitions. They have also announced an alliance with Manhattan Associates to provide seamless integration of warehouse management systems with order processing and warehouse control systems.

### Promotions and Appointments

**Alvey Systems**, an FKI Logistex company, has promoted *Ted Clucas* to Vice President of Systems Engineering and Operations.

**Continental Screw Conveyor** has appointed *Chuck Leonard* as Sales Manager and plans to diversify its company product line in the near future.

**Creative Storage Systems Inc.** has appointed *John Ivey* as Vice President of Sales and Marketing.

**Diamond Chain Co.** Vice President of Sales and Marketing, *Douglas Badenoch*, has named *Scott D. Walsh* as Sales Manager for North America.

**Douglas Manufacturing Co., Inc.** Vice President of Sales and Marketing, *Paul Ross*, has announced that *William Banks* has joined the company as its National Sales Manager - Distributor Accounts.

**Drives, Inc.** has appointed *R.J. Rothchild* as its Regional Manager for Indiana, Ohio, and Kentucky.

**FKI Logistex** has announced the appointment of *David Martin* as President and General Manager, FKI Logistex North America, *Rick Parker* as Vice President and Director of Business Development, and has elevated *Steve Jones* to Managing Director of FKI Logistex worldwide.

**KWS Manufacturing** announced the appointment of *Tim Harris* as its General manager and Executive Vice President.

**Paragon Technologies**, the parent company of **Ermanco** and **SI Systems** announced the appointment of *Leon Kirschner* as its Chief Operating Officer, *Gordon Hellberg* as Vice President of Sales for both the Ermanco and SI Systems brands, and *Lee Schomberg* as Vice President of Marketing for both brands.

**Precision Pulley & Idler** has appointed *Don Hudak* as its Vice President for Marketing and Sales.

### UPCOMING CEMA MEETINGS

#### Fall Meeting

September 26-27, 2002  
O'Hare Hilton Airport Hotel  
Chicago, Illinois

#### Annual Meeting

March 15-19, 2003  
Marco Island Marriott  
Marco Island, Florida

#### Joint Management Conference

May 19-21, 2003  
LaPlaya Beach Resort  
Naples, Florida

## CEMA MEMBER COMPANY NEWS

**Thomas Conveyor Company** announced the sudden passing of *Debora Darlene Osborn*, wife of vice president and general manager, Mark Osborn. She was 39 years of age and died of a brain aneurism while on the way to Sunday Services with her family. She leaves behind Mark and their two children, Christina and Kyle. We at CEMA send our sincere condolences to Mark and his family. A scholarship fund has been set up at the Stepingstone Christian Academy and memorial donations can be made to Friends of SCA, c/o Pastor Smithee, Stepingstone Christian Academy, Burleson , Texas.

**Pflow Industries** lost its Founder and President, *Robert H. Pflieger* on March 7. Mr. Pflieger was almost single-handedly responsible for the successful escape of Vertical Reciprocating Conveyors from the clutches of those who would have categorized them as Elevators. His work was almost continuous since he founded the company in 1977. A fitting memorial to him would be for CEMA members to take up his mantle and vigilantly guard the distinction which he worked so hard to create in law, in the courts, and in the minds of the old "Red Tag Gang."

**Hytrol Conveyor Company** lost its Vice President of Distributor Operations, *Pete Hinson*, on March 2. Pete was a member of the company for 30 years and said that he "worked his way from one end of the company to the other." He is survived by his wife, Suzanne, and his daughter, Amy.

### NEW MEMBER COMPANIES

As of June 15, CEMA's membership stands at 100, with 93 Manufacturing Members and 7 Technical Members.

According to the March, 2002 edition of **Modern Materials Handling Magazine**, CEMA boasted seven of the top twenty material handling systems suppliers worldwide based on 2001 annual sales. Those companies, in order of rank are Siemens Dematic's **Rapistan Material Handling Automation**, **FKI**, **Columbus McKinnon Corp.**, **Jervis B. Webb Co.**, **HK Systems, Inc.**, **Dearborn Mid-West Conveyor**, and **Sandvik Sorting Systems**. Congratulations to all.

### New Manufacturing Members

**TGS Engineering & Conveying Systems**, of Houston, Texas, joined CEMA on February 14, 2002. They manufacture Bulk Equipment as well as Bulk Conveyor Systems and equipment.

Lee Schomberg of **Paragon Technologies** sponsored their membership.

**Creative Storage Systems, Inc.**, of Kennesaw, Georgia, joined CEMA on March 1, 2002. They manufacture Light to Medium Unit Handling Conveyors and Components.

Ernest Klemm of **Portec, Inc.** sponsored their membership.

**Columbia / Okura LLC**, of Vancouver, Washington, joined CEMA on April 15, 2002. They manufacture Light to Medium Unit Handling Conveyors and Components as well as Palletizers.

George Huber III of **Industrial Kinetics** sponsored their membership.

**Intelligrated Inc.** CEO, *Chris Cole*, has announced the purchase of CEMA member, **Versa Conveyors**, and has adopted its CEMA membership.

### New Technical Members

*CEMA's bylaws were changed in late 2000 to expand CEMA membership eligibility to include non-manufacturing engineering firms that specify and design material handling systems in North America.*

**The Multitech Group, Inc.** of South Plainfield, New Jersey, became a CEMA Technical Member effective January 22, 2002. Their engineering specialties are Specification, Design, and Installation of Screw Conveyors, Bulk Conveyor Systems, Unit Handling Systems, Trolley Conveyor Systems, and Automated Monorail Systems.

Tom Barry of **Sandvik Sorting Systems** sponsored their membership.

**Conveyor Engineering, Inc.** of Boise, Idaho, became a CEMA Technical Member effective June 1 2002. Their engineering specialty is Specification, Design, and Installation of Bulk Conveyor Systems.

Mark Alspaugh of **Overland Conveyor Company** sponsored their membership.

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