



# bulletin

CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION

6724 Lone Oak Boulevard • Naples, Florida 34109

Summer 2006

## OFFICERS

### President

Thomas Easterhouse  
*Lubriquip, Inc.*

### Vice President

Fred Thimmel  
*Bryant Products, Inc.*

### Secretary

Daniel Fannin  
*Emerson Power Transmission*

### Treasurer

R. Todd Swinderman  
*Martin Engineering*

### Executive Vice President

Robert Reinfried  
*CEMA*

## DIRECTORS

### Past Presidents Representative

Bill Casey  
*SI Systems*

### Term expires 2007

Dan Gualtieri  
*Martin Sprocket & Gear*  
Don Hudak  
*Precision Pulley & Idler*  
Bill Pugh  
*Ralphs-Pugh Company*

### Term expires 2008

Ron Doll  
*Rexnord Industries, Inc.*  
George Huber III  
*Industrial Kinetics, Inc.*  
Mike Nisenbaum  
*U.S. Tsubaki, Inc.*

### Term expires 2009

Ron Arkema  
*Van Gorp Corporation*  
Merle Davis  
*Automotion, Inc.*  
Gregg Goodner  
*Hytrol Conveyor Co., Inc.*

## STAFF

### Executive Secretary

Philip Hannigan

### Meeting Coordinator

Kimberly MacLaren

### Legal Counsel

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

## NEW CEMA ANNUAL MEETING FORMAT IS A WINNER



The Marco Island Marriott provided a great venue for winter weary members who attended the Annual Meeting.

The 73<sup>rd</sup> CEMA Annual Meeting convened over a 5 day period from March 17-21, 2006 at the Marco Island Marriott Resort & Spa on Marco Island, Florida. The meeting was the first that followed the new format of beginning on Friday and ending on Tuesday as opposed to the previous format that had us meeting from Saturday through Wednesday. The new format was adopted to allow us access to a wider array of venues and to reduce the work week days required to attend the Annual Meeting. By all accounts the new format was a big success.



The Annual Meeting provided a great opportunity for members to network.

The meeting also included the addition of more industry relevant content for the attendees. Mr. Hal Vandiver, Executive Vice President, Business Development, from the Material Handling Industry of America (MHIA) gave an outstanding exposition on *"Economic Cycles and Forecasting."* In his presentation he provided techniques for using readily available statistics to analyze where the conveyor industry is in the business cycle and what is likely to happen 9, 12, to 18 months out. His modeling, which can be done with an Excel spreadsheet, is

simple enough for non-economists and non-analysts to construct and interpret. A copy of his presentation is available for download from the CEMA Meetings Web Site at <http://cemanet.org/meetings/AnnualMeetingDownloadPage.htm>.

At a combined Unit Handling and Bulk Handling Section meeting, John Lasky, Controller at Weir Minerals gave an excellent presentation on *"Approaches to Handling Costs."* His key message was that "The task of designing a relevant cost system is too important to be left to accountants." He provided a manager's and user's overview of cost accounting, what's critical and what is not, and techniques for making the cost system more rational and relevant for managing one's business. A copy of his presentation is also available for download from the CEMA Meetings Web Site at <http://cemanet.org/meetings/AnnualMeetingDownloadPage.htm>.

The group also received presentations from three industry magazines on the current status and future projections for the industry. Presentations were provided by Jim Indelicato, DC Velocity Magazine, David Drickhamer of Material Handling Management Magazine, and Darrell Dal Pozzo of Modern Materials Handling Magazine. Those presentations made available for download can be retrieved at the link provided above.



Jim Indelicato of DC Velocity, delivers one of several Industry Magazine Reports on the Conveying Industry at the Annual Meeting.

In addition to the added content, the regular business of the Association was conducted. The Board of Directors, the Sections, the Committees, and the General Session met. Forty-two member companies attended vs. thirty-nine at the last Annual Meeting.



Jim Lamb congratulates Tom Easterhouse on his assumption of the office of CEMA President.

Jim Lamb of Drives, Inc. stepped down as CEMA President after having served two terms in that position, a rare occurrence in CEMA history. He was succeeded by Thomas Easterhouse of Lubriquip, Inc.

*Continued on next page ...*

**CEMA PRODUCT SECTION OFFICERS**

**Conveyor Chain Section**

Chair: Jim Lamb  
*Drives, Inc.*  
V. Chair: Fred Spurck  
*Webster Industries, Inc.*

**Conveyor Controls Section**

Chair: Vacant

**General Bulk Handling Section**

Chair: Dan Gualtieri  
*Martin Sprocket & Gear*  
V. Chair: Warren Chandler  
*Stephens-Adamson*

**Palletizer Section**

Chair: Vacant

**Screw Conveyor Section**

Chair: Jim Calhoun  
*FMC Technologies*  
V. Chair: Terry Stiles  
*Orthman Conveying Systems*

**Unit Handling Conveying Section**

Chair: Mike Nisenbaum  
*U.S. Tsubaki, Inc.*  
V. Chair: Merle Davis  
*Automotion, Inc.*

**CEMA COMMITTEE OFFICERS**

**Finance/Budget Committee**

Chair: R. Todd Swinderman  
*Martin Engineering*

**Government Affairs Committee**

Chair: Fred Thimmel  
*Bryant Products, Inc.*

**Insurance Committee**

Chair: Vacant

**Marketing Committee**

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

**Meetings Committee**

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

**Membership Committee**

Chair: Dan Gualtieri  
*Martin Sprocket & Gear*

**Past Presidents Committee**

Chair: Bill Casey  
*SI Systems*

**Statistics Committee**

Chair: Bob Reinfried  
*CEMA*

**Strategic Planning Committee**

Chair: R. Todd Swinderman  
*Martin Engineering*

*... CEMA Annual Meeting Continued*

The association elected three new people to the CEMA Board of Directors to serve three year terms ending in 2009. They were Ron Arkema of Van Gorp Corporation, Merle Davis of Automotion, Inc. and Gregg Goodner of Hytrol Conveyor Co., Inc.

The other new Officers of the Association were introduced. They are: Vice-President, Frederick Thimmel of Bryant Products, Inc., Secretary, Daniel Fannin of Emerson Power Transmission, and Treasurer, R. Todd Swinderman of Martin Engineering.

The membership extended its appreciation for their service on the Board to the following four people: Gary Herder of Prab Inc. who is retiring from the industry, Fred Bachert of Rockwell Automation – Power Systems, Dan Fannin of Emerson Power Transmission, and R. Todd Swinderman of Martin Engineering, Inc.

New members John Ward of Boston Gear, Charlie Tabler of OCS IntelliTrak, Inc., Terry Stiles of Orthman Conveying Systems, and Joe Hartman of Precismeca, Ltd. provided overview presentations on their companies and were warmly welcomed to the CEMA community.



Jim Lamb and Gregg Goodner welcome guest speaker, Connie Podesta, to the CEMA Annual Meeting.

One highlight of the meeting was an excellent presentation by the guest speaker, Connie Podesta who spoke on the topic "If We're Going To Win This Race, We Need To Run In The Same Direction". Her presentation was fluid, funny, engaging, and interesting. She touched on several topics. One topic was an exercise to help people identify their own personality types summarized as Squares □, Triangles Δ, Circles ○, and Squiggles ≡. While most members could identify themselves as one dominant type, all agreed that we are all a mixture of many types either permanently or depending on the role we find ourselves playing. The purpose of the exercise was to help the audience realize that it is an advantage in communicating and dealing with employees, customers, and others

to understand some of the hot and cold buttons that are associated with their dominant personality.

She touched on other topics such as the reciprocal expectations of employers and employees for a healthy and functional work environment. She pointed out that people come to a workplace voluntarily so there is no reason for employees to cop attitudes, shirk work, or send other signals to the employer that they are not happy with their current employment and should be working elsewhere. They should not be surprised when an employer takes them up on their signals. Employers owe it to their performing employees to get non-performing or disruptive employees out of the workplace and should not shirk that responsibility.

She elaborated several other related topics and concluded to the applause of a well satisfied audience.

All in all, the CEMA Annual Meeting was a success and met or exceeded the hopes of those who planned it under the new format. We look forward to the next Annual Meeting and to the attendance and participation of even more members.



Mary Herder, second from left, will be leaving CEMA upon the retirement of her husband, Gary. L-R, Susan Reinfried, Karin Hudak, Susan Weimer, Sheena McLean, and Linda Sytsma wish her a fond farewell.



L & R, Tom O'Brien (Ralphs-Pugh Co.) and Neil McLean (Can-Am Chains) welcome Susan Rider (Intelligrated, Inc.) to her first CEMA Annual Meeting.



Karen Thimmel and Fred Spurck bask in the glory of their wining play at the Annual Meeting's Golf Tournament.



The Polynesian Fire Dancer was a hit part of the entertainment at the Annual Banquet.



Hula Competition, Final, Men's Division. Names withheld on humanitarian grounds.



Pedicures were a popular part of the Spouses' Spa Experience at the Annual Meeting.

80<sup>th</sup>  
**ENGINEERING  
 CONFERENCE  
 2007**

**CONFERENCE OFFICERS**

**Chair: Boyce Bonham**  
*Hytrol Conveyor Company, Inc.*

**1st V. Chair: BULK HANDLING**  
 Avanash Bhalerao  
*Bechtel Corporation*

**2nd V. Chair: UNIT HANDLING**  
 Kevin Bayliss  
*FKI Logistex*

**COMMITTEE OFFICERS**

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

**Bulk Conveyor Accessories**  
 Chair: George Mott  
*ASGCO Manufacturing, Inc.*  
 V.Chair: Corrie Godee  
*Stephens-Adamson*

**Conveyor Chain**  
 Chair: Ed Pawlicki  
*Drives, Inc.*  
 V. Chair: Steve Rhoad  
*Webster Industries, Inc.*

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

**Conveyor Idlers**  
 Chair: Todd Kirkpatrick  
*Continental Conveyor & Equip. Co.*  
 V. Chair: Mike Petron  
*Superior Industries*

**Conveyor Pulleys**  
 Chair: Tim Wolf  
*Precision Pulley & Idler*  
 V. Chair: David Ackels  
*Van Gorp Corporation*

**Conveyor Safety Committee**  
 Chair: Phil Kaffenberger  
*HK Systems*  
 V. Chair: Bruce Whitman  
*Dematic Corporation*

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

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

**THE 79<sup>th</sup> CEMA ENGINEERING CONFERENCE WAS  
 ANOTHER SUCCESS**



CEMA's 65th President, Thomas Easterhouse, addresses the Engineering Conference Banquet.

The CEMA Engineering Conference convened for the 79th time at the LaPlaya Beach Resort in Naples, Florida from June 25th through June 28th. The location has proven an excellent combination of price, quality, security, meeting space, and amenities since the conference, after several meetings at less than ideal locations, found this gem on the Southwest Florida shores of the Gulf of Mexico in 1998. We have been offered, and have accepted, contracts for 2008 and 2009 for the same room rate as the 2007 contract rate of \$179 per night. This will insure the availability of this excellent location for us despite any inflationary pressure of rising room rates.

The conference officers this year were Chair, George Mott (*ASGCO Manufacturing, Inc.*), 1st Vice Chair, Boyce Bonham (*Hytrol Conveyor Company, Inc.*), and 2nd Vice Chair, Avanash "Andy" Bhalerao (*Bechtel Corporation*). As organized by the conference officers, the conference attendees were given the opportunity to get acquainted at a reception and dinner on Sunday evening. A large dose of Florida's "Liquid" Sunshine did nothing to douse the sprits of the guests and, fortunately, the next several days of the conference had reasonably dry weather.

Monday's session kicked off early and featured a CEMA Safety meeting to which all were invited. There was a guest speaker, Kelly Sachachenman, from Rockwell Automation, who provided an excellent approach to safety engineering of conveying systems and sites by use of such industry standard electronic interfaces such as DeviceNet. The safety meeting continued through the morning.



Tom Easterhouse thanks Jim Mohr for his superb presentation

The afternoon session was devoted to a seminar on "Product Liability for Engineers" presented by noted civil trial advocate, James W. Mohr, Jr., Executive Vice President and General Counsel for Bryant Products, Inc., and Principal in the law firm Mohr Anderson, LLC.

All day Tuesday and Wednesday morning were devoted to individual Section and Product Committee meetings where each group focused on the technical standards and other publications, best practice recommendations, and other projects that the Association's Official Representatives have asked their Engineers to focus on.

Some of the highlights of the activities of the conferees included the following:

**The Belt Book Committee** completed most of the work on corrections and typos in the sixth edition with an eye to a second printing by January 2007 coincident with the publication of the Belt Book in a digital format.

**The Conveyor Chain Committee** has volunteered to assist the Unit Handling Section in the development of their Unit Handling Conveying Book by writing the chapter on Slat Conveyors as well as a section on B29 chains for the Components chapter of the book.

Continued on next page ...



Opportunities for Technical, Professional, and Social Networking abounded at the CEMA Engineering Conference

**The Unit Handling Committee** had a lot on its plate. They continued their review and update of their ANSI/CEMA 400 series standards with a target date of 2007 to either revise or reaffirm these American National Standards. They completed a review of the revised Unit Handling Safety Video. The majority of their work was dedicated to defining and organizing a "Unit Handling Book." This book is envisioned as a training/educational guide on the function and application of unit handling conveyors. All of the chapter topics were identified and chapter leaders were identified. A standard chapter format was agreed upon and targets were set for first draft submissions. Any Unit Handling Companies interested in contributing to this project are welcome to contact CEMA Headquarters. Additionally, they produced a [Draft Recommended Best Practice For The Application of Fill Brushes on Unit Handling Conveyors](#) which the Unit Handling ORs will be asked to approve at the CEMA Fall Meeting.

**The Screw Conveyor Committee** worked on several needed projects. They are developing a text on VFD Horsepower Calculations & VFD Selection. The goal is to add small section to the CEMA 350 discussing "rules of thumb" for selecting variable frequency drives as they pertain to screw feeders. The text will emphasize important variables to be considered when selecting the appropriate size VFD. Additionally, they are working on some Shaftless Screw Conveyor Standards. The goal here is to make a dimensional standard only, a small "background" section will also be added to the CEMA 350. Bar sizes will not be part of this standard.

They have begun preliminary exploration of the feasibility of taking the ANSI/CEMA 300 and 350 Standards for Screw Conveyor shaft sizes up to 5-7/16" diameter. Currently, the dimensional standard only goes up to 3-7/16" diameter. They will be surveying manufacturers for 3-15/16" dia., 4-7/16" dia., 4-15/16" dia., and 5-7/16" dia. dimensional data and will seek to compile them into a single set of dimensional standards. Similarly, they are exploring standardization of the flange patterns for 30" diameter and 36" diameter conveyors. It was agreed that all member companies are seeing more and more opportunities for these larger conveyors and we should begin incorporating them into the standard. They will follow the same process as described above for shaft sizes.

**The General Bulk Handling Committee** discussed new projects for the Section. The following were the major ideas the committee plans to pursue:

Add bulk material properties to CEMA 550 Classification, such as, angles of internal and sliding friction, bulk densities, angle of inclinations, and other pertinent data.

Update guidelines and/or recommendations on safety guarding of belt conveyor pinch points to make them compatible with other international standards.

Prepare a safety video for the Bulk Handling System. Use the safety video prepared by the Unit Handling Section as a guide or format.

Develop recommendations and/or guidelines for personnel protection under the elevated portions of belt conveyors from spillage hazard. For example: Netting, deck plates, etc.

Add typical details of belt conveyor support types, type of trusses (e.g., walk-through trusses, tubular galleries, etc.), in the next revision of the Belt Handbook.

Develop recommendations on using enclosed trusses, such as, totally enclosed galleries, walk-through trusses, etc., for belt conveyor elevations, say, 50'-0" above grade, and conveyors passing over personnel and vehicle access ways, a body of water, pipe racks, public/plant roadways and rail tracks, etc.

**The Idler Committee** continued work on a definition of an "Engineered Class Idler" and development of text on this idler for Chapter 5 of the next edition of the Belt Book. They continued to review CEMA  $K_{it}$  and  $K_{iv}$  values with an eye to improving on them.

**The Bulk Conveyor Accessories Committee** came close to finishing development of four new safety labels along with the Safety Label Placement Guidelines to accompany them. They expect to complete the project this year. Additionally, the committee explored the feasibility of developing documents in the following areas of need: Some sort of performance criteria for belt cleaners; a standardized procedure for determining the performance of belt cleaners; and a specification for conveyor belt cleaners.

**The Pulley Committee** continued its work on ANSI/CEMA Standard B105.1. They intend to keep the load ratings the same as present. They are looking at including the use of keyless locking assemblies. They will also be adding more information to the Belt Book's Chapter 8 about keyless locking assembly design.



Center, Conference Chair, George Mott (ASGCO Manufacturing, Inc.) along with his wife, Judith, discuss the flow of events with Bruce Whitman (Dematic, Inc.) and Kevin Bayliss (FKI Logistex)



CEMA President, Thomas Easterhouse (Grayco / Lubriquip), left, and Adrian Soghigien (Rockwell Automation Power Systems), right, welcome first time attendees, (l-r) David Kaunitz (Rockwell Automation Power Systems) and George Williams (Hytrol Conveyor Co., Inc.).



Left, "Big G" AKA George Frank (Fenner Dunlop) is welcomed to his first CEMA Engineering Conference by Phil Kaffenberger (HK Systems, Inc.), Dwight Pentzien (Industrial Kinetics, Inc.), and Eric Bostrom (Automotion, Inc.).



Second from right, first time attendee, Adam Tetyen (Rexnord Industries, Inc.), networks with (l-r) Allen Riecks (Overland Conveyor Co. Inc.), David Keech (Rockwell Automation Power Systems), David Ackels (Van Gorp Corporation), and Tim Wolf (Precision Pulley & Idler).

# NEW CEMA UNIT HANDLING SAFETY VIDEO RELEASED



The CEMA Unit Handling Section has recently completed its revision of its **Unit Handling Conveyor Safety Video**. It is now available for sale on the CEMA Online Store which can be accessed through the Association's web site at [www.cemanet.org](http://www.cemanet.org).

Prices as determined by the CEMA Board of Directors are as follow:

### Member Price

1 to 25 copies - \$10.00 per copy.

26 copies and up - \$5.00 per copy.

### Non Member Price

All Copies - \$25.00 per copy.



CEMA Staff is authorized to negotiate quantity discounts as they see fit.

The DVD Video's safety presentation is aligned with the twelve panels on the **CEMA Safety Posters**, such as the one to the left, that are available for free download from the CEMA Web Site's Safety Page at <http://cemanet.org/safety/index.html>

The Posters themselves were developed using, to the extent possible, the graphics on the **CEMA Safety Labels**. The standard CEMA Safety Labels were developed to identify the most common hazards to be found when operating on or near conveying equipment.

Which labels to use, and where to place them are on the **CEMA Safety Label Placement Guidelines**, such as the one shown on the bottom left, for Lineshaft Conveyors.

CEMA Safety Labels	Placement Guidelines
Product: Unit Handling	
Equipment: Lineshaft Conveyors	
<p>General warning to personnel that lineshaft conveyors use a rotating shaft which may be hazardous if hair or loose clothing becomes entangled around the lineshaft. Also used on any other conveyors where the exposed shaft may create secondary hazardous conditions.</p>	
	<p>To be placed along both sides of these conveyors since these conveyors provide surfaces and protrusions, foot hazards, for climbing, sitting, walking, or riding.</p>
	<p>To be placed on removable guards to warn the operator of the machinery with guards removed would expose shafts, belts, gears, shafts, pulleys, couplings, etc. which create hazards.</p>
<p>"A" SPACE UP TO A MAXIMUM OF 26 FT. CENTERS ( BOTH SIDES )</p>	<p>"B" SPACE UP TO A MAXIMUM OF 26 FT. CENTERS ( BOTH SIDES )</p>
<p>"C" LOCATE AT DRIVE GUARDS AND CHAINBELT GUARDS</p>	
<p>"D" LOCATE ON DRIVE SECTION ( BOTH SIDES )</p>	
<p>NOTE: The graphic for CHRS00023 was replaced with the one in CHRS01023 in October, 2004. The purpose was to identify the fact that hair and clothing can also be drawn into the machine from the bottom of the platen.</p>	<p>General purpose label to warn maintenance personnel that conveyors should be shut off and locked out prior to servicing. Examples: drives, take-ups, lubrication points which require guard removal.</p>

Safety Label Placement Guidelines for Unit Handling and Bulk Handling Conveyors are also available for free download from the CEMA Safety Page.

The Safety Labels are available for sale on the CEMA Online Store.

All of these components and more have been developed by CEMA to promote common approaches to conveyor safety.

**HOWEVER, these Labels, Videos, and Posters, etc. do not stand alone. They can only be effective if they are a part of an IN PLANT SAFETY EDUCATION PROGRAM based on the particular hazards that can be encountered based on the installation of conveying equipment and other mechanical devices in that particular working environment.**



## NEWS YOU CAN USE

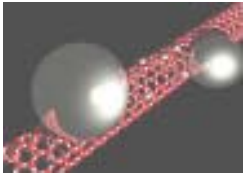
### Do You Need Export Assistance?

For U.S. Manufacturers wishing export support for any country in the world, the U.S. Department of Commerce has an organization called the U.S. Commercial Service which is the trade promotion arm of the International Trade Administration and helps U.S. small and medium sized business grow international sales by providing:

- \* World class market research
- \* Trade events that promote your product or service to qualified buyers
- \* Introductions to qualified buyers and distributors
- \* Counseling and advocacy through every step of the export process

The Commercial Service has a network of export and industry specialists located in more than 100 U.S. cities and over 80 countries worldwide. These trade professionals provide counseling and a variety of products and services to assist small and mid-sized U.S. businesses export their products and services. The U.S. Commercial Service's worldwide network of offices and trade experts can help your company expand its international sales. They can be contacted at 1-800-USA-TRAD(E) or at <http://www.ita.doc.gov/cs>

### Looking to get into a new product line? Try Nanotube Conveyors



Someday, nanoscale conveyor belts could expedite the atom-by-atom construction of the world's smallest devices (courtesy of Zettl Research Group).

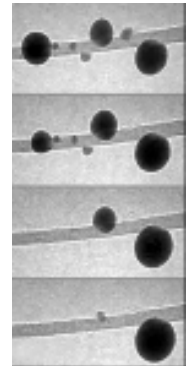
In a development that brings the promise of mass production to nanoscale devices, Lawrence Berkeley National Laboratory scientists, in 2004, transformed carbon nanotubes into conveyor belts capable of ferrying atom-sized particles to microscopic worksites.

By applying a small electrical current to a carbon nanotube, they moved indium particles along the tube like auto parts on an assembly line.

With this successful first step, one might imagine arrays of nano-sized conveyor belts delivering mass to specific locations atom-by-atom or picking up material at one site and delivering it to another. In this sense, the work is a demonstration of a prototype of might be developed into a formidable nanoassembly tool.

Their research lays the groundwork for the high-throughput construction of atomic-scale optical, electronic, and mechanical devices that will power the burgeoning field of nanotechnology.

"We're not transporting atoms one at a time anymore — it's more like a hose," says Chris Regan of Berkeley Lab's Materials Sciences Division, who co-authored the article along with fellow Materials Sciences researchers Shaul Aloni, Ulrich Dahmen, Robert Ritchie, and Alex Zettl. Aloni, Regan, and Zettl are also scientists in the University of California at Berkeley's Department of Physics, where much of the work was conducted. For more information refer to [http://www.lbl.gov/msd/Pis/Zettl/04/04\\_5\\_Zettl\\_nanoconvey.pdf](http://www.lbl.gov/msd/Pis/Zettl/04/04_5_Zettl_nanoconvey.pdf)



A glimpse into the factory of the future. Four images, each taken 60 seconds apart, portray the rightward march of indium atoms along a carbon nanotube subjected to about two volts (courtesy of Zettl Research Group).

### CEMA MEETING SCHEDULE

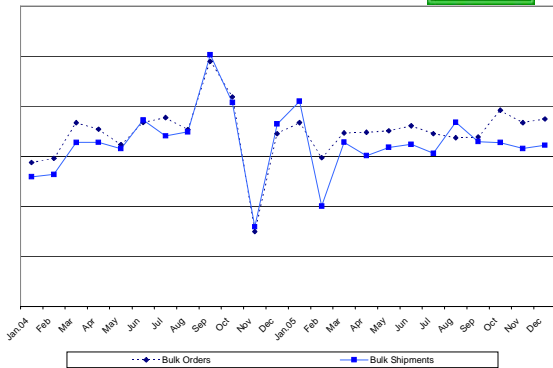
**Fall Meeting**, O'Hare Hilton Hotel, Chicago, Illinois - September 21-22, 2006

**Annual Meeting**, JW Marriott Desert Springs Resort & Spa, Palm Desert, California - March 9-13, 2007

**Engineering Conference**, LaPlaya Resort, Naples, Florida - June 24-27, 2007

# CONVEYOR INDUSTRY SAW ORDER GROWTH AGAIN IN 2005

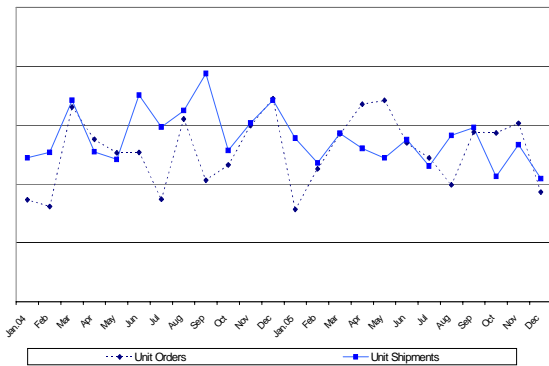
**Bulk Orders and Shipments**



The Conveyor Equipment Manufacturers Association (CEMA) reports that 2005 new orders were up for the conveyor industry for the third consecutive year. CEMA estimates that new orders totaled \$5.27 billion for 2005, which represents a 3.1% increase over 2004. New orders were up 3.1% and shipments were down 11.1% in 2005 compared to 2004.

Bulk Handling Equipment orders were up 2.3% and shipments were down 3.5%.

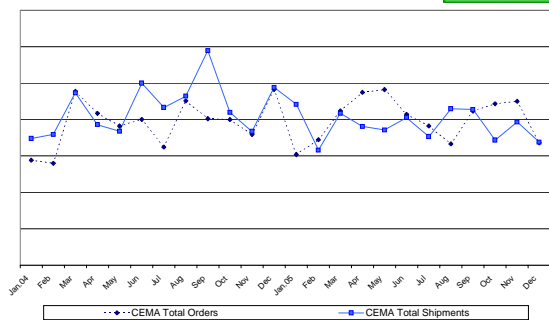
**Unit Orders and Shipments**



Unit Handling Equipment orders were up 3.5% while shipments were down 8.1%.

CEMA President, James Lamb, announced the results at the Association's annual meeting in Marco Island, Florida, in March. The executives representing CEMA member companies who attended the annual meeting were pleased to see an increase in orders in 2005.

**CEMA Total Orders and Shipments**



CEMA tracks new orders and shipped sales volume in seven classes of unit handling equipment and five classes of bulk handling equipment. The graphs shown plot monthly order and sales trends from reporting CEMA member companies from January 2004, through December 2005. Trends are totaled and graphed for all product classes in Bulk Handling Equipment, Unit Handling Equipment and Total CEMA members.

# CEMA MEMBER COMPANY NEWS

## Membership

As of July 1, 2006, CEMA's membership stands at 88, with 80 Manufacturing Members and 8 Technical Members.

## New Members

**Precismeca Limited** of Nisku, Alberta, Canada, joined CEMA on January 1, 2006. They manufacture Bulk Conveyor Components, Systems, Equipment, and Components. Their Official Representative is Joe Hartney, President and CEO and their Alternate Representative is Todd Mason, Senior Sales Coordinator.

We welcome them to CEMA.

## Company News

Graco Inc., Minneapolis, MN announced the acquisition of **Lubriquip, Inc.** from IDEX Corporation effective 11-July-2006. **Graco/Lubriquip** will be operated by the Graco Lubrication Equipment Division. Current plans are to close the existing Lubriquip manufacturing plants in Cleveland, OH and Madison, WI consolidating all manufacturing for Graco's Lubrication Equipment Division and the Graco/Lubriquip business into a new factory that is currently under construction in Anoka, MN sometime in early 2007.

As of January 1, 2006, **Siemens Logistics and Assembly Systems, Inc.** became **Dematic**. Dematic is a wholly owned subsidiary of Siemens, AG and is focused on the the industrial and distribution logistics business of the former Siemens Group Logistics and Assembly Systems. It is organized both regionally and internationally. By July, 2007, Siemens had subsequently divested itself of its part ownership in Dematic and sold it to Triton, a private European investment company involved in logistics related investments.

**Martin Engineering** announced that their Martin Engineering Services Group, LLC, the engineering and project management business unit of Martin Engineering, has expanded its capabilities with the addition of the employees and hardware assets of Stahura Industrial Services, Inc. (SISI)

of Butler PA. The office will remain where it is and will become the Eastern Office of Martin Engineering Services Group

**Martin Engineering** has announced plans to construct a multi-million dollar, world class research and development center called the Martin Engineering Center for Bulk Solids Handling Innovation. The 20,000 square foot (1850 m2) structure will be a separate facility located at the company's world headquarters and manufacturing facility in Neponset, Illinois and will serve as the company's worldwide home for research and development.

The Center will focus on bulk material handling technology advancement and will concentrate on developing solutions to reduce or eliminate dust and spillage resulting from handling bulk solids out of storage and on conveyors. It will have full-scale bulk material handling capabilities for equipment reliability and performance testing. will be dedicated to providing collaborative opportunities for companies worldwide to perform tests of the flow properties and dusting characteristics of bulk materials they transport on conveyors and move from storage.

Projects will include research, industry education, new product development, and the testing of material properties and system performance under simulated operating conditions. It will also develop application knowledge related to flow aid devices used to promote the flow of bulk solids.

**The Martin Engineering Center for Bulk Solids Handling Innovation** will be dedicated to providing collaborative opportunities for companies worldwide to perform tests of the flow properties and dusting characteristics of bulk materials they transport on conveyors and move from storage. Projects will include research, industry education, new product development, and the testing of material properties and system performance under simulated operating conditions.

### EDITORS NOTE

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