



bulletin

CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION

6724 Lone Oak Boulevard • Naples, Florida 34109

Summer 2008

OFFICERS

President

Daniel Fannin
Emerson Power Transmission

Vice President

R. Todd Swinderman
Martin Engineering

Secretary

Bill Pugh
Ralphs-Pugh Company

Treasurer

George Huber, III
Industrial Kinetics, Inc.

Executive Vice President

Robert Reinfried
CEMA

DIRECTORS

Past Presidents Representative

William Casey
SI Systems

Term expires 2009

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

Term expires 2010

Jim Calhoun
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

STAFF

Executive Secretary

Philip Hannigan

Meeting Coordinator

Kimberly MacLaren

Legal Counsel

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

CEMA's 75th Annual Meeting Was a Smash Hit

In 2008 CEMA is celebrating its diamond anniversary as an association. To make the seventy-fifth Annual Meeting an occasion to remember, the Meetings Committee went all out. The Board of Directors allocated extra funding for the event and member companies were, for the first time in CEMA history, given the opportunity to sponsor different events at the meeting. This provided the planners with a sufficient budget to do things that were normally not doable within Annual Meeting Budgets of the past.



The location of the meeting at the La Quinta Resort and Spa in La Quinta, California provided an excellent, warm, and beautiful venue to conduct the meetings and a convenient starting point for exploring Palm Springs and the surrounding Coachella Valley.



Another Reason to have attended. Warren Chandler's brother digs out from a recent snow storm while Warren and Mary were at the meeting.

An eight page Memento and Souvenir of this Annual Meeting can be downloaded from <http://cemanet.org/news/75AMMementoandSouvenir.pdf>

The 75th CEMA Annual Meeting began with the Board of Directors Meeting on Friday afternoon followed with a Get Acquainted Reception on Friday evening.

SATURDAY

On Saturday morning the CEMA Standing Committees met. Those Committees were Government Affairs, Meetings, Membership, and Marketing.

With regards to the Membership and Marketing Committee, CEMA membership stands at 92 companies, up one from the 91 members at the time of the Fall Meeting. The breakdown is 82 Manufacturing Members and 10 Technical Members.

The CEMA Statistics committee estimates CEMA members appear to comprise 31% of the North American market. The Board of Directors wants CEMA's percent of the market to rise and, since we have changed the bylaws to accommodate more companies operating in the North American marketplace, the committee was asked to look closely at offshore companies doing business here to invite them to join CEMA.

Membership initiatives will now include not only new memberships but retention of current members. They formed two sub committees, one for new membership and one for member retention. The committee needs members to help them develop leadership lists of member companies (other than Official Representatives and Alternates) to get CEMA information and awareness to them too. There is also a real need to develop a presentation on how CEMA differentiates itself from MHIA and why a company can increase its market benefits by belonging to both associations.

CEMA PRODUCT SECTION OFFICERS

Conveyor Chain Section

Chair: Mike Nisenbaum
U.S. Tsubaki.

V. Chair: Dean Bogner
Webster Industries, Inc.

Conveyor Controls Section

Chair: Vacant

General Bulk Handling Section

Chair: Terry Stiles
Orthman Conveying Systems

V. Chair: Garry Abraham
Screw Conveyor Corporation

Palletizer Section

Chair: Vacant

Screw Conveyor Section

Chair: Terry Stiles
Orthman Conveying Systems

V. Chair: Garry Abraham
Screw Conveyor Corporation

Unit Handling Conveying Section

Chair: Joe Forte
Portec Flomaster

V. Chair: Jim McKnight
Intelligrated, Inc.

CEMA COMMITTEE OFFICERS

Finance/Budget Committee

Chair: George Huber III
Industrial Kinetics, Inc.

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

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GENERAL BUSINESS SESSION



Fred Thimmel, CEMA's 66th President, calls CEMA's 75th Annual Meeting to order.

At 9:00 a.m. on Saturday, March 8, Fred Thimmel, CEMA's 66th President, called the 75th CEMA General Business Session to order. Forty nine member companies were in attendance.

Gregg Goodner, Chair of the Meetings Committee, then introduced the keynote speaker, Erik Wahl, an inspirational speaker and artist who spoke on the topic "The Art of Vision". Mr. Wahl was informative and entertaining. Unique to his presentation was his simultaneous painting of two people, Elvis Presley and Dr. Martin Luther King. Those paintings were later sold via silent auction on Monday evening with the revenue going to the charity of choice of each winning bidder.



After introductions, five new members presented short outlines of their companies as their introduction to the CEMA membership. They were John Westman of Argonics, Inc., David Hall of Automation Controls Group, David Pitchko of Cinchseal, LLC, Rob Yandrick of Eriez Magnetics, and Dave Tersigni of Veyance Technologies, Inc./Goodyear Engineered Products.

The membership elected the following individuals as members of the Board of Directors to three-year terms expiring in 2011: Jerry Heathman (Chantland Pulley and Roller Co.), Jay Lee (Baldor Dodge Reliance), and Tom Melton (Martin Sprocket & Gear).

Dan Fannin and Gregg Goodner provided a report on behalf of the CEMA Statistics Committee. The statistics committee was established to review the statistics and market size published by CEMA and to help educate the membership on different ways in which CEMA Statistics can be used to support economically sound business decisions such as calculation of the size of served markets, justify capital investments, investment in R&D, development of new products to serve new growth segments, and determine sales and budgets for future years. The compound annual growth rate for our industry in the period 2002 through 2007 was approximately 6%.

The group then received presentations from two industry magazines. Jim Indelicato from DC Velocity Magazine presented his *Annual Reader Outlook - Views and Plans for 2008*. Patrick Burnson from Modern Materials Handling Magazine presented a very detailed *Reed Business Market Report on Conveyors*

The meeting adjourned for lunch and reconvened at 1:30 p.m. for the afternoon session which included two quite interesting and informative presentations.

Following the break, the new CEMA Board of Directors met to elect officers for 2008-2009. Dan Fannin (Emerson Power Transmission) was elected President, R. Todd Swinderman (Martin Engineering) was elected Vice President, Bill Pugh (Ralphs Pugh Company) was elected Secretary, and George Huber III (Industrial Kinetics, Inc.) was elected Treasurer.

The afternoon sessions began with Alan Beaulieu, Economist, from the Institute for Trend Analysis who gave a rather thorough review of what he

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sees as the business conditions for the upcoming several years. He also provided excellent and useful advice for businesses as to how to plan and prosper through the business cycle. He forecasts a global recession in 2009-2010 and recommends that companies spend 2008 preparing for it.



On the general interest side, there was a session with Lisa Williams, Medium and Clairvoyant, who has her own television show called "Life Among The Dead", on Lifetime TV. Her presentation included her history as a clairvoyant, her certainty that there is life after death, and communications from some loved ones of those in the room who have passed on to the other side. She was well received. Though the jury is still out as to whether she is for real, she made an excellent case for her psychic abilities among those who attended.



Saturday ended with a reception, dinner, and casino night that included a jazz singer and band for those not inclined to gamble for prizes.

SUNDAY

Sunday was a day that provided the members and their guests an opportunity to explore the area and, perhaps, shop. For those who wanted organized activity, there was the annual 5K Fun Walk and Run that kicked off at 8:00 a.m. The fastest finisher was Bobby Thompson, son of Ned and Kristine Thompson of Prab, Inc., who checked in a full three minutes before the next closest runners. While most took the prescribed 5K route, others chose longer runs to enjoy the views. The longest run was recorded by Isaac Mora of RG American Roller who circumnavigated most of La Quinta.

For those who wanted more exercise, the Annual Golf Tournament began at 11:30 a.m. at the beautiful La Quinta Dunes Course. Eleven groups of four to five men and women participated in the scramble and the winning team comprised four "ringers" named Dick Sickinger, former CEMA President, Tom O'Brien of Ralphs Pugh, Inc., Dan Stutterheim of Kasa Industrial Controls, and Jim Calhoun of FMC Technologies. Future competitors beware.

MONDAY

Monday was a full day of Meetings. It started off with a joint meeting of all sections in which Gregg Goodner gave an in-depth report on the processes, mechanics, and lessons learned by his company, Hytrol Conveyor Co., Inc., as they reorganized their processes to implement lean manufacturing. He also demonstrated the economic as well as work force benefits derived from this re-engineering of the company. His presentation included opportunities for questions and answers and was a truly insightful experience for most in attendance.



Gregg Goodner addresses the group on his company's experience with implementing "lean manufacturing".

Section meetings on Monday included the Conveyor Chain Section, the Screw Conveyor Section, the General Bulk Handling Section and the Unit Handling Section.



The General Bulk Handling Section

Work continues on the Seventh Edition of the Belt Book. Cold Temperature Idler Roll Friction testing by class is continuing. The CEMA Board of Directors approved \$10,000 from the Belt Book reserves for testing of bulk belt conveyor rubbers to address K_{ibr} concerns.



The Idler Manufacturers conduct an Annual Survey of Idler Sales by Class. They will ask CEMA HQ to modify the next survey by adding the F-Series Idler Class.

The Screw Conveyor Section

The Section intends to reaffirm ANSI/CEMA Standards 300 and 350 in 2008 while they work on internal consensus on some non-critical changes that are in development or that have been approved recently. They

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have ended the Large Shaft and 36" Diameter Standards studies and determined that it is not worth pursuing these any further. They are working on guidance on de-rating pipes when using quick disconnect caps.

They intend to continue work on a Shaftless Screw Standard. They plan no changes to the Screw Conveyor CD so it is permissible for CEMA HQ to reorder new CDs to re-stock current inventory as needed.

The Conveyor Chain Section

They plan to publish more Technical White Papers which will be made available for free download from the CEMA Web Site. They would like CEMA HQ to track the hit count on their White Papers to determine if they are being adequately advertised and used.

The Unit Handling Section

The Unit Book needs some extra help to complete certain chapters. Several companies volunteered to get them completed in accordance with the current proposed schedule: Engineering Conference Final Edits, Fall Meeting Final Approvals, and Initial Publication in early 2009. The Marketing Committee plans to use the Belt Book Marketing Template to market the launch of the Unit Handling Book. The plan will be fleshed out at the Fall Meeting.



The day ended with a reception and annual banquet. At that banquet, Fred Thimmel formally handed over the gavel of the CEMA President to Dan Fannin who will serve as CEMA's 67th President. We thank Fred for his service and we wish Dan success and satisfaction in his new position.



After the banquet, there was dancing and entertainment provided by an remarkably outstanding singing group from San Diego known as "The Heroes."

TUESDAY

On Tuesday morning, the meeting was over for all except for the new CEMA Board of Directors who met at 7:30 a.m. At that meeting, the Board agreed to update to CEMA's Anti-Trust Statement to reinforce its unequivocal support for the policy of competition served by the antitrust laws as well as its uncompromising intent to comply strictly in all respects with those laws. They also mandated that the first agenda topic at future CEMA General Business Sessions will be the reading of the Anti-Trust Statement.

All in all, it was a memorable event and, from post-meeting surveys, it appeared to have satisfied the needs and expectations of virtually all attendees.

Congratulations to the planners and those who attended. Those who missed it are encouraged to attend either the CEMA Fall Meeting September 23-24 in Chicago, or the 76th Annual Meeting which will convene at the Marriott Marco Island Beach Resort, Marco Island, Florida from March 20-24, 2009. Mark your calendars.

CEMA Members are reminded that their annual membership dues are affected by their attending at least one CEMA meeting per year. In 2008 Dues will be discounted by 35% for statistics reporting and 15% for participation in at least one scheduled CEMA meeting per year.

In 2009 - Dues will be discounted by 25% for statistics reporting and 25% for participation in at least one scheduled CEMA meeting per year.

<p>CEMA MEETING SCHEDULE 2008-2009</p> <p>Fall Meeting, Tuesday - Wednesday, September 23-24, 2008 O'Hare Airport Hilton Hotel, Chicago, Illinois</p> <p>Annual Meeting, Friday - Tuesday, March 20-24, 2009 Marriott Marco Island Beach Resort, Marco Island, Florida</p> <p>Engineering Conference, Sunday - Wednesday, June 28- July 1, 2009 LaPlaya Resort, Naples, Florida</p>

82nd
**ENGINEERING
CONFERENCE
2009**

CONFERENCE OFFICERS

Chair: Phil Kaffenberger
HK Systems

1st V. Chair: (BULK HANDLING)
Corrie Godee
Stephens-Adamson

2nd V. Chair: (UNIT HANDLING)
Eric Bostrom
Automotion, Inc.

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: Vacant

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

Conveyor Idlers
Chair: Todd Kirkpatrick
Continental Crushing & Conveying
V. Chair: Jarrod Felton
Superior Industries

Conveyor Pulleys
Chair: David Ackels
Van Gorp Corporation
V. Chair: David Keech
Baldor Dodge Reliance

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

CEMA's 81st Engineering Conference

The 81st CEMA Engineering Conference convened at the LaPlaya Beach Resort in Naples, Florida from June 22 through June 25, 2008.

The conference officers this year were

Chair, Avanash "Andy" Bhalerao (Bechtel Corporation),
1st Vice Chair, Phil Kaffenberger (HK Systems, Inc.), and
2nd Vice Chair, Corrie Godee (Stephens-Adamson).



Attendance was up significantly compared to 2007: (53 vs 44) member companies were represented by 74 vs 63 people with a total, including spouses, staff, and others of 97 vs 100 people. We had 17 first time attendees which bodes well for the future vitality of CEMA and the Engineering Conference.

As organized by the conference officers, the conference attendees and guests were given the opportunity to get acquainted at a newcomers orientation as well as a reception and dinner on Sunday evening.



Phil Hannigan (C) welcomes guest speakers Fred Hayes (L) and Bruce Main (R) to the Engineering Conference.

Monday's session kicked off early and featured a three hour seminar on "**Safety Engineering Risk Assessment**" presented by Fred Hayes, PE, PMMI's Director of Technical Services, and by Bruce Main, PE, of Design Safety Engineering. Documented risk assessment and mitigation at every step of the design and manufacturing process is becoming mandatory either by legislation (In the EU), or by legal necessity (In the U.S.). All members attending this seminar will be sent documentation of three hours of continuing education credit in support of maintaining any current engineering certifications.

The afternoon was devoted to the Safety Committee Meeting to which all were invited. Bruce Whitman, who has served as vice chair since 2001 announced that he would be stepping down from his position due to his recent retirement from Dematic Corp. Phil Kaffenberger, who has served as Chair since 2001 announced that he would serve one more year. Randy Skanse was selected to be the new vice chair of the Safety Committee and will assume the chair in 2009. The committee and CEMA want to express their gratitude to Phil and Bruce for their outstanding service to the CEMA Safety Program over these many years.



All day Tuesday was 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

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asked their Engineers to focus on. Tuesday's activities were capped by a reception and dinner for all that evening. One highlight of that dinner was an address by Dan Fannin, newly elected CEMA President, who made an excellent presentation on engineering in the current global economy. He reviewed many of the material cost drivers that underly the problems in accurately pricing manufactured end items.



CEMA President, Dan Fannin, Addresses the 81st Engineering Conference.

The key outtakes from his presentation were:

- Engineering RFQ & Bids- "Be Cautious"
- Don't Yield to "We need to be Competitive"
- Work Closely with your Purchasing Team
- Have your Marketing Team include "Material Inflation Clauses" in all Quotes
- Do not Compromise Product Design – Remember Risk Assessment.

Highlights from the individual committee meetings are described below.

The Belt Book Committee continues to plan for the seventh edition. In order to avoid resource conflicts with the imminent launch of the Unit Handling Conveying Book, active work on the seventh edition will begin at the 2009 Engineering Conference.



Todd Swinderman leads the discussion at the Belt Book Committee Meeting.



Bulk Belt Conveyor Accessories Committee is working on a Belt Cleaner Standard. It is also updating CEMA Standard 575-2000 to include an expanded treatment of the engineering effects of impact energy vs impact force.

The Conveyor Pulley Committee continued work on a revision of ANSI/CEMA Standard B105.1 "Welded Steel Conveyor Pulleys". Values for a fatigue factor based on service, speed, pulley diameter, etc., were discussed and will be included in the revised standard. They are considering whether there is a need to add Unit Handling Sized Pulleys in the standard.

The Conveyor Idler Committee continued its analysis of the Temperature Correction Factor (Kit) that should properly be applied to CEMA Idlers in cold climates. They reviewed the CEMA D Idler testing conducted to date and the results they are yielding. They agreed that CEMA E Idlers will be tested afterwards.

The Screw Conveyor Committee reviewed the finite element analysis that was conducted by Bill Mecke on the "quick link" or "quick disconnect" type couplings, focusing on how it pertains to de-rating the pipe under torque. The results were surprising and will be distributed to CEMA Screw Conveyor Section Members. They also agreed to start collecting data that might support development of a set of standards for Bucket Elevators.



Gary Giuliano, Chair of the Unit Book Committee, reviews the chapters at the Unit Handling Committee Meeting.

The Unit Handling Committee hosted Bob Risley from Intralox who provided them a presentation on plastic belting technology which was very well received. The committee confirmed that all of the ANSI CEMA 400 series Standards will be reaffirmed in 2008. Any changes to them will be considered after the new "Unit Book" is published. The committee formally adopted the title "CEMA Application Guide for Unit Handling Conveyors" for the new publication. All of the 32 chapters were reviewed. The order of presentation of the chapters was decided and direction was given to the chapter owners as to what is needed to allow them to go final. The target is to have a compiled draft ready

for the CEMA Fall Meeting.

All in all the members report that it was a highly satisfying and productive Engineering Conference.

CEMA MEMBER COMPANY NEWS

Membership

As of July 10, 2008, CEMA's membership stands at 92, with 82 Manufacturing Members and 10 Technical Members.

New Members

Richards-Wilcox of Aurora, Illinois, joined CEMA on June 17, 2008. They Manufacture Unit Handling Conveyors, Components, Conveyor Chain, and Conveyor Controls. Their Official Representative is Mark Taylor , national sales manager, and their Alternate Representative is Dan Klingbeil.

Conveyor Controls Group of Milwaukee, Wisconsin joined CEMA on February 20, 2008. They Manufacture Unit Handling Conveyor Components and Conveyor Controls. Their Official Representative is David Hall, vice-president, proprietary products.

WAM, Inc. of Fort Worth, Texas joined CEMA on February 15, 2008. They Manufacture Screw Conveyors. Their Official Representative is Greg Martin, regional sales manager, and their Alternate Representative is Richard Young, vice president of estimating/design.

Cinchseal, LLC of Pennsauken, New Jersey joined CEMA on January 16, 2008. They Manufacture Screw Conveyors and Shaft Seals. Their Official Representative is David Pitchko, president.

Company News

TRANSITIONS

Bruce Whitman, of Dematic, Inc., retired after a long and fruitful career of service not only to his company but to CEMA as an active participant in the Engineering Conference and longtime co-chair



of the CEMA Safety Committee.

He is currently working part-time with Dematic until a successor is fully up to speed. We wish Bruce well in anything he does in his post retirement endeavors.

Fred Sytsma of Frost Inc., longtime CEMA participant and former CEMA President announced his retirement in April 2008. We likewise wish Fred all the best in whatever he plans to do next.



SI Systems has promoted Robert Leidy to vice president of its Production and Assembly business unit. Leidy had been director of operations at the company. He will now oversee sales, marketing, engineering, and project and site management for that unit.

DBT America, Inc. was included in the sale of its parent company, DBT, to **Bucyrus International, Inc.**, the German based manufacturer of surface mining equipment, in late 2007. From 2008 onward the combined companies will market their surface (Bucyrus), and underground (DBT) products under the single brand name, Bucyrus.

Automatic Systems, Inc. of Kansas City, Missouri announced in December, 2007, the appointment of Michael R. Hoehn as President and Chief Operating Officer.

Continental Conveyor & Equip. Co. is now **Continental Crushing & Conveying**

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.