



## OFFICERS

### President

R. Todd Swinderman  
*Martin Engineering*

### Vice President

Bill Pugh  
*Ralphs-Pugh Company*

### Secretary

George Huber, III  
*Industrial Kinetics, Inc.*

### Treasurer

Position Vacant

### Executive Vice President

Robert Reinfried  
*CEMA*

## DIRECTORS

### Past Presidents Representative

William Casey  
*SI Systems*

### 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*

### Term expires 2012

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

## STAFF

### Executive Secretary

Philip Hannigan

### Meeting Coordinator

Kimberly MacLaren

### Legal Counsel

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

*Summer 2009*

## CEMA Fall Meeting Set for September 15-16

The CEMA Fall Meeting will convene at the Chicago O'Hare Airport Hilton Hotel on September 15-16, 2009. On Tuesday, September, 15, the following meetings will be held: Engineering Conference Planning Meeting, Past Presidents Committee, Meetings Committee, Membership and Marketing Committee, Government Affairs Committee, and the CEMA Board of Directors meeting. At an evening reception, members will hear from several trade magazines who will report on their views of the direction of the industry.

On Wednesday, September 16, the Sections will meet. They include the Belt Book Committee, Conveyor Chain Section, Screw Conveyor Section, Unit Handling Section and the General Bulk Handling Section. These meetings begin at 7:00 am and are usually concluded by 10:30 a.m. leaving members adequate time to make their return connections. The CEMA Board of Directors will meet in Executive Session at 10:30 a.m. and usually adjourns by 1:00 p.m.

Your First Call Signup Packages were sent on July 21 via e-mail. If you have not received your package, you can download registration forms as well as agendas and attachments in advance of the meetings at the Fall Meeting Web Page: <http://www.cemanet.org/2009fallmeeting.html>

## CEMA Annual Meeting and Engineering Conference were Huge Successes

The first two CEMA Meetings of 2009 went off very well and were deemed very successful by the participants. They provided industry relevant information, networking opportunities, and the opportunity to move along many projects deemed necessary for the industry by the individual sections. There will be separate articles later on in this edition.

**Members who did not attend either meeting are reminded that their annual membership dues are affected by their attending at least one CEMA meeting per year. Beginning this year, dues will be discounted by 25% for statistics reporting and 25% for participation in at least one scheduled CEMA meeting per year.**

## **CEMA PRODUCT SECTION OFFICERS**

### **Conveyor Chain Section**

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

### **Conveyor Controls Section**

Chair: Vacant

### **General Bulk Handling Section**

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

### **Palletizer Section**

Chair: Vacant

### **Screw Conveyor Section**

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

### **Unit Handling Conveying Section**

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

## **CEMA COMMITTEE OFFICERS**

### **Finance/Budget Committee**

Chair: Vacant

### **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*

## **CEMA Annual Meeting**

The Seventy-sixth CEMA Annual Meeting met from Friday, March 20 through Tuesday, March 24, 2009 at the Marriott Marco Island Beach Resort, Marco Island, Florida.



CEMA's Sixty Seventh President, Dan Fannin, convenes the Seventy Sixth CEMA Annual Meeting.

CEMA President, Dan Fannin kicked off the meeting by welcoming members and guests. A total of 36 member companies were represented. Unfortunately, this was 13 fewer members than attended last year's Annual Meeting but, considering the downturn of the economy since then, it was still a strong endorsement of value of the Annual Meeting by the members who attended.

Five new CEMA Member Companies provided short presentations about their companies and what they seek to gain from CEMA membership. Those who made presentations included the following: Carl Swisher of Tapco, Inc.; Doug Rohrer of Span Tech LLC; Mark Taylor of Richards-Wilcox; Frank Warmoth of Dearborn Mid-West Conveyor; and Sergio Zamorano of FLSmidth RAHCO Inc.

The members elected three people to the Board of Directors with terms ending in 2012. We congratulate Joe Forte of Portec-Flomaster, Michael Hoehn of Automatic Systems, Inc. and James McKnight of Intelligrated, Inc. on their elections.

The members also extended a sincere vote of thanks to three Board members who were stepping down after three years of service. They were Ron Arkema of Van Gorp Corporation, Merle Davis of Automotion, Inc., and Gregg Goodner (Hytrol Conveyor Co., Inc.) Merle Davis was subsequently elected by the Board of Directors to become a CEMA Officer to serve as CEMA Treasurer for the upcoming year. Additionally, George Huber III (Industrial Kinetics) was elected CEMA Secretary, Bill Pugh (Ralphs-Pugh Company) was elected CEMA Vice-President, and Todd Swinderman (Martin Engineering) was elected CEMA's sixty-eighth President. We congratulate and thank them all for their support to the Association.



Dan Fannin passes the Gavel to his successor as CEMA President, Todd Swinderman.

Industry Relevant Content: The members attending were treated to several presentations that were sure to help them in understanding the current environment in which they must operate.

Two trade magazines provided presentations on their sense of the market which was gathered from their reader surveys and market research. The presentations were provided by DC Velocity, represented by Jim Indelicato, and Modern Materials Handling Magazine, represented by Bob Trebilcock.

Alan Beaulieu, Economist, from the Institute for Trend Analysis, gave a rather thorough review of what he sees as the business conditions for the upcoming several years. He also provided excellent and useful advice for

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businesses as to how to plan and prosper through this part of the business cycle. Last year he forecasted a global recession in 2009-2010 and recommended that companies spend 2008 preparing for it. While this year we are in the global recession he predicted last year, he recommends that companies position themselves to profit from the expansion that will occur after the economy begins recovery which he anticipates occurring in mid 2010. He gave several practical things companies can do to position themselves. He predicts a worldwide depression by 2030 and that people should strive to be debt free by 2028.



CEMA President, Dan Fannin, and Meetings Committee Chair Gregg Goodner, welcome Keynote Speaker, Alan Beaulieu to the Annual Meeting



Hal Vandiver describes his economic forecasting techniques.

Hal Vandiver, Executive Vice President, Business Development, MHA gave a presentation on ***“Economic Cycles and Forecasting”***. He demonstrated that, by using currently available statistics, including CEMA’s Monthly Statistics, a company can predict downturns and upturns in the economy. His charting techniques, which he shared with the membership, have proven able to foresee upcoming business cycle conditions with quite good accuracy for over a decade. Using that as a starting point he reviewed his findings with the members and his predictions for the near future. Several members who started using his techniques when he last addressed the membership in 2006 attested to the usefulness of collecting and analyzing data using his techniques.

Dan Boos, President and Managing Principal of Gorillas and Gazelles LLC, made an excellent presentation on ***“Generation Y – Acquiring, Motivating, and Retaining a Generation Y Workforce.”*** He claims that the Generation Y workforce, while very good, comes to the marketplace from a different perspective than those of some earlier generations such as Gen X. Insights into what motivates them, how they view work, how they view rewards, and generally what makes them tick were discussed. This generation is very comfortable with new technologies, with change, and with collaboration. Understanding them will help managers and leaders to better incorporate them into the workforce, better use their talents, better motivate them, and ultimately, better retain them as they make their contributions to the company.

Dan Fannin, CEMA’s President, and Vice-President of Marketing with Emerson Power Transmission, presented an excellent review of how companies can and should proceed with the process of ***“Reducing Manufacturing Complexity and Portfolio Management”***. Complexity is the hidden cost of doing business. Managing complexity to better serve the full range of customer needs and demands can provide a substantial competitive advantage. There is good complexity and bad complexity. Bad complexity includes infrastructure, business processes and product platforms that have redundant components, that is, multiple types of components to provide the same service. Good complexity includes business and product features that are useful and used. He discussed complexity drivers, operational simplification strategies, and complexity assessment of products as well as management. His take away was that business complexity is reduced by simplifying the business. To simplify the business, the enterprise needs lean manufacturing and processes and it must organize and carefully manage the complexity of the product portfolio.



Unit Book Marketing Committee Co-chairs, Jim McKnight (Intelligated, Inc.) and Steve Buccella (Dematic Corp) making their advertising debut at the Annual Meeting. The consensus was that they missed their callings and should have become a traveling comedy act. Good job guys.

There were meetings of the CEMA Sections, Committees, and the Board of Directors in which much Association business was conducted.

Add in several receptions, excellent dinners, fine entertainment, and many networking opportunities and you have all of the ingredients of a very successful and satisfying Annual Meeting.

We look forward to seeing one and all next year.

## SOME ANNUAL MEETING PICTURES

### ANNUAL MEETING SCRAMBLE GOLF TOURNAMENT WINNERS

#### FIRST PLACE TEAM



Steve Buccella (Dematic Corp.), Joe Forte (Portec Flomaster), and Jay Lee (Baldor Dodge Reliance). Sorry about the lighting, Steve - See below.

#### SECOND PLACE TEAM



James Lohr (FMC Technologies), Kristine and Ned Thompson (Prab, Inc.), and Tom Robertson (OCS IntelliTrak, Inc.)

#### THIRD PLACE TEAM



Charlie Tabler (OCS IntelliTrak, Inc.) Jim Calhoun (FMC Technologies), Judy Hoehn (LICO, LLC), with her Grandson and future golfer, Nathan. Missing is Doug Rohrer (Span Tech LLC).



Steve and Lynn Buccella thank Jim Indelicato (DC Velocity Magazine) for his support of CEMA.



CEMA President, Dan Fannin, thanks outgoing CEMA Board of Directors Ron Arkema (Van Corp), and Gregg Goodner (Hytrol Conveyor Co.) for their service to CEMA these last several years.



Michael Hoehn (Automatic Systems, Inc.) presents the Annual Meeting Beauty Queen, his daughter, Ava.



Robert Yandrick (Eriez Magnetics) and Jim Calhoun (FMC Technologies) discovered that they have Homer City, Pennsylvania in common.



Webster Industries was well represented by Dean Bogner, his wife, Danielle, and Fred Spurck.



Chairman of the Past Presidents Committee, Bill Casey and his wife, Barbara, (SI Systems) congratulate Justine and Jim McKnight (Intelligrated, Inc.) on his election to the CEMA Board of Directors.



We were delighted to welcome Sergio and Patricia Zamorano to their first meeting representing new member, FLSmidth, RAHCO, Inc.



82<sup>nd</sup>  
**ENGINEERING  
CONFERENCE  
2009**

**CONFERENCE OFFICERS**

**Chair:** Phil Kaffenberger  
*HK Systems*

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

**2nd V. Chair: (UNIT HANDLING)**  
Vacant

**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 82nd Engineering Conference**

The 82nd CEMA Engineering Conference convened again at the LaPlaya Beach Resort in Naples, Florida from June 28 through July 1, 2009.

The conference officers this year were:

Chair, Phil Kaffenberger (HK Systems, Inc.),  
1st Vice Chair, Corrie Godee (Stephens-Adamson)



Attendance was down compared to 2008: (40 vs 53) member companies were represented by 59 vs 74 people with a total, including spouses, staff, and others of 84 vs 97 people. We had 14 vs 17 first time attendees. All in all, the attendance was remarkable considering the sad state of the economy.

The registration discount after the first company member registers seemed to be a success. A number of companies sent more than one representative. Fenner-Dunlop led the list with seven members, followed by FLEXCO which sent three members. The following companies each sent two people: Dearborn Mid-West Conveyor, FL Smidth RAHCO, Hytrol, Industrial Kinetics, Intelligrated, Kinder-Morgan, Stephens-Adamson, Superior Industries, and Transnorm. We thank these members for going the extra mile as well as all of the other members who sent a representative to this important CEMA activity.

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.

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.). This was a deeper look at the same subject which we began to explore last year.



The afternoon was devoted to the Safety Committee Meeting to which all were invited.



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 asked their Engineers to focus on. Tuesday's activities were capped by a reception and dinner for all that evening. The dinner was topped off by an address from Todd Swinderman, newly elected CEMA President and long time active participant in the conference.

Highlights from the individual committee meetings are described below.

**The Belt Book Committee** continues to plan for the seventh edition. The outline of the 7th edition and assignments for producing drafts for review at the 2010 Engineering Conference will be done at the CEMA Fall 2009 meeting in Chicago. Todd Swinderman (Martin Engineering) remains Chair.

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**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. George Mott (ASGCO Manufacturing Inc.) is chair and Brett DeVries (FLEXCO) was elected vice-chair.



**The Conveyor Pulley Committee** continued work on a revision of ANSI/CEMA Standard B501.1 "Welded Steel Wing Pulleys". They will include keyless locking assemblies in the update. They are also beginning an update of chapter 8 of the belt book for the 7th edition. David Keech (Baldor Dodge Reliance) was elected Chair and Paul Ross (Douglas Manufacturing Co. Inc.) was elected Vice-Chair.

**The Conveyor Idler Committee** continued its analysis of the Temperature Correction Factor (Kit) that should properly be applied to CEMA Idlers in cold climates. Having tested CEMA D Idlers, they plan to test CEMA C Idlers next. They formed a committee to evaluate the current test results and determine how those results will be presented in the 7th edition of the Belt Book. Jarrod Felton (Superior Industries) was elected Chair and Tim Wolf (Precision Pulley & Idler) was elected Vice-Chair.



**The Screw Conveyor Committee** is developing a proposed thread length change for standard 300's coupling bolts as a way to prevent the bolt threads from extending inside the pipe OD. With the finite element analysis of quick disconnects in hand, the committee will develop wording on the issue for inclusion in the next edition of the 350 Screw Conveyor Standard. Bill Mecke (KWS Manufacturing Co. Ltd.) remains Chair and Trevin Berger (Martin Sprocket & Gear) remains Vice-Chair.

**The Unit Handling Committee** is justifiably proud of the completion of the new Unit Handling Book and was informed that shipments began in mid June. New or revised terms and definitions arising from the Unit Handling Book project will be incorporated into the next edition of CEMA Standard 102 "Conveyor Terms and Definitions". They plan to reorganize CEMA Standard 102 into three sections, Unit Case Conveyor T&D, Unit Palletizer Conveyor T&D, and Bulk Handling Conveyor T&D. They have started work on a best practices guideline for safety and application of Transfers, Shuttle Cars, and Lifts. Mike Hale of FKI-Intelligrated is chair. Contact him if you wish to participate.

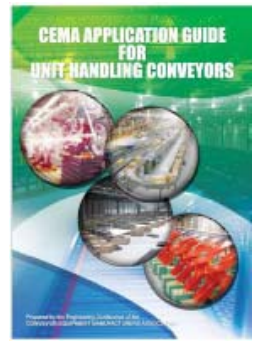
All in all the members report that it was a highly satisfying and productive Engineering Conference.

**The Receptions  
and Dinners  
Provided  
Excellent  
Opportunities  
for Socializing  
and Networking**



# CEMA APPLICATION GUIDE FOR UNIT HANDLING CONVEYORS

## Was Shipped in June



At the 2006 CEMA Engineering Conference, the Unit Handling Conveyor Committee undertook a project to produce a single handbook for users and engineers to use when planning, applying, and designing conveying systems for different Unit Handling projects.

This book is the must-have reference book for both novice and experienced engineers, universities, distributors, OEMs, consultants, maintenance personnel, and end users of this machinery.

The project was completed by dividing the work into chapters with standard formats, identifying a primary lead for each chapter, developing a web page for participants to use in posting and retrieving the latest iterations of the chapters as they were developed, and conducting monthly teleconferences to keep one another informed of progress and problems.

The overall effort was led by **Gary Giuliano of Intelligrated, Inc.** who did a fantastic job in coordinating the effort among the many participants and moving the project to completion while doing his full-time job as his company's Director of Engineering Technology.

Over the three year development period, the chapters developed, proofed, and made ready for the printer by early May, 2009 and the book was published in early June.

CEMA wishes to acknowledge and thank all of the companies and people who devoted time and effort to making this project happen. Their names, functions, and companies are listed to the right.

This is something you all can be quite proud of.

The book is available for sale at the Non-CEMA Member Price of \$250.00 per copy from the CEMA On-line Store at <http://cemanet.org/ecommerce/index.html> or you can download an order form by clicking this link <http://cemanet.org/uborderform.pdf>.



Jim McKnight (Intelligrated, Inc.) and Steve Buccella (Dematic Corp) present a sketch at the CEMA Annual Meeting to advertise the imminent completion and publication of the new "CEMA Application Guide for Unit Handling Conveyors." They are the Co-Chairs of the marketing campaign to launch the new book.

CEMA Unit Handling Book List of Contributors			
Unit Book Chapter Lead	Unit Book Contributor or Reviewer	Name	COMPANY
X		David Ackels	Van Gorp Corporation
X		Tom Anderson	Ralphs-Pugh Company
	X	Kevin Bayliss	FKI Logistex
	X	Gary Bendokaitis	Habasit America
X		Boyce Bonham	Hytrol Conveyor Co., Inc.
X		Eric Bostrom	Automotion, Inc.
	X	Joe Bryan	Columbia / Okura LLC
	X	William Campbell	Dematic Corp
	X	William Casey	SI Systems Div of Paragon Tech., Inc.
	X	Mark Corsmeier	Intelligrated, Inc.
X		Jeff DeLair	Habasit America
	X	John Dillon	Automotion, Inc.
	X	Daryl Dornbos	Dematic Corp
	X	Cathy Drooger	TGW - Ermanco Inc.
X		James English	SI Systems Div of Paragon Tech., Inc.
X		Daniel Fannin	Emerson Power Transmission
X		Joe Forte	Portec Flomaster
	X	Rob Fuller	Emerson Power Transmission
X		Gary Giuliano	Intelligrated, Inc.
X		Mike Hale	FKI Logistex
	X	John Hanger	HK Systems, Inc.
	X	Jerry Heathman	Chantland Pulley & Roller Company
X		Phil Kaffenberger	HK Systems, Inc.
X		David Kaunitz	Baldor Dodge Reliance
		Robert King	Dematic Corp
X		Dan Klingbeil	Richards - Wilcox
X		Don Kloosterhouse	TGW - Ermanco Inc.
	X	Chris Maines	Intelligrated, Inc.
X	X	Patrick McGuire	Glidepath, LLC
	X	Jeff Meyer	Intelligrated, Inc.
X		David Moddrell	Automatic Systems, Inc.
X		Doug Oliphant	Kasa Industrial Controls, Inc.
	X	Dwight Pentzien	Industrial Kinetics, Inc.
	X	Bob Risley	Intralox, LLC
	X	Wendell Rogers	Dematic Corp
	X	Dave Sayers	Dematic Corp
X		Randy Skanse	HK Systems, Inc.
	X	Jerry Slou	Automotion, Inc.
X		Adrian Soghigian	Baldor Dodge Reliance
X		Ronald Stone	Automatic Systems, Inc.
X		Bryan Taylor	Hytrol Conveyor Co., Inc.
	X	Rick Uchtman	Intelligrated, Inc.
	X	Paul Wagner	Portec Flomaster
X		Bruce R. Whitman	Dematic Corp
	X	George Williams	Hytrol Conveyor Co., Inc.

# CEMA MEMBER COMPANY NEWS

## MEMBER COMPANY NEWS

### Membership

As of July 23, 2009, CEMA's membership stands at 94, with 85 Manufacturing Members and 9 Technical Members.

### New Members

**Span Tech LLC** of Glasgow, Kentucky, joined CEMA on January 20, 2009. They Manufacture Unit Handling Conveyor Systems and Components as well as Conveyor Chain. Their Official Representative is **Douglas D. Rohrer**, President, and their Alternate Representative is **James "Bud" Layne**, CEO.

**Dearborn Midwest Conveyor Co.** of Fairway, Kansas, rejoined CEMA on February 17, 2009. They Manufacture Bulk and Unit Handling as well as Trolley Conveyors and Automated Monorail Systems. Their Official Representative is **Frank Warmoth**, president, and their Alternate Representative is **Sudy Vohra**, executive VP and General Manager.

**Tapco, Inc.** of St. Louis, Missouri, joined CEMA on March 2, 2009. They Manufacture Bucket Elevators and related Bulk Equipment. Their Official Representative is **Carl Swisher**, Sales Manager, and their Alternate Representative is **Ted Beaty**, Vice President.

**Maxi-Lift, Inc.** of Addison, Texas, joined CEMA on March 30, 2009. They Manufacture Elevator Buckets. Their Official Representative is **Paul Phillips**, VP Sales and Marketing, and their Alternate Representative is **Bo Fisher**, Sales Manager.

**AGD Products, Inc.** of Warminster, Pennsylvania, joined CEMA on June 1, 2009. They Manufacture Engineered Shaft Seals for Screw Conveyors and other Process Machinery. Their Official Representative is **David Sayers**, President.

**Beumer Corporation** of Branchburg, New Jersey, joined CEMA on June 15, 2009. They Manufacture Bulk Handling Conveyor Systems, Accessories, and Equipment as well as Conveyor Chain. Their Official Representative is **Michael Crotty**, Division Manager, and their Alternate Representative is **Tony Barr**, VP-Marketing & Business Development.

### Happenings

**Intelligrated, Inc.** as acquired North and South American operations of **FKI Logistex**. The transaction adds the Alvey, Crisplant, and Real Time Solutions product lines to the Intelligrated portfolio of offerings. Intelligrated gained manufacturing plants in Kentucky, Missouri, and Ohio, as well as operations in Canada and Mexico. It expands or adds to Intelligrated's capabilities in automated material handling solutions including robotic and conventional palletizing, baggage handling systems, wireless picking, and warehouse control systems.

**Habasit** has opened a 340,000 square-foot facility in Suwanee, Georgia. In addition to functioning as the company's corporate offices, it also houses production for its fabric and plastic modular belting lines.

**Richards-Wilcox** welcomes **Robert Kilian** as the new Western Regional Systems Sales Manager for Richards-Wilcox Conveyor Products. His western territory also includes the states of Minnesota, Illinois and Wisconsin. He most recently worked for Siemens Dematic Corporation and has over 20 years of experience in the conveyance market in sales and technical support. **James Imlach** is joining the Richards-Wilcox Conveyor Group as Distribution Sales Manager. Jim has solid experience in industrial sales engineering and management, and most recently worked for Cambridge International as a Regional Sales Manager.

**TGW-Ermanco** welcomes **Larry Strayhorn** as its new President. He succeeds **Leon Kirchner** who will continue as CEO to facilitate the transition. Mr. Strayhorn, currently vice-chairman of the MHIA, has over 30 years of experience in the material handling industry.

### 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.**