CEMA FALL MEETING SET TO CONVENE IN SEPTEMBER

Registration Packages for the CEMA Fall meeting will be sent out on July 23. The CEMA Fall Meeting this year will again occur at the O'Hare Hilton Hotel, Chicago, Illinois. The meetings will be on Tuesday, September 21 and will end before noon on Wednesday, September 22.

On Tuesday there will be meetings of the Engineering Conference Planning Committee, Board of Directors, Government Affairs Committee and Membership / Marketing Committee. On Wednesday, the Sections will meet: Conveyor Chain, General Bulk Handling, Screw Conveyor, and Unit Handling Conveyor. The last meeting on Wednesday will be a second Board of Directors Meeting. As of this writing, plans for value added speakers have not yet been locked down.

At the Tuesday evening reception and dinner we will also look forward to hearing updates on the condition of the industry from representatives of several of the magazines that cover the conveying industry.

The purpose of the CEMA Fall Meeting is to refine the focus of the association as we approach the end of the year. Section members will evaluate what was done at the Engineering Conference in June and provide any guidance going forward. They will review any activities that they started at the Annual meeting in March and will also seek concurrence on what items need to be completed in advance of the CEMA Annual Meeting in March 2011. The association's Board of Directors will construct and approve the 2011 budget and will also attend to policy issues and other items requiring the Board's judgment. The Government Affairs Committee will review legislation of interest to members and will report their findings on Wednesday morning. The Engineering Conference Committee will review what happened at the June meeting and will plan for the 2011 meeting next June.

The Fall Meeting is the last of the three CEMA Meetings that occur each year. Members who wish to continue to receive a 25% discount on their annual dues must send a representative to at least one of these three meetings in the calendar year. If you have not yet sent a representative to the Annual Meeting or Engineering Conference, this is your last chance this year.

To determine which meetings might be of most interest to you, see the reports of the CEMA Annual Meeting and the CEMA Engineering Conference further along in this edition.
Items of interest to the Membership from
CEMA BOARD OF DIRECTORS ANNUAL MEETINGS
March 12, 13, 15, 2010, Westin Kierland, Scottsdale, AZ

Membership stood at 99 companies, up five from the 94 members at the time of the Fall Meeting. (88 Manufacturing, 11 Technical)

Engineering Conference Relocation - At the Fall Meeting the Board asked CEMA Staff to conduct a survey to determine if the members supported staying at the LaPlaya, Florida, and in June, or moving to another venue, state, or month. Phil Hannigan reported the results (Attached). An overwhelming majority of respondents supported staying at the LaPlaya, Florida, and in June. The Board considers this proposal closed for the next few years.

MSHA Above Ground Mine Safety Recertification Course at the Engineering Conference – At the Fall Meeting there was an interest expressed in possibly offering subject 8 hour course at the Engineering Conference. Ron Arkema volunteered to determine if the course could be offered and Phil Hannigan offered to provide options on how and where to offer such a course during the conference.

Safety Label Material Change - Kimberly MacLaren reported that the material we use for our labels is proving insufficient in performance in outdoor severe duty conditions. She and the label supplier have identified a material and printing process that will improve Severe Duty Labels performance. There could be a slight increase in the cost and member price for the labels. It was moved, seconded and approved that we adopt the new material for severe duty and maintain the current pricing formula in developing the new price list (member, nominal; non-member, twice nominal). The Regular Duty label material will remain unchanged.

Meeting Participation Discounts - Bob Reinfried pointed out that the current recession may be responsible for some companies not having sent people to any meetings in 2009 who would, therefore, incur an additional burden of losing their annual dues discount. Up to 18 companies could lose their discount for 2010. After some discussion the Board agreed to allow companies to make up for non-participation in 2009 by attending at least one meeting through the 2010 meeting cycle. Bob Reinfried is authorized to deal with the problem on a case by case basis and use his judgment in dealing with the companies regarding the discounts.

END OF SUMMARY
President Todd Swinderman convened the General Business Session on Saturday, March 13, 2010. Representatives of 43 member companies registered. This was 7 more companies than attended the last Annual Meeting. The representatives elected Garry Abraham of Screw Conveyor Corporation, Dean Bogner of Webster Industries, Inc., and Mike Mitchell of Stober Drives, Inc., to three year terms as members of the CEMA Board of Directors and they also elected Dan Fannin of Emerson Power Transmission to a one year term on the Board of Directors as the CEMA Past Presidents Committee representative. Subsequently, the Board of Directors elected Bill Pugh of Ralphs-Pugh Co., Inc. as the new CEMA President, George Huber III of Industrial Kinetics, Inc., as CEMA Vice President, Ronald Arkema of Van Gorp Corporation, as CEMA Secretary, and Warren Chandler of Stephens-Adamson as CEMA Treasurer.

The keynote speaker this year was Dr. Alan Bates, Chairman and founder of The Profit Planning Group, a research and executive education firm headquartered in Boulder, Colorado. His presentation took the group through a practical exercise designed to identify strategies and tactics to improve a company’s bottom line. The session included how to set a realistic profit target – how much and how fast, and how to develop an action program to reach that profit target. In that regard he showed how to set priorities for action and how to track the success or failure of the program.

The afternoon session of the General Business Session featured two user panels. The Unit Handling Conveying User Panel featured two users from large companies; Leonard Bouwman, Director of Asset Management for Miller Coors, and Michael Martin, Plant Engineering Manager for UPS. The panel was moderated by Gary Master of DC Velocity magazine.

The Bulk Handling User Panel featured two users from large companies; Robert Humphries of Fluor Enterprises, and Ralph Bowling of E.ON U.S. The panel was moderated by Jim Calhoun of FMC Technologies.

Both panels provided excellent exchanges of requirements and trends in the conveying industry. The Sections and Committees conducted their meetings and set the tasks and objectives that will guide the activities of the association for the next year.

Another speaker was Alan Beaulieu, Economist, from the Institute for Trend Analysis who 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 businesses as to how to plan and prosper through this part of the business cycle. This was the third year in a row that he addressed the group and his past presentations proved remarkably accurate.

As for his track record: He accurately predicted the 1999 recession - Correctly called the 2000 dot.com meltdown - Anticipated 2002 economic recovery despite 9/11 tragedy - Saw oil price spike coming in 2002, a year before it hit - Told his clients, “Run, don’t walk” before the global financial crisis of 2008

He believes we are in the early phase of recovery. He believes that recent government interventions in the economy have dulled the economic environment for the next 10 years. Expect a slow recovery due to the inflation that will follow the enormous increases in the money supply. For businesses to thrive in the slow recovery/inflation environment we should look to strategies that companies adopted during a similar time in the 1970’s. He provided several practical things companies can do.

He still predicts a worldwide depression by 2030 and that people should strive to be debt free by 2028.
Dan Fannin, Chair of the CEMA Statistics Committee, reported that, according to our new approach to analyzing the relation of our statistics to the overall industry, the Conveyor market had $6.1 billion in billed shipments in 2009, which is a decrease of $1.7 billion from the 2008 shipments of 7.8 billion. He took the members through a large number of statistics and trends in the economy and issued the official 2010 CEMA Forecast of a slight recovery in our industry of approximately 2 percent.

Economic forecast updates were provided by editors from several industry trade magazines including DC Velocity, Material Handling Management, and Modern Materials Handling. They all confirmed the upturn in business that has been occurring over the past year and they projected gains ahead.

The committee and product section meetings were very productive again and provided guidance for the activities and projects of the association for the next year.

As for the social activities, the first two runners to cross the finish line at the 5K Fun Run/Walk were Bobby Thompson (22 Minutes) and his sister Wendi Stevens (26 minutes). Of the walkers, John and Janet DiPaolo came first at 36 minutes. Everybody else had a great tour of the neighborhood too as they stopped to smell the roses … and cacti.

The Annual Golf Tournament produced Three winning teams. First place went to Michael Hoehn, Mike Ogle, John DiPaola and Kristine Thompson. Second Place went to Tom Barry, Todd Swinderman, Jay Lee, and Corbin Lee. Third place went to Tom Roberston, Joe Maloney, Bob Yandrick, and Dave Hall. The Longest Drive for Men and Women went, respectively, to Dusty Bradley and Lindsay Goodner. The Closest to the Pin went to George Huber III and Lindsay Goodner (AGAIN).

**NEW CEMA SECTION/COMMITTEE OFFICERS ELECTED FOR 2010-2011**

New officers were elected by the CEMA product sections and committees at the 77th Annual Meeting in Scottsdale, Arizona, this spring. The new officers are:

**Conveyor Chain Section**  
Chair - Dean Bogner - Webster Industries, Inc.  
Vice Chair and Secretary - Fred Spurck - Webster Industries, Inc.

**General Bulk Handling Section**  
Chair - Jim Calhoun, FMC Technologies  
Vice Chair and Secretary - Geoff Normanton, Fenner Dunlop

**Screw Conveyor Section**  
Chair - Mark Osborn, KWS Manufacturing Co., Ltd.  
Vice Chair and Secretary - Edward Turner - Martin Sprocket & Gear, Inc.

**Unit Handling Section**  
Chair - Bob Leidy - SI Systems  
Vice Chair and Secretary - Gary Cline, Transnorm System, Inc.

**Government Affairs Committee**  
Chair - Frederick Thimmel, Bryant Products, Inc.

**Meetings Committee**  
Chair - Gregg Goodner, Hytrol Conveyor Co. Inc.

**Membership/Marketing Committee**  
Co-Chair - George Huber III, Industrial Kinetics  
Co-Chair - Tom O’Brien, Ralphs-Pugh Co., Inc.

We thank you all for your support of the activities of the association.
New this year, among many other meetings, the Unit Handling and Bulk Handling Sections each had an End User Seminar to help manufacturers understand the plans and concerns of major end users.

CEMA President Todd Swinderman presents certificates of service on the CEMA Board of Directors to, Jim Calhoun of FMC Technologies, Bill Casey of SI Systems, and Warren Chandler of Stephens–Adamson, who left the board after three years of service.

CEMA President Todd Swinderman presents recognition trophies to Garry Abraham of Screw Conveyor Corporation and Jim McKnight of Intelligrated for their service, respectively, as chairs of the Screw Conveyor and Unit Handling Conveyor Sections.

The Heroes Band sang a lot of golden oldies. The setting brought to mind a Senior Prom so we took some Prom Photos.
The 83rd CEMA Engineering Conference met from June 27 through June 30, 2010 at the LaPlaya Beach Hotel in Naples, Florida. It was a great meeting with 43 companies represented, 77 company representatives, and a total of 85 overall attendees. The weather cooperated fairly well and the occasional seasonal rainfall did not significantly interfere with the visitors’ enjoyment of southwest Florida. Post conference surveys indicate that the attendees felt the conference met or exceeded their expectations and was a very productive and instructive event.

The Conference Officers this year were Chair: Corrie Godee (Stephens-Adamson); 1st Vice Chair: Chris Maines (Intelligrated, Inc.); 2nd Vice Chair: Steve Brisco (Fenner Dunlop). They organized an outstanding program. The seminar this year was another success. It covered “People Skills in Project Management” which introduced the attendees to the concept that, while people contain about six different personality types within them, they primarily manifest one dominant one. Knowing the primary personality type of ourselves and others on our projects or workplaces, allow us to connect and engage, motivate, and resolve conflict effectively and leads to a trusting, more productive, and more efficient workplace. Many thanks to Dan Stutterheim and Doug Oliphant of KSolutions for offering us these insights. PEs in attendance will receive a certificate of training and documentation to support three hours of continuing education credit for their individual certifications.

We had four visitors from Brazil who represented the bulk belt conveyor standards group of the Brazilian national standards agency, ABNT. They were Sergio Jose Damato (Usiminas), Issacar Ferreria (Maxbelt), Paulo Godoy (ArcelorMittal), and Celio Santos (Borpac Ltda). They were here to explore the adoption of parts of the CEMA Belt Book as Brazilian standards as well as to explore options for cooperation with CEMA going forward. We hope their visit was as fruitful for them as it was for our members, and we look forward to seeing them again in the future.

Another first this year was an experiment. We offered an 8 hour annual refresher course in MSHA Mine Safety which is required for people who visit or work at above or below ground mine operations. It was conducted by Mr. Ben Hart of W. Ben Hart and Associates and cost $150.00 per attendee. We were not sure how popular it would be when the Board approved the idea at its Annual Meeting in March. Nine people signed up to attend and it appeared to be a success. We will evaluate the effectiveness of the course and whether to offer it in the future.

Members were treated to a viewing of the new CEMA Bulk Belt Conveyor Safety Video which was developed by a committee headed by Todd Swinderman of Martin Engineering Company and James Wilson of Kinder Morgan Engineering & Conveying. The 13 minute DVD provides 12 safety rules and lessons for safer operation and maintenance of Bulk Belt Conveyors. The lessons are tied to the, free for download, CEMA Bulk Belt Conveyor Safety Poster and the Bulk Belt Conveyor Safety Label Placement Guidelines, and the Bulk Belt Conveyor Accessories Safety Label Placement Guidelines. A/V # 8 is available at $20.00 per disk for Non-CEMA members.
The members who attended the 83rd CEMA Engineering Conference, June 27-30, 2010 elected the following officers for the 84th CEMA Engineering Conference which will convene at the LaPlaya Hotel June 26-29, 2011:

**Chair:** Chris Maines, Intelligrated, Inc.
**First Vice Chair:** (Bulk Handling Section) Steve Brisco, Fenner Dunlop
**Second Vice Chair (Unit Handling Section)** John Langsdorf, Transnorm System, Inc.

The Conference Committees also elected, or continued in office, the following people:

**Conveyor Controls Committee:**
Chair - Doug Oliphant, Kasa Companies

**Conveyor Safety Committee:**
Chair - Randy Skanse, HK Systems
Vice Chair - Michael McGettigan, Dematic Corp.

**Bulk Handling Section:**
Chair - Steve Brisco, Fenner Dunlop

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

**Belt Conveyor Accessories Committee:**
Chair - George Mott, ASGCO Manufacturing, Inc.
Vice-Chair - Brett DeVries, Flexco

**Idler Committee:**
Chair - Derek Tatum, Kinder Morgan Engineering & Conveying
Vice Chair - Tim Wolf, Precision Pulley & Idler

**Pulley Committee:**
Chair - David Keech, Baldor Dodge Reliance
Vice Chair - Paul Ross II, Douglas Manufacturing Co., Inc.

**Screw Conveyor Committee:**
Chair - Bill Mecke, KWS Manufacturing Co., Ltd.
Vice-Chair - Trevin Berger, Martin Sprocket & Gear, Inc.

**Unit Handling Committee:**
Chair - John Langsdorf, Transnorm System, Inc.
Vice-Chair - Chris Glenn, Hytrol Conveyor Co., Inc.

**Terms and Definitions Committee:**
Chair - Phil Hannigan, CEMA

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**Future CEMA Meetings**

**2010**

- **Fall Meeting**, Chicago O’Hare Hilton, Chicago IL, September 21-22
- **Annual Meeting**, Eden Roc, Miami Beach FL, March 9-13

**2011**

- **Annual Meeting**, La Quinta Resort, La Quinta CA, March 4-8
- **Engineering Conference**, La Playa Hotel, Naples FL, June 26-29

**2012**

- **Annual Meeting**, Arizona Biltmore Resort & Spa, Phoenix AZ, March 15-19

**2013**

- **Annual Meeting**, La Quinta Resort, La Quinta CA, March 14-18

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As of July 20, 2010, CEMA's membership stands at 100, with 89 Manufacturing Members and 11 Technical Members.

New Members

Siemens Industry, Inc. of Arlington, Texas, joined CEMA on July 9, 2010. They manufacture Unit Handling Systems. Their Official Representative is Marco Oropeza, director, business development and strategy, and their Alternate Representative is James Pippin, manager, business development.


Hitachi - Maxco, Ltd., of Kennesaw, Georgia, joined CEMA on April 19, 2010. They manufacture Conveyor Chain. Their Official Representative is Bob Callahan, executive director, business development and marketing, and their Alternate Representative is David Egbert, v.p. industrial chain division.

Peer Chain of Waukegan, Illinois, joined CEMA on April 14, 2010. They manufacture Conveyor Chain and Unit Handling Conveyor Components. Their Official Representative is Mike Nisenbaum, president.

Lewco Inc. of Sandusky, Ohio, joined CEMA on March 18, 2010. They manufacture Unit Handling Conveyors and Conveyor Controls. Their Official Representative is Jerry Guerra, vp co-owner, and their Alternate Representative is Ron Guerra, president, co-owner.

The Hendrik Group, Inc. of Woodbury, Connecticut, joined CEMA on February 8, 2010 as a Technical Member. They design Air Supported Belt Conveyors and other Bulk Conveying Systems. Their Official Representative is Hendrik (Henk) Hartsuiker, president.