



CEMA Member Companies – IN THE NEWS!



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NEW MECHANICAL CONVEYORS, STRATEGIC ALLIANCE CREATED, TRADE DELEGATION TO MEXICO, AWARDS, GLOBAL STRATEGY SESSION AND NEW PROGRAMS!

RELEASE COMING SOON!



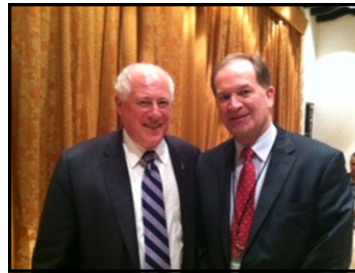
**FRANTZ
MANUFACTURING**

JOINS ILLINOIS TRADE DELEGATION TO MEXICO!

Sterling, IL – **Frantz Manufacturing Company** was invited to join Illinois Governor Pat Quinn on a trade mission to Mexico April 3-6 whose objective is to spur economic opportunities between Illinois and Mexico. Illinois' exports to Mexico total \$6.4B, having grown 11.3% last year. Mexico is Illinois' second largest export market. Frantz's material handling products are categorized as Machinery which is the largest export category, totaling \$1.2B.

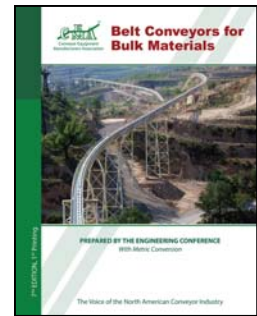
Frantz Manufacturing Senior Vice President

Greg Yemm was one of 29 delegates who departed on April 3rd for the mission along with notable Illinois firms including Navistar and Motorola Solutions. Frantz's history as a small privately held Illinois manufacturer with long term business in Mexico provided some small business perspectives within the delegation.



Governor Pat Quinn / Greg Yemm

"Frantz is looking to expand our long term historical relationship with customers and distributors in Mexico as well as globally. Mexico currently is our second largest export market. *Continued on Page 3*



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INSIDE STORIES.....

- **Prab / Hapman**, Global Strategic Session...
- **Martin Engineering**, Strategic Alliance Created
- **Eriez**, Suspended magnets available for....



**MECHANICAL
CONVEYORS
FROM ERIEZ®**

EFFICIENTLY MOVE BULK PLASTICS MATERIAL!

Erie, PA - Eriez® offers a variety of mechanical conveyors engineered to move large amounts of bulk material for plastics processing operations. Many of these rugged, efficient, high-capacity units feature a compact,

straight-line design along with an extremely low profile for easy maintenance. Minimum headroom is required for installation.

The conveyors are available in single-mass and two-mass vibrating systems excited by a motor-driven eccentric shaft. Springs and trough sizes vary according to the type of application.



Popular models include the Eriez Horizontal Motion Conveyor,

High Volume Vibrating Conveyor and VMC Electromagnetic Conveyor, among others. More information on these and other units is available at: <http://www.eriez.com/Markets/Index/Conveyorsplastics>.

www.eriez.com



HAPMAN EAST / WEST COME TOGETHER IN A GLOBAL STRATEGY SESSION



NEW PRODUCT INNOVATION AND R&D DEVELOPMENT ACROSS THE GLOBE!



Hapman Europe, Opole, Poland- **Prab Hapman** announces that Executive Management and Engineers from **Hapman Europe** traveled from European operations in Poland to the company's global headquarters in the U.S. for a 12 day global strategy session. The session focused on industry sentiment and capital project projections in Europe over the next year.

Krzysztof Matuszewski, Hapman Europe Managing Director, noted, "Hapman Europe operations are strong and continue to expand even as the economic forecasts in Europe are not always positive. Our advantage stems from a strong financial position coupled with patented equipment technology. These factors mean we can offer customers the full line of bulk mate-



Pictured from left to right, Arthur Wencel, Hapman Europe Engineer; Greg Patterson, Hapman VP; Krzysztof Matuszewski, Hapman Europe Managing Director; Ned Thompson, Hapman President & CEO; Michal Kubica, Hapman Europe Engineer

rial handling equipment they need to optimize their plants, and the trust and confidence in a company that has been doing business for over 60 years."

In addition to annual forecast planning, the meeting also consisted of discussions on new product innovation and R&D development.

Hapman Europe recently expanded its full-scale test facility as part of a corporate growth plan and global customer support initiative. The upscale size and capacity of

the test facility, along with enhanced monitoring and measurement technology, provide for detailed R&D as well as complete customer material testing.

The meetings concluded with business expansion plans in all core company industries; chemical, food processing, mineral processing, cement and building materials, and energy.

www.prab.com www.hapman.com www.hapman.com.eu



STRATEGIC ALLIANCE CREATED FOR TRANSFER POINT TECHNOLOGIES!

Neponset, IL - **Martin Engineering** announces two global innovators in bulk material handling technologies have formed a strategic alliance specifically to design and manufacture state-of-the-art conveyor solutions for engineered transfer points. The announcement comes from Martin Engineering, a world leader in making bulk material handling cleaner, safer and more productive, in partnership with CCC Group, an internationally-recognized general contractor that delivers construction, manufacturing, design and engineering services.

By the terms of the agreement, CCC will design, engineer and install the chutes, with Martin Engineering delivering the transfer point components, including load zone and settling zone. "CCC will take the lead on all projects, with Martin support during system specification, design, installation and commissioning," explained Martin Engineering USA Manag-

ing Director Mark Huhn. "We will be providing components such as impact cradles, engineered chute walls and trackers, as well as skirting and sealing technologies," he said.

The primary benefit to customers will be a very specific focus on transfer points involving two pioneers in material handling technologies. "CCC's focus and engineering expertise in chute design will be complemented by Martin's experience and innovation in product design and service," Huhn continued. He added that the two partners will initially be targeting coal-fired power, mining, aggregates, biomass and ports applications, eventually expanding into other industries and materials.

CCC Group is headquartered in San Antonio, Texas, serving industries throughout the U.S. and in select overseas markets. The firm currently operates 11 domestic locations and three international facilities, employing approximately 2,500 people in all. The company is a nationwide contractor, holding appropriate licenses and/or registration in all states where it works.

www.martin-eng.com



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Frantz Manufacturing joins Illinois Trade Delegation....

Our Made in USA bearings and steel balls are a mark of quality that our Mexican customers value for trouble free conveyor operations." According to Yemm. "The Sterling region's heritage and demographics include that of a diverse ethnic community with a large Hispanic population. Past immigrants, mainly from Mexico, provided a significant part of the labor force for the light manufacturing that earned our region the moniker 'Hardware Capital of the World'. It is our intention to grow our business of Made in USA products globally and provide good manufacturing jobs right here in Illinois. The Governor did a great job of presenting the strengths of Illinois as a strong trading partner for Mexican businesses. It was an honor to participate and support his efforts as a representative of Frantz and the local community where Frantz has made our home since 1909."

Frantz continues to work with Illinois SBDC (Small Business Development Center) International Trade Center in the Quad Cities and the US Department of Commerce in identifying ways for it to reach out globally, increase exports from Illinois, and rejuvenate manufacturing in northwest Illinois for jobs and prosperity.

www.frantz-mfg.com

ERIEZ® OFFERS A VARIETY OF SUSPENDED MAGNETS FOR NEXT DAY SHIPMENTS!



Eriez®

Suspended Permanent Magnets
Available Next-day Shipping

Erie, PA – Several Eriez® suspended Permanent Magnets, Suspended Electromagnets and Electromagnet Controls are available for next-day shipping through the company's EriezXpress™ Program.

Suspended Permanent Magnets offered through EriezXpress include Model SP6330 and Model CP 20/80. In the Suspended Electromagnet category, EriezXpress includes Model SE7338 with Cable Sling and Model SE7535 with Cable Sling. Three electromagnet Controls are also available: Model 50C41, Model 75C41 and Model 10K41 NEMA 4 Rectifier.

Call Eriez® toll free at: (888) 300-ERIEZ within the U.S. and Canada.

For more information, visit <http://en-us.eriez.com/products/tendayseexpress/>.



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Eriez®

Selects Hi Pro Equipment
To Receive the
Merwin Sales Award!



Erie, PA – Eriez® announces **Hi Pro Equipment, Inc.** of Kalamazoo, MI has earned the Eriez® 2012 Merwin Award.

Charlie Ingram, VP of Sales & Marketing, explains, "This award is presented annually to the most outstanding Eriez U.S. field sales office, selected for their exceptional sales performance and first-class service and support."

According to Eriez, the Hi Pro Equipment team exceeded their sales goals in every market and product group assigned. Ingram says, "One could say, 'they sold everything to everybody.'" He adds, "Hi Pro went above and beyond in 2012, surpassing their full-year sales goals while maintaining the extremely high level of customer service for which Eriez is known."

Hi Pro Equipment joins 24 other winners dating back to 1993 when the Merwin Award was established.



www.eriez.com