

Why Networking and Joining CEMA is Important!



CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION

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I've been involved with CEMA since 1997. Having been associated with three different companies during that time, the experience and value from CEMA has been instrumental in growing our presence within the Conveyor and Material Handling markets. The relationships that I've been able to establish on behalf of my companies and personally have led to sales growth and personal satisfaction. Our common interests allow us to reconnect at least twice a year at CEMA meetings in March and September and at other opportunities throughout the year.



In addition to the relationships, our involvement in CEMA has positioned my companies and me to influence the direction of the industry. Our platform with counterparts that we directly compete against, as well as Conveyor manufacturers that we supply to, has led to increased safety standards, improved product performance for end users and greater awareness of the needs of consumers. We've addressed key issues such as economic constraints and trends, offshore competition, and unfair trade practices, as well as restrictions such as commodity pricing, tariffs, and counterfeit products.



As part of the Unit Handling product section, we have an opportunity to gauge business conditions and labor trends among similar businesses serving the Conveyor and Material Handling markets. Our interaction is invaluable in setting our corporate strategy and serves as a direct voice of the market.

Finally, I've served as committee chair for several standing committees and now serve on the Board of Directors of CEMA and other trade associations. CEMA is unique in its size, direct market contact, statistical gathering and market analysis and trends. I strongly encourage others to follow my experience and get involved with CEMA.



CEMA's website has additional information on membership, CEMA Meetings, technical information, safety label program, and membership benefits.

CEMA website: <https://www.cemanet.org> or call: 239.260.8406