



Conveyor Equipment Manufacturers Association

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AGENDA

GENERAL BULK HANDLING CONVEYOR SECTION MEETING

Wednesday, September 16, 2015 - 8:30 a.m.

O'Hare Hilton Hotel

Chicago, Illinois

: :

JOINT SESSION WITH UNIT HANDLING SECTION

Dan Young, Economist & Advisor

The Wells Fargo Bank

"Wells Fargo View of the Economy"

- | | |
|---|---------------------|
| CEMA Engineering Conference | (Phil Hannigan) |
| Government Affairs | (Fred Thimmel) |
| Standards, Publications & Safety Labels | (Kimberly MacLaren) |

1. Call to Order and Introductions
2. Approval of Minutes of March 9, 2015, Meeting
3. Section/Committee Reports and Engineering Minutes Review
 - a. Screw Conveyor/Bucket Elevators (Garry Abraham)
 - b. Pulleys (Jim Mickelson)
 - c. Idlers (East/Felton)
 - d. Bulk Belt Systems & Emerging Technologies (Andrew Hustrulid)
 - e. Bulk Conveyor Accessories (John Barickman)
4. Current Business Conditions and Outlook
5. Current Labor Situation
6. Candidates for Section Membership (Kimberly MacLaren)
7. Next Meeting of the Section
8. Other Business
9. Adjournment

Garry Abraham, Chair

Paul Ross, Vice Chair/Secretary



MINUTES

GENERAL BULK HANDLING & BULK HANDLING COMPONENTS AND SYSTEMS SECTIONS COMBINED MEETING

I. The meeting was called to order at 10:15AM and introductions were made.

II. The minutes from the Fall Meeting of September 17, 2014 were approved.

III. Section/Committee Reports

A. The Screw Conveyors/Bucket Elevators section reported on progress of the bucket elevator manual and discussed the screw conveyor safety video.

B. Pulley Section discussed the approved version of the 105.1 (the drum pulley standard) and some needed corrections to formatting and formulas primarily found in the appendix. Once the corrections are made the sub-committee will review and then the standard will be submitted for ANSI review. A discussion took place on the differences between table 7.39 found on page 303 of the belt book and Table 1 page 7 of the B105.1. The issue was referred to the June Engineering Conference Pulley Subsection to determine if further guidance is needed on how to effectively use the two charts.

C. The Idler Section reported on the statistics reporting of "underground idlers" that took effect January of 2015. Additional discussion took place on the work on the F & G class idlers. A load and dimensional survey has been circulated to manufacturing members. This will be further discussed at the June Engineering Conference.

D. Bulk Belt Systems reported the need for a champion for the belt book. There was no other business discussed.

E. Bulk Conveyor Accessories had no business to discuss.

F. Other

IV. Current Business Conditions and Outlook were generally flat to slightly up for the year.

VI. Current Labor Situation was full and hiring.

VII. The need for additional Membership Committee Champion's was discussed and several companies volunteered to fill this need.

VII. Next Meeting of the Section is September 15-16, 2015 at the O'Hare Hilton in Chicago, IL

IX. There being no other business the meeting was adjourned.

Respectfully Submitted,

Paul Ross, Vice Chair/Secretary

REPORTING COMPANY	BUSINESS TRENDS							
	BACKLOG (vs. Last Year)	INQUIRIES Last 6 Months		ORDERS TRENDS		SALES	PROFITS	OTHER COMMENTS
		Quantity	Size	Next 6 Months	Next 12 Months	(Billings vs. Last Year)	(Billings vs. Last Year)	

To Help Standardize the responses please use one of FIVE options to characterize your business.

- GREATER THAN 10%
+2
- MORE THAN 2% UP TO 10%
+1
- RANGE BETWEEN -2% and +2%
0
- MORE THAN -2% UP TO -10%
-1
- GREATER THAN -10%
-2

Sample Comments Appropriate for the Business Roundtable at CEMA Meetings

REPORTING COMPANY	BUSINESS TRENDS							OTHER COMMENTS
	BACKLOG (vs. Last Year)	INQUIRIES Last 6 Months		ORDERS TRENDS		SALES	PROFITS	
		Quantity	Size	Next 6 Months	Next 12 Months	(Billings vs. Last Year)	(Billings vs. Last Year)	
Company A	+1	+2	0	+2	+1	+2	+1	Lot of new inquiries from South Africa
Company B	-2	-1	+1	+1	+1	0	+1	Raw Material Costs Increasing

SAMPLE

To Help Standardize the responses please use one of FIVE options to characterize your business.

UP	UP SLIGHTLY	FLAT	DOWN SLIGHTLY	DOWN
+2	+1	0	-1	-2

EXAMPLES OF APPROPRIATE COMMENTS DURING CEMA BUSINESS ROUND TABLE
Presented by a Company Representative at the CEMA Annual and Fall Meetings of the Bulk and Unit Handling Sections

REPORTING COMPANY	LABOR TRENDS								MEDICAL SURVEY				OTHER COMMENTS
	MANUFACTURING					ENGINEERING			Type of Employee Health Insurance Provided	Percent of Premium paid by Company	Percent Premium Increase Over Last Year	Other Types of Insurance Offered by Company	
	Union Affiliation	Number of Shifts	Employment (Full, 75%, etc.)	Hrs Per Week	Wages and Fringes	Employment (Full, 75%, etc.)	Hrs Per Week	Wages and Fringes					
<i>Company A</i>	<i>Union - 2nd Yr. of 3 Yr. Contract</i>	<i>1</i>	<i>75% and Hiring</i>	<i>50</i>	<i>Up 3%</i>	<i>50% and Hiring</i>	<i>45-50</i>	<i>3.5%</i>	<i>HMO</i>	<i>90%</i>	<i>12</i>	<i>Life, LTD</i>	<i>Hard to find engineers. Paying premium to hire.</i>

STANDARDIZATION NOTE:

**With Regard to Employment,
 FULL is a function of Employment vs Your One
 Shift Production Capacity**

SAMPLE



CEMA Prospective Bulk Handling Members

2015 - Prospectives - as of: 9/3/2015

BOSCH REXROTH

Referred By:

M/M Committee

Contact Name, Info Address

Larry Foy Business Development
larry.foy@boschrexroth-us.com
800.438.5983

ContactName2: Dave Brosky

Address: 14001 South Lakes Drive

CityStateZip: Charlotte, NC 28273

CN2-Title: Director of Sales

Product Lines:

Bulk Systems, & Unit,
Chain, Drives, Controls

Comment: 2/23/15-No interest at this time.--1/15/15-11/13/14-Sent Ann Mtg invite, reminders, calls.-10/31/14-sent updates for Bulk/Unit info.

Add'lComment: 8/1/14-Mike M. supplied add'l contacts, added to list.--2/27/2013-On newsletter list, sent info on controls section, pending response.--7/17/2012-No further response, still on newsletters lis--6/14/11-Contacted by David Green re: Mbrship

BUHLER, INC.

Referred By:

M/M Committee

Contact Name, Info Address

Mike Haefei
mike.haefeli@buhlergroup.com
763.847.99 00

ContactName2: Marcel Natter

Address: 13105 12th Avenue North or
P.O.Box 9497

CityStateZip: Plymouth, MN 55441-
4509

CN2-Title:

Product Lines:

Bulk, Bucket Elevators,
Belt Conveyors

Comment: 2/23/15-We need to discuss, this company principal business is: technology in areas of mechanical & thermal processing engineering, not conveyor manufacturers or engineering in the conveyor mfg industry.

Add'lComment: 8/01/14-Mike Mitchell supplied me with two contacts.--10/12/11-sent an e-mail asking to be put in contact with bus dev or marketing.

Cogar Manufacturing

Referred By:

Rick Tschantz, Imperial

Contact Name, Info Address

John Cogar Vice President
jccogar@manufacturing.com
304.252.4435

ContactName2:

Address: 951 Lester Hwy

CityStateZip: Glenn White, WV 25849

CN2-Title:

Product Lines:

Bulk Systems,
Components, Chainq

Comment: 4/3/15-Sent info over to champions-they all qualified for Mbrship.-Sent intro over to John per Rick T. Frank Loeffler advises that Rob C. owns Cogar Mfging.

Add'lComment:

DIMISA

Referred By:

Frank Loeffler, Champion

Contact Name, Info Address

Fabian Cantu
fmcantu@gmail.com
52.81.8131.0000

ContactName2:

Address: Plaza Delphi, Blvd. Antonio
L. Rodriguez 3058, 4th Floor,
Col. Santa Maria

CityStateZip: Monterrey, NL 64650
Mexico

CN2-Title:

Product Lines:

Bulk Handling
Conveyors, Idlers,
Pulleys

Comment: 5/29/14-Victor G., great company, they do not want to be members. --5/10/14-Paul Ross, refers,no contact.--1/8/13-continue on list/invites, currently no responses, biggest mfg in Mexico.

Add'lComment: 1/2014-Continue on 11/24/11-Frank L., knows comp. well, father is Eustergion Cantu, President, Fabian & Fabrezio are sons. 5 loc's, Mexico, Chile, Peru and Canada.--11/28/11-Rec'd email, sent out requested info for Mbrship.

EAGLE CRUSHER CO.,

Referred By:

M/M Committee

Contact Name, Info Address

Bill Rhoades VP Sales & Mrkt
419.468.2288
brhoades@eaglecrusher

ContactName2: Jay Glitz

Address: 525 South Market, PO Box
537

CityStateZip: Galion, Ohio 44833

CN2-Title: Sales

Product Lines:

Bulk conveyors

Comment: 2/23/2015-Ann Mtg invite, follow-ups, no interest at this time.--9/8/14-Bill Rhoades, VP Sales/Mrktng, req Mbrship. Info--8/15/14--1/8/13-cont. on candidate mailing list, however; cannot physically speak with VP.

Add'lComment: 1/17/12-Mbrship interested for 2013 Budget.--12/19/11-Rita Glosser, Admin (rglosser@eaglecrusher.com), Mbrship request.--Initial contact 10/2011.

GRAIN BELT SUPPLY C Contact Name, Info Address Address: 217 E. Diamond Rd., PO Product Lines:
Marc Wingo President Box 615 Bulk, Bucket Elevators
Referred By: grainnet.com CityStateZip: Salina, KS 67401
785.827.4491
ContactName2: Dave Walker CN2-Title: Sales Manager

Comment: 2/8/14-Continue on list/invite, no response as of date.--9/10/13-connected on IN.--3/15/13-Continue on mailing list, re: bucket elevator development.

Add'lComment: 10/30/12-Grainnet.com is linked to cemanet.com, this company is listed as a member. Sent out intro letter.

Grupo Victor Contact Name, Info Address Address: Av. Alemania 1616, Col. Product Lines:
Gerardo Hernandez Manager Moderra Bulk, Belts
Referred By: gerardo.hernandez@grupovictor. CityStateZip: Guadalajara, Jalisco, MX
Garry Abraham, SCC 53.33.3812.4621
ContactName2: Victor Hernande CN2-Title: CEO, Father

Comment: 9/6/14-Continue on list/invites, no response.--8/01/13-currently no contact, remain on mailing lists.

Add'lComment:

HONEYVILLE METAL I Contact Name, Info Address Address: 4200S 900W Product Lines:
Mark Hochstetler President Bucket Elevators, Drag
Referred By: mark@honeyvillemetal.com CityStateZip: Topeka, IN 46571
grainnet.com 260.593.2266
ContactName2: Rob Yoder CN2-Title: Marketing

Comment: 9/6/14-Add: Sr. VP, Ivan Birky & VP, Melvin Gingerich, need email.--4/1/14-Continue on list/invites, no response.--3/23/13-Continue on list/invites, perhaps interest as further development on the BE book continues.

Add'lComment: 1/5/13-Continue on list/invites, no response as of yet.--10/30/12-Initial contact through 'Grainnet.com', sent Mbrship into letter.

IEM (Industrial Equipme Contact Name, Info Address Address: 109-19433 - 96th Avenue Product Lines:
John Hards President Bulk Systems/Unit, Belt
Referred By: jhards@iem.ca CityStateZip: Surrey, BC, Canada Conveyor Chain,
M/M Committee 604.513.5200 V4N4C4 Screw, Bucket
ContactName2: Bohdan Pidlisec CN2-Title: Bus. Development

Comment: 9/6/14-1/8/13-continue on mailing list.--11/24/12-sent Ann Mtging info, no response.--7/17/2012-Added add'l ppl to mailing list.

Add'lComment: 12/20/10-emailed more people...no response as of yet.--9/28/2010-No response, added to DYK list.--9/14/2010-Sent some membership information.

Industrias Metalicces Diaz Contact Name, Info Address Address: KM 4.5 Carr. Tepatitlan, Product Lines:
Luis Diaz CEO San Juan #947, CP 47600 Bulk Handling, Bucket
Referred By: Garry Abraham, SCC CityStateZip: Tepatitlan de Moreloo,
01.378.781.247 Jalisco, MX
ContactName2: Armando Jaramil CN2-Title:

Comment: 9/2/15-Follow-up email--8/24/15-Send introduction email translated about CEMA & Mbrship.

Add'lComment:

INMAN

Referred By:

Garry Abraham, SCC

Contact Name, Info Address

Oscar Calderon CEO
ocalderon75@gmail.com

Address: Av. Hermilo Meng No. 10.,
San Juan Ixhugtepec,
Tlalnepantlq CP 54180

CityStateZip: Estado de Mexico MX

Product Lines:

Belt Conv., Bucket
Elevators

ContactName2:

CN2-Title:

Comment: 9/2/15-Follow-up email--8/24/15-Send introduction email translated about CEMA & Mbrship.

Add'lComment:

Mecanizaciones y Proyecto

Referred By:

Garry Abraham, SCC

Contact Name, Info Address

Sebastian Arana CEO
668.816.0150

Address: Blvd. Fco. Agraz Santana
No. 1330 Nte Col. Teresita,
CP 81249

CityStateZip: Los Mochis, Sinaloa, MX

Product Lines:

BE, Belts, Screws, Drag

ContactName2: Narcisco Garcia

CN2-Title: Commercial Director

Comment: 9/2/15-Follow-up email--8/24/15-Send introduction email translated about CEMA & Mbrship.

Add'lComment:

MEOSA Construcciones S

Referred By:

Garry Abraham, SCC

Contact Name, Info Address

Felipe Medrano Blanco General Director
asistente@meosa.com.mx

Address: Calle Fundidor #5984 Col.
Artesanos

CityStateZip: Tlaguepague, Jalisco,
MX

Product Lines:

Bulk

ContactName2: Guadalupe Gonz

CN2-Title:

Comment: 9/2/15-Follow-up email--8/24/15-Send introduction email translated about CEMA & Mbrship.

Add'lComment:

Molinos Azteca y Juper S.

Referred By:

Garry Abraham, SCC

Contact Name, Info Address

Ing. Javier Ortiz Sales Manager

Address: Calle 7 No. 44940

CityStateZip: Guadalajara, Jalisco, MX

Product Lines:

BE, Drag, Screw,
Pelletizers

ContactName2: Carlos Cruz

CN2-Title: Sales Engineer

Comment: 9/2/15-Follow-up email--8/24/15-Send introduction email translated about CEMA & Mbrship.

Add'lComment:

PROCESS MACHINERY

Referred By:

Bob Domnick, Superior

Contact Name, Info Address

Daniel Miles President
milesdw@emailpmi.com
888.860.1684

Address: 1636 Isaac Shelby Drive

CityStateZip: Shelbyville, KY 40065

Product Lines:

Conveyors

ContactName2: Jennifer Ratterm

CN2-Title: Exec. VP

Comment: 9/8/14-Daniel M. is interested in Engineering Conf. -8/15/14-continueon lists.--11/24/12--5/3/12-Bob D. advises still interested, but focus for now is on ill family member.-

Add'lComment: 2/28/12-E-mail, cc'd Bob D., 1/23/12-touched base, 12/15/11-touched base, re:1st call / mbrship., 12/2/11-sent 1st call info/mbrship info.--11/29/11-Orig Referred by Bob Domnick, Daniel M. is interested in Mbrship.

REMA TIP TOP NA**Contact Name, Info Address****Address:** 1949 Gees Mill Rd.**Product Lines:****Referred By:**Jeff Ciminera
jciminera@rematiptop.com
800.2257362**CityStateZip:** Conyers, GA 30013Bulk Accessories,
Pulley, lagging, idler
sleeves, etc.

M&M Committee

ContactName2: Joe Jernigan**CN2-Title:**
VP Sales**Comment:** 1/15/15--no comm w/Jeff C.--keep on list--12/18/14-Jeff C. advised he would get back to me.--12/02/14-Joe J. referred me to Jeff C.--9/8/14-added VP to contact.--8/01/14-Mike M- two new contacts for Rema Tip Top.**Add'lComment:** 4/2/13--Carl Ewing no longer working at S Howes.--ROBIN STEVENS-VEYANCE, REC**Rosal Mabric Mexico****Contact Name, Info Address****Address:** Fray Antonio de Segonia
No. 130 CP 44800**Product Lines:****Referred By:**Juan Jose Martinez Manager (Mexico locatio
33.3562.3100**CityStateZip:** Guadalajara, Jalisco, MX

Bulk

Garry Abraham, SCC

ContactName2:**CN2-Title:****Comment:** 8/24/15-Several attempts have been made to contact the manager of Mexico location, but this company is based out of Spain and does go by the name of Rosal Mabric Mexico.**Add'lComment:** Their products: pellet mills, counter flow cooler, sieves, accessories,**STOCK EQUIPMENT C****Contact Name, Info Address****Address:** 16490 Chillicothe Rd.**Product Lines:****Referred By:**Robert 'Bob' Zgoznic VP of Operations
@stockequipment.com
440.543.6000**CityStateZip:** Chagrin Falls, OH 44023Bulk Handling, Bucket
Ele., Controls,
Gearboxes

Hoover List

ContactName2: Jeff Mattern**CN2-Title:**
Mechanical Eng.**Comment:** 2/23/15-No contact, continue on mailing lists??? --9/8/14-Ryan Dodd, connected in IN.--8/1/14-Establishing new contact.--1/08/13--Continue on mailing lists.--12/13/11-sent snail mail.**Add'lComment:** 9/25/11-Vmail. This company is a sub of Schenck Products, Schenck Accu Rate, contact Schenck Products-746 E. Milwaukee St., POB 208, Whitewater, WI 53190, 888.742.1249, mktg@accuratefeeders.com**SUDENGA INDUSTRIES****Contact Name, Info Address****Address:** PO Box 8**Product Lines:****Referred By:**Larry Kruse President
@sudenga.com
712.475.3301**CityStateZip:** George, IA 51237Bucket Elevators &
Conveyors

grainnet.com

ContactName2: Greg VerSteeg**CN2-Title:**
VP of Marketing**Comment:** 2/23/15-IN contact, no communication re: meetings or mbrship.--9/8/14-Add'l contact, need info on: Kary Conaway, Sr. Manufacturing Eng.; Doug Techen, Product Mgr.; --8/1/14--1/08/13--Continue on mailing lists.**Add'lComment:** 10/30/12-Grainnet.com is linked to cemanet.com, this company is listed as a member. Send out intro letter.**THE ROBBINS COMPA****Contact Name, Info Address****Address:** 29100 Hall Street**Product Lines:****Referred By:**Liz Stone Marketing Manager
@robbinsconv.com
440.248.3303**CityStateZip:** Solon, Oh, 44139

Bulk Systems

Hoover List, M/M Committee

ContactName2:**CN2-Title:****Comment:** 2/23/15-no discussion on Mbrship or Mtg's, would like to stay on list.--9/8/14-Add new contact.--8/1/14-Establishing new contact.--3/1/13No contacts to send information to.--Spamming me.--3/01/12-continue to send information.**Add'lComment:** 12/12/11-sent snail mail, info & invite to ann mtg.--DYK Mthly -No responses---2/9/10-sent intro email, mrkting depart&contact.

VINCE HAGAN COMPA Contact Name, Info Address

Address: PO Box 655141

Product Lines:

Referred By:

Christopher Toedt VP-Sales

Bulk

M/M Committee

ctoedt@vincehagan.com

CityStateZip: Dallas, TX 75265-5141

Systems, Stationary-

214.330.4601 / 800.354.323

Radial

ContactName2: Greg F.

CN2-Title:
Operations

stacking concrete wet

Comment: 9/8/14-moved Randy Haddox, Sales & Pat McGuire, Dir. Of Eng. Info: rhaddox@vincehagan.com & pmcguire@vincehagan.com--9/6/14-No response.--8/25/14-Pat McGuire just joined comp, will send over congrats & Mbr Info.

Add'lComment: 2/13-Continue on list, not ready for Mbrship.--2/01/10--New contact: Randy Haddox.--1/12/10--Initial contact w/Dan Davenport regarding mbrship.

WULFTEC

Contact Name, Info Address

Address: 209 Wulftec

Product Lines:

Referred By:

Yanick Marois Sales Manager

Bulk Handling, Pallet

M/M Committee

yanickm@wulftec.com

CityStateZip: Ayers Cliff, QB Canada
J0B1C0

Conveyors

864.430.0213

CN2-Title:

ContactName2:

Comment: 2/23/15-No response, emails, calls.--11/10/14-no connection w/Op Dir, Markt or Sales En9/2/14-Continue on Lists/invites, contacted Operations Dir, Mrkt Mgr, Sr. Sales Engineer as well.

Add'lComment: 6/1/14-Wulftec is sub of M.J. Maillis, going through a \$1m expansion. Palletizing is company main product.--1/08/13-continue on mailing list.--2/2/2011--Inquired again about mbrship.--1/10/2010--Yanick ask for info, sent over.