

# Why Networking and Joining CEMA is Important!



CONVEYOR EQUIPMENT MANUFACTURERS ASSOCIATION

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I've been involved with CEMA since 1997. Having originally been interested in the formation of the first Conveyor Chain and Sprocket Committee, my involvement has expanded over the years. Since my early days on the Chain side and evolving into full participation with the Unit Handling Group, the industry knowledge, relationships, and active participation have led me to my current position (as of September 2020) as Director of Membership and Marketing. Being a member of the staff, or as some would say, "being on this side of the curtain" has revealed to me many more facets of CEMA than even I was aware after 23 years.



Let's start with Industry Statistics and Trends. The compilation of the monthly sales statistic for each participating member company is one of the most complex, highly guarded and significant indicators of how our industry is progressing. Personally, "being on this side of the curtain" I was surprised that not every single member company was participating. Not only are those non-participants NOT taking advantage of a 25% discount to their dues, but they are also not benefiting from one of the most valuable industry specific trend reports available to all members. Having submitted data for the 3 previous companies that I worked for, I can tell you that the process is easy. Andy Solis (Executive Director) sends a reminder each month to submit data, a simple log in to the CEMA Statistics website and simple data entries based on your company's monthly results completes the process in 5 minutes. Naturally one of my goals is to have every member company participate and take advantage of this valuable resource....not to mention the 25% dues discount. DID I MENTION THE 25% DUES DISCOUNT? Please feel free to contact me if you need help.



RELATIONSHIPS, RELATIONSHIPS, RELATIONSHIPS. During the past 23 years I have developed both business and personal relationships that I will value for a lifetime. I remember attending my first Spring meeting and being intimidated by the "older" business leaders and wondering how I would fit in. CEMA has a great sponsorship program and New Attendee meeting that I found invaluable. Not only that, but each CEMA Board member is introduced to each new attendee and embraces the opportunity to introduce the new member around. I found that "Being a part of the CLUB" broke down my intimidation and I was immediately made to feel comfortable. I then went on to attend the Engineering Conference and Fall Meeting. For those not



taking advantage of these networking opportunities you're losing out on the interaction and an additional 25% discount of your dues. I can attest to the many benefits of my network as over the years I've called on these friends to expedite a delivery, assist me in a design or simply gain entry into their company when others may have been turned down. DID I MENTION THE 25% DUES DISCOUNT?

Why have I not only stayed involved with CEMA for 23 years but joined the staff? We are making a difference in the Conveying and Material Handling Industry. Now is the time to get more involved as CEMA looks at expansion and being an even bigger force within the Industry as a whole. Let your voice, let your involvement, and let your knowledge help us take CEMA to the next level. And also did I MENTION THE DUES DISCOUNT FOR PARTICIPATION!!

CEMA website: [www.CEMAnet.org](http://www.CEMAnet.org) or call: 615-593-0404

CEMA Manufacturing Membership: <https://CEMAnet.org/membership/manufacturing/>

CEMA Technical Membership: <https://CEMAnet.org/membership/technical/>

CEMA Meetings: <https://CEMAnet.org/events/>