

# Membership <sup>IN</sup> PEMA<sup>®</sup> IS A **Business Asset**

## 2019 MEMBERSHIP INFORMATION

Delivering Industry Benchmarks

Expanding Business Alliances

Providing Information

Facilitating Top-level Networking

Creating “Ah-ha!” Moments

**Process Equipment Manufacturers' Association** — Proudly serving manufacturers of process equipment since 1960.

Mission Statement: PEMA is a trade association focused on Connectivity.

PEMA provides member interaction, business alliance expansion,  
industry knowledge, and professional cooperation.

*PEMA is the premier association for process equipment manufacturers.*

## PEMA OVERVIEW

Formed in 1960, the Process Equipment Manufacturers' Association (PEMA) brings together companies that supply equipment and systems that are used by process industries including but not limited to:

- Food
- Chemical
- Pharmaceutical
- Waste water treatment
- Paint and coatings
- Agribusiness
- Ceramics
- Metals
- Plastics
- Wood
- Pulp and paper
- Environmental
- Building products
- Mining/minerals

PEMA provides a social/business base where members can meet to share insight on the challenges and opportunities facing the process equipment industry.

PEMA membership has provided an outstanding forum for networking and relationship building with our industry peers. I always look forward to the next meeting!

*Jeff Thompson, President and CEO, Vortex Global*

## PEMA Members Gain Access to a Wide Range of Information and Benefits

We are a PEMA member because we receive more actionable information on a wide range of issues that affect our business than we would from a team of high-priced consultants. The opportunity to share experiences and exchange ideas is worth far more than the cost of the membership dues and meeting registration fees.

*Doug Schieber, President and CEO, Carrier Vibrating Equipment, Inc.*

**Senior-level Executive Development at PEMA Meetings.** PEMA meetings typically attract more than two-thirds of its member companies, which is in excess of manufacturing trade association "norms." PEMA conducts three meetings in even-numbered years and two meetings in odd-numbered years. These association gatherings—which have a practical business application focus—are informative, engaging and energizing.

**Top-level Networking/PEMA ListServ.** Networking is cited as a primary benefit of PEMA membership. While networking at meetings is optimum, member executives stay connected throughout the year via the association's ListServ and other survey techniques, which enable them to seek information and guidance from their PEMA peers with antitrust oversight provided by the association headquarters' staff.

**Surveys.** Surveys on management, sales/marketing and technical issues are conducted throughout the year, often at the request of a member. On occasion, a survey topic is repeated for trend identification and best practices comparison purposes.

**Executive Compensation and Benefits Survey.** Biennially, in even-numbered years, members have the opportunity to participate in an executive compensation and benefits survey of top management, sales/marketing management and middle management. Confidentiality is assured—only limited staff see the data, and all information is reported in the aggregate.

**Benchmarking Survey of Key Performance Indicators.** Conducted in the odd-numbered years, the key operating ratio survey provides

a yardstick of the prior year's business performance. Confidentiality is assured—only limited staff see the data, and all information is reported in the aggregate.

**Industry Forecasting.** Through PEMA's quarterly statistics program, members voluntarily benchmark their bookings, billings, backlog and sales quotes performance with PEMA member companies of comparable size. Confidentiality is assured; member companies submit their data forms to an independent third-party statistician who compiles the reports.

**Trade Show Discounts.** Significant exhibit space discounts at the International Powder & Bulk Solids Show and Toronto Powder & Bulk Solids Show are available only to PEMA members. PEMA is the trade association sponsor of these shows and works closely with the organizer, UBM.

**Business Alliance Potentials.** More than 50 percent of PEMA members conduct business with one another. Association meetings offer networking opportunities that nurture alliance discussions. Other alliances include membership in the prestigious Manufacturers Alliance/MAPI and the National Association of Manufacturers. These organizations provide PEMA members with economic and regulatory updates.

**Special-interest Seminars.** Insight into issues of general concern—such as products liability—with a specific focus on the process equipment industry is available through special-interest seminars offered to PEMA members on an ongoing basis. These offerings are in addition to PEMA's Annual, Spring and Fall Meetings. In particular, for smaller companies, these are avenues to access an immense amount of information and resources on a relevant topic for a very reasonable cost.

**PEMA Website Member Resources.** The members-only section (password protected) posts presentations delivered by meeting speakers, Roundtable summaries, ListServ responses and a directory of PEMA executives. The Member Company Page and Process Equipment & Services Page provide market exposure for member companies.

## THE HISTORY OF PEMA

- Although much of the basic technology of crushing, grinding, screening and magnetic separation were in use in the 19th century, and earlier, it was not until the 20th century that the modern methods used today became commonplace.
- **February 1959** — during the Annual Meeting of the American Institute of Mining Engineers, several process equipment manufacturer executives met to explore the formation of an association for the process equipment industry. Shortly thereafter, the same group plus a few others determined the formation of an “official” association merited further research.
- **August 1959** — the group reconvened and reasons for an industry association emerged: 1) The problems of management to operate companies profitably were becoming more complex, and 2) Discussing these problems with peers—who also at times may be competitors—would yield mutual benefits.
- **November 1959** — a meeting attended by 17 companies during the Chemical Machinery Show in New York City resolved the creation of the Process Equipment Manufacturers’ Association (PEMA).
- **August 1960** — the organization committee developed the Bylaws, Constitution and budget. Article XI of the Constitution provided that the organization would be in effect when seven companies formally accepted the Constitution and Bylaws and paid their initial assessment of \$250. On August 5, 1960, PEMA became official when the seventh company signed up for membership.
- **1993** — PEMA became a registered trademark.
- **2017** — PEMA celebrated 57 years of service to manufacturers of process equipment.

High-level executives within PEMA member companies are the primary participants. PEMA provides a forum within a legal business environment that allows members to: 1) network and exchange views on business and industry issues and opportunities globally; 2) receive knowledge from experts on leadership, management, and sales/marketing; and 3) monitor industry trends.

PEMA’s continuity and consistency of service have been provided by only two management staffs. The current professional team has served PEMA since 1985.

**PEMA offers its members a clear picture of industry trends, speakers who provide insight into issues facing our companies and the ability to share ideas and best practices through relationships with other members. As a result of our membership in PEMA, my effectiveness as a company leader has improved.**

*Steve Ragan, President, Sly incorporated*

## PEMA LEADERSHIP

### 2018–19 OFFICERS

#### President

Bill Werra, Vice President of Corporate Development, Sentry Equipment Corporation

#### Vice President

Rob Ward, President of U.S. Operations, Russell Finex, Inc.

#### Treasurer

Rod Henricks, Director of Sales, Bunting Magnetics Company

#### Secretary

Elizabeth B. Armstrong, CAE, Executive Director

### BOARD OF DIRECTORS

#### Class of 2019

Jason McDaniel, President and COO, The French Oil Mill Machinery Co.

Dennis O’Leary, Chief Business Development Officer, Industrial Magnetics, Inc.

Julie Whitten, Vacuum Conveying Division Manager, Piab USA, Inc.

#### Class of 2020

Steve Becker, CFO, Kice Industries, Inc.

Chris Nawalaniec, Vice President of Sales and Marketing, Stedman Machine Co.

Richard Weeks, Director of Sales, The Dupps Company

#### Class of 2021

Chuck Kerwin, General Manager, AZO, Inc.

Birte Mathis, CEO, Jacob Tubing, L.P.

Travis Young, Executive Vice President, Vortex Global

### 2018 COMMITTEE CHAIRS

#### Executive Committee

Bill Werra, Vice President of Corporate Development, Sentry Equipment Corporation

#### Exhibitions Committee (Ad Hoc)

Doug Schieber, Carrier Vibrating Equipment, Inc.

#### Finance Committee

Rod Henricks, Director of Sales, Bunting Magnetics Company

#### Marketing Committee

Travis Young, Executive Vice President, Vortex Global

#### Membership Committee

Chris Nawalaniec, Vice President of Sales and Marketing, Stedman Machine Company

#### Program Committee

Rob Ward, President of U.S. Operations, Russell Finex, Inc.

#### Statistics Committee

Birte Mathis, CEO, Jacob Tubing, L.P.

# PEMA MEMBERSHIP CRITERIA

We have found/are finding membership in PEMA to be useful, informative and fun. The economic outlook always is of high interest as is the sharing of best practices. All in all, our PEMA membership is a very positive experience.

*Bill Gorsline, President,  
UniTrak Corporation Limited*

Eriez has been a member of PEMA for decades because of its unique value as an organization. It is devoted to continual learning about the markets we serve, ways in which we may improve our business operations, and the importance placed on peer-to-peer networking. There's no other trade association like PEMA where members sharing lessons learned and common interests is central to its very culture.

*Charlie Ingram, Vice President of Sales and Marketing,  
Eriez Magnetics*

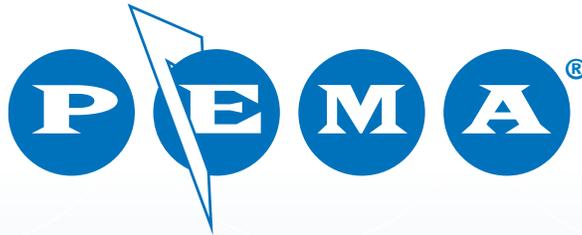
"Process equipment" for purposes of membership in the Process Equipment Manufacturers' Association (PEMA) is the equipment required when using physical or chemical methods for mechanical and/or thermal treatment or processing of a raw material or product.

Membership in PEMA is subject to the majority affirmative vote of the PEMA Board of Directors that the applicant complies with the association's membership eligibility criteria as specified above.

PEMA meeting attendance by the primary executive contact/ decision maker for membership or a visit to the applicant's plant by a PEMA Board member is required before the Board will review and vote on an application.

PEMA networking with peers helps us benchmark our business practices against similar companies. PEMA keeps us organized and active with relevant trade shows, industry and economic data and issues important to our business. Stedman receives great value from PEMA membership.

*Chris Nawalaniec,  
Vice President of Sales and Marketing,  
Stedman Machine Company*



## Process Equipment Manufacturers' Association (PEMA)

Elizabeth B. Armstrong, CAE, Executive Director

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Harry W. Buzzerd, Jr., CAE, ASMI Chairman and PEMA Management Counsel