



## Membership IN PEMA® IS A Business Asset

- *Delivering Industry Benchmarks*
- *Expanding Business Alliances*
- *Providing Information*
- *Facilitating Top-level Networking*
- *Creating “Ah-ha!” Moments*

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

#### **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 LinkedIn Group, 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 Process Technology Expo 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 and survey opportunities for company-specific benchmarking.

**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.

## PROCESS EQUIPMENT MANUFACTURERS’ ASSOCIATION

*Proudly serving manufacturers of process equipment since 1960.*