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PEMA Mission

PEMA is a trade association focused on Connectivity. PEMA provides member interaction, business alliance expansion, industry knowledge, and professional cooperation.

PEMA Press

PEMA Press is an electronic publication produced four times annually as the official newsletter of the Process Equipment Manufacturers' Association. It is emailed to PEMA members and posted on the PEMA website at www.pemanet.org. Articles, news items, suggestions and feedback, should be sent to Dawn M. Shiley, communications and marketing director, at 703-538-1796, ext. 1709, or dshiley@pemanet.org.

PEMA® is a registered trademark of the Process Equipment Manufacturers' Association.

PEMA Members Head to Grand Rapids for Fall Meeting

PEMA members will gather for the PEMA Fall Meeting at the [Amway Grand Plaza Hotel](#) in Grand Rapids, Michigan, Sept. 18-19 2023. While the meeting will provide the high-quality presentations members expect, it will also feature time for networking. Visit the [PEMA website](#) to download the [program](#) and register today.

John Sileo on Blockbuster Cybersecurity

John Sileo lost his million-dollar start-up, his wealth, and two years of his life to cybercrime. The losses not only destroyed his company and decimated his life savings but it consumed two years of young fatherhood as he fought to stay out of jail. John shares his story and hard-earned wisdom as a cybersecurity expert, award-winning author, 60 Minutes guest, and keynote speaker for the Pentagon, Amazon, and thousands of audiences worldwide. President and CEO of The Sileo Group, a Colorado-based think tank, John graduated with honors from Harvard University and was recently inducted into the National Speakers Hall of Fame.



John Sileo

John will launch the Fall Meeting with his presentation "BLOCKBUSTER CYBERSECURITY in a Zero Trust World." Hackers don't just adapt to change, they bank on it. Has your mindset evolved? The rapid expansion of remote workforces, ransomware gangs, cloud jacking, IoT hacking, supply chain attacks, social engineering, and disinformation campaigns have altered the way we must defend our data, reputation, and profits.

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President's Column

Hello to all! Hopefully, summer vacations, golf, barbecues, and baseball games are keeping you entertained.

Nearing the halfway point as PEMA president, I wanted to look back and reflect on the message presented in Tucson about what our members should expect from our association leadership during the next year.

PEMA Is On Course

We are blessed to be engaged with such a great organization. PEMA members, staff, and past and present leadership are committed to maintaining and improving all aspects of our association to improve membership value. Working with the Executive Committee, Board, and committees, the results of excellent

planning and programmatic execution are clearly making a difference. Thanks to all of you!

Several years ago, PEMA leadership implemented the Balanced Scorecard methodology to have vision and strategy tied to goals and measurements in a consolidated document. We have been successful in keeping this current and dynamic. On July 17 and 18, the Executive Committee met at PEMA World Headquarters in Falls Church, Virginia. Treasurer Andy Forrester met for a half day with PEMA staff to do budget planning and audit PEMA business processes. The remainder of the meeting was devoted to adjusting goals and measurements and discussing the future.

At the Falls Church meeting, we identified several important trends. Financially, PEMA is sound and has appropriate reserve funds. The dues structure changes implemented this year will help PEMA keep up with industry consolidations and secure the organization from financial risks.



*Chris Nawalaniec,
2022-2023 PEMA President
—"Plug in to the PEMA Network!"*

Membership is now at 82 member companies – an all-time high. Our member engagement and recruiting are better aligned with our marketing activities. Virtual programming supplementing our in-person events has extended our reach to member companies. Further, the leadership is talking about future programs to make PEMA membership even more valuable.

Full disclosure though, in between the meetings, the group once again honored the long-standing tradition of feasting on Peking Duck at the world-famous Peking Gourmet Inn in Falls Church. The dinner is always a fun way to catch up with everyone and share your fortune cookie's wisdom with all!

Things to Look Forward to in the Second Half of 2023

Bylaws changes have been proposed by the Executive Committee. Albeit, not always the most interesting to read, association bylaws are important to consistent governance and stewardship. Proposed are a few changes that will help clarify dues collection due dates and some language updates. Notice to all



After a productive day developing the 2024 draft budget, updating the strategic plan, reviewing PEMA processes, and reviewing the PEMA Bylaws, PEMA officers, committee chairs and staff, recharged for the next day's activities by enjoying Peking Duck at the Peking Gourmet Inn in Falls Church, Virginia.

President's Column
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members will go out at least 21 days before Board approval, as required in the bylaws.

In June we had the initial committee meeting to discuss the structure of a proposed PEMA Emerging Leaders Program. Our five-person committee is studying other existing programs' best practices and soliciting member input. The committee's purpose is to draft a proposal for the board and determine its viability. We are encouraged that a program will be designed that is valuable in encouraging professional development for current and future leaders in our companies. At the same time, the PEMA Emerging Leaders program will engage more people within member companies with

PEMA. Please watch for upcoming announcements and surveys asking for your company's interest.

The Fall meeting convenes on September 18-19 in Grand Rapids, Michigan. The Amway Grand Plaza Hotel is reportedly a beautiful facility. The program content is strong. Presentations on cybersecurity, marketing-related Artificial Intelligence, and an economics update from Brian Beaulieu from ITR will provide critical information for PEMA members. Also, a member profile, roundtable discussions, and an update from Informa, our Powder Show partner, will make this an informative gathering.

Preparing for this column, I took time to reflect on my PEMA experience and what it has meant to me and our company. In both regards, personal and professional, we are better off for being an active PEMA member. Professionally, having such a great

group of professional people to interact with and learn from is amazing. The shared knowledge and experiences help me develop and improve the performance of my responsibilities. The PEMA network of friends that can provide relevant advice on any business topic is invaluable. Our association is evolving and adapting to the dynamic business world, and we can all be proud to say we are PEMA members.

See you at the Fall Meeting in Grand Rapids, Michigan!



Executive Committee members, committee chairs, and staff at work during the planning meeting, July 17-18, 2023, at PEMA World Headquarters.

Fall Meeting

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A faulty adage asserts that humans are your weakest link when, in reality, they can be your greatest defense. Cybersecurity doesn't grow from shinier tools but from the powerful intersection between human beings and technology.

In his presentation, John will leverage potent lessons learned from losing everything to cybercrime as well as a humorous live-hacking demonstration to build a Blockbuster Framework for analyzing, organizing, and communicating your powerful cyber defense strategy.

Dave Conklin on Harnessing the Power of AI

The second Monday afternoon session will feature **Dave Conklin**, founder and CEO of Conklin Media, who will present "Harnessing the Power of AI: Next-Level Digital Marketing for Process Equipment Manufacturers." As business growth becomes more intertwined with technological advancement, AI is emerging as a major catalyst. Dave will delve into AI's transformative potential in digital marketing and business growth as he explores ways for PEMA members to capitalize on the powerful tool for impactful customer engagement.

Dave Conklin, an Inc 500 award-winning serial entrepreneur, has 20 years of experience helping companies achieve continued, consistent growth and success. His marketing career kicked off in 2007 when he co-founded and presided over ProspectMX, providing digital marketing services to medium and large companies to help them increase their bottom line. He created the ProfitPath® method to provide a clear alignment between business goals and measurable results. This method helps businesses create content to reach their targeted audiences and promote specific offerings. His method effectively established a tactical way to execute an



Dave Conklin

effective digital marketing campaign and track metrics including leads, phone calls, and more. Dave is the author of *Lost @ 30,000: A Business Leader's Guide to Understanding & Navigating the Complicated Digital Business Growth Landscape*.

Tuesday's Keynote Is an ITR Economic Update



Brian Beaulieu

Brian Beaulieu, CEO and chief economist, ITR, is back by popular demand to present "Prepare for 2024." As 2023 is winding down it is time to prepare for the challenges and ongoing uncertainties of 2024. The decelerating many industries and businesses in 2023 will extend through 2024 for many. Brian will present business strategies and tactics that address the projected changes in the economic landscape. The presentation also will:

- Assess business demand for 2024 and into 2025.
- Analyze the labor market and present expectations for availability and labor costs.
- Present a clear picture of inflation and interest rates.
- Look at ITR Economics' key leading indicators and what they foretell for the PEMA markets.
- Present relevant market outlooks and discuss issues that impact profitability via resource allocation, budgets, expectations, and strategic planning.
- Determine the near- and longer-term trends in labor, pricing pressures, and interest rates.
- Assess the health of financial market trends and their impact on the forecasts.

Brian Beaulieu has served as CEO and chief economist for ITR Economics™ since 1987, where he researches the use of business cycle analysis and economic forecasting as tools for improving profitability. Brian has shared his highly valued research results via presentations, workshops, and seminars in numerous countries to hundreds of thousands of business owners and executives for the last 40 years.

Prior to joining ITR, Brian served as an economist for the U.S. Department of Labor, where he worked on the healthcare component of the Consumer Price Index. He has coauthored with Alan Beaulieu the books, *Prosperity in the Age of Decline*, *Make Your Move*, and *for children, But I Want It!*

PEMA Favorites

On Monday, Sept. 18, the day will end with a presentation from **Informa**, a **Member Update**, **Networking Reception sponsored by Informa**, and **Dinner**. The **PEMA Business Meeting** will be held on Sept. 19.

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Fall Meeting

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Meeting participants will have two opportunities to engage in PEMA Roundtable topics. Sessions will be held on both days of the meeting. The roundtable topics from which members may select during registration are:

- Employee Training Programs.
- Cybersecurity.
- Marketing Today.
- Evolution of Retention and Career Development.

Optional Activities

Come early and experience Grand Rapids. Some events that will be happening in the city include:

- **ArtPrize** – an annual public art event with thousands of artworks displayed all over downtown Grand Rapids. Visitors vote on their favorite pieces with final awards made at the end of the exhibit.
- **Frederick Meijer Gardens** – Experience the natural beauty and outdoor sculptures of this unique venue.

- **Gerald R. Ford Presidential Library & Museum** – Located a block from the Amway Grand Plaza Hotel.
- **Grand Rapids Public Museum** – Also located near the hotel. Learn the history of Grand Rapids and the area.
- **The B.O.B.** – Stands for Big Old Building with bars, restaurants, and a comedy club.
- Grand Rapids is celebrating 10 years as **Beer City USA**. Visit the many local breweries and distilleries.

Local PEMA member hosts have organized a casual get-together on Sunday afternoon and an optional tour on Tuesday following the meeting. On Sunday, meet up with PEMA members for a casual drink or dinner at the **Founders Brewery Taproom** beginning at 4:00 p.m. On Tuesday, tour **Barker Perkins**, part of the Schenk Process Group, from 1:30-2:30 p.m. Those participating can carpool or Uber to the facility.

Don't Miss this Opportunity to Meet

Registration is now open. Full details are on the [conference webpage](#). If you have questions or need assistance, please contact Meetings Manager **Michelle Savoie, CMP**.

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PEMA Marketing Chair and Board Member Robert Bunting (Bunting), pictured on the right, called up Board Member Craig Macklin (Cleveland Vibrator) to join him on iPBS Center Stage. On April 26, Robert presented a session explaining the value of PEMA membership, who PEMA members are and what industries they serve.

PEMA Welcomes Three New Members

Recently, three companies have joined PEMA. Two new members are profiled below. A profile of 3IsTechnologies will appear in a future newsletter. Please welcome these companies to PEMA membership.

Kongskilde Industries

Kongskilde Industries designs, manufactures, and installs pneumatic conveyance and material handling products for the plastics, paper, packaging, and agro-industries. From simple machine-side blowers to factory-wide systems the company has been providing an extensive range of pneumatic conveying and cleaning products since 1949.

With the company headquarters in

Denmark and sales offices in nine countries, Kongskilde has the capacity and experience to truly think global and act local.

Greg Bacon, president, is Kongskilde's primary PEMA representative. The company is in Normal, Illinois.



Silos y Camiones S.A. de C.V.

Since 1968, Silos y Camiones S.A. de C.V. (SYCSA) has been specializing in providing bulk material storage solutions for the industry in the United States, Mexico, and Latin America. SYCSA is an engineering and world-class manufacturer of silos, tanks, hoppers, and other industrial bulk storage solutions. On a sunny day, SYCSA's main factory runs completely on solar power. With its almost 540,000-square-foot manufacturing facility, bolted silo production lines, different welded silo assembly towers (up to 115' tall), liquid or powder painting booths, and different metal fabrication capabilities, SYCSA can offer a wide range of designs, sizes, coatings, and finishes. SYCSA meets the higher quality standards for the largest companies in America for aluminum, stainless, and carbon steel. It also meets internationally recognized standards for social and ethical compliance, such as SMETA. SYCSA is a proud Mexican company and part of Grupo Industrial Telleria, an important group with companies based in the United States, Mexico, and Colombia.



Romualdo Telleria Gomez, strategy and corporate governance director, is SYCSA's primary PEMA representative. The main office is in Pachuca, Hidalgo, Mexico.

Member Information

PEMA's new members have been added to the [PEMA website](#). Visit the directory for their phone number, email address, links to social media, and equipment and service directory links.



PEMA member Richard Weeks (The Dupps Company) welcomed new member Romualdo Telleria-Gomez (SYCSA) to the PEMA reception in the DoubleTree Rosemont; he and his father Romualdo Telleria-Beltran (not shown) attended the Spring Meeting April 27-28. SYCSA is PEMA's first member company based in Mexico.

Spring Meeting Provided Session on Selling

Kelly Riggs, author, speaker, and business performance coach for executives and companies throughout the United States and Canada with the Business LockerRoom, Inc., presented “Quite Whining and Start Selling!” at the PEMA Spring Meeting, April 27, at the DoubleTree Hotel, in Rosemont, Illinois.

Two-time salesman of the year Riggs began his talk by sharing the strong belief that sales training doesn’t work and that the goal should not even necessarily be to increase margins. “What we want, is a scalable growth engine,” stated Riggs. “To do this, PEMA members must create an invincible team, inspire ‘irrational confidence’ and an uncommon focus.”

Riggs explains that we want to employ those with irrational confidence; they are the salespeople who can say with 95% confidence “I.Will.Hit.My.Numbers.” Leaders must create an uncommon focus to ensure the ability to capture market share from entrenched competitors.

Riggs asked PEMA members to consider “In terms of planning, how consistently does your sales team create high-value, high-probability opportunities?” He noted that the pathway to success is how consistently your sales team hit sales objectives, regardless of circumstances. Being able to predict where we are going to land, helps drive all operational decisions. PEMA members can create predictability and consistency in pipeline development. Riggs noted that CRM is a mess for everyone. Don’t put “suspects” in the CRM. Start with “leads,” which can be distinguished from actual, qualified opportunities.

The sequence is everything in selling. We might be doing everything right, but all in the wrong sequence.



(Left) Robert Bunting (Bunting) and Travis Young (Vortex) joined speaker Kelly Riggs (Business LockerRoom) after his presentation at the PEMA Spring Meeting.

Many times, your biggest competitor is not an actual competitor. Change is the biggest competitor. Everyone has been surprised by losing a deal that they thought was a sure thing because the customer decided they weren’t going to pull the trigger and make the purchase, which for them requires change.

Riggs explained why salespeople don’t pay attention to pipeline management and create more opportunities of high-value, high-probability potential. (On a scale of 10, it is a 10 in importance!)

Sales obstacles include:

- Call reluctance – cold calling.
- Lack of motivation.
- Success – I am so busy, I don’t have time.
- Don’t know how.
- Lack of planning.
- TIME.

Riggs talked through how Pareto’s Law influences how PEMA members can build a stable full of high-value opportunities. Pareto’s Law is also known as “The 80/20 Rule” – 80% of your results come from 20% of your clients. To understand the implication, use the hypothetical numbers of \$100,000 in sales to 100 customers. Theoretically, each is worth \$1,000. However, applying Pareto’s Law, if 20% of your customers generate \$80,000,

then their sales are worth \$4,000 each. The other \$20,000 generated by 80 customers is worth \$250 each. Using this theory, helps you assign a value to the worth of each customer.

When times are tough and competitors are putting fewer sales and service people on the field, it is time to double up. Build a mote around the key accounts and give them as much service as possible.

Kelly said that if you classify your customers into quartiles, studies have proven that the revenue will be generated by this scale: 1st quartile - 90%; 2nd quartile - 6%; 3rd quartile - 3%; 4th quartile - 1%. Costs are spread evenly. So, those customers that produce most of our revenue are only incurring 25% of the costs. Using this information, smart companies understand that low-value prospects are a waste of time.

Selling Value

Two indicators of sales success are the ability to reach decision-makers, and the ability to sell value. Of all salespeople, 31% are strong in the competency of selling value. Of the top 10% of salespeople, 90%

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Selling

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are prolific at selling the value. Of the bottom 50% of salespeople, only 4% are competent in selling value. The spread is similar for competency strength of reaching decision-makers among salespeople. Ask your salespeople “Why should I buy from you?”

Time

Salespeople treat their time cavalierly. Time is the most valuable asset. The more time spent on creating high-value opportunities, the more growth is possible. What kind of impact would it have on company sales if every customer-facing salesperson could create just one additional high-value sales call per week?

In the book SPIN Selling, Neil Rackham said “A consistent finding about successful salespeople is that they put time in planning. Good selling depends on good planning more than any other single factor.”

Making more calls is not a plan. The boss cannot simply instruct “Get out there and make more calls.” A to-do

list is not a plan, and a goal is not a plan, nor is a number. A plan is a step-by-step process designed to achieve a specific outcome. Sales managers are often part of the problem. They must have plans to manage. The reasons they don’t make plans are because they don’t know how, and it takes effort. Just making calls does not produce a scalable growth engine. Success is not an accident, and yet planning is such an overlooked competency.

Consider all the ways that salespeople spend their time: drive time, phone calls, lunches, admin tasks, meetings, email, social media, proposals, presentations, fantasy football, and the final four brackets. One more high-value lead each week can have a tremendous impact. The objective of the first sales call is to schedule the second sales call.

The obstacles are no guiding plan, lack of clear priorities, poor calendar use, reactive customer care, multi-tasking (or so you think), and distractions. Leaders don’t have enough distraction-free time to think about the organization. It requires discipline to create distraction-free time. The average employee is interrupted at

work every three minutes, and it takes 23 minutes to get back on task.

Neuroscience has conclusively shown that your brain cannot multitask. You cannot focus on two things at the same time. Shifting between tasks is not seamless for your brain, and your focus and attention take a hit every time you switch. Constantly bouncing around between tasks produces the equivalent of a 10-point IQ drop. Willpower is an exhaustible resource.

Riggs noted that leaders should never make critical decisions for their company after 2:00 p.m.

Riggs offered an approach to time management, to create a scalable growth engine.

- **Planning** creates direction and clarity on exactly where you are going and keeps you from wandering off. Decide WHAT to do.
- **Prioritization** creates the focus to do the right thing at the right time.
- **Preparation** gives the confidence to do it well.

Riggs presentation is available in the members-only area of the [PEMA website](#).

How Did You Rate the 2023 Spring Meeting?

The PEMA Spring Meeting was held in Rosemont, Illinois, April 27-28, 2023, at the DoubleTree O’Hare. Meeting evaluations were received from 61 individuals. Eighty-four percent of the respondents stated that they gained specific ideas/concepts from the meeting that could be directly applied to their job and/or company.

Spring Meeting Elements – on a 4-point scale, attendees scored the following aspects of the event; findings indicate that PEMA’s meeting formula needs no adjustment.

- 3.51 Mix of Business and Social
- 3.36 Program Content
- 3.36 Group Social Functions

- 3.34 Informal Information Exchange
- 3.33 Program Structure
- 3.25 Cost-Value-Benefit
- 3.20 Meeting Length
- 3.08 Meeting Hotel: DoubleTree O’Hare
- 2.70 Meeting Location: Rosemont, Illinois



PEMA Past President Birte Mathis (Jacob Tubing) brought a delegation to PEMA’s Spring Meeting.

PEMA Roundtables Summaries

During PEMA's 2023 Spring Meeting, one topic was discussed by Roundtable participants at four separate tables. Some of the insights are captured below. Detailed notes from the Roundtable are available in the [member portal](#) of the PEMA website by logging in from the link at the top right of the banner on any webpage.

Trade Shows – Now and Future

Topic: *What changes at trade shows, good or bad, have you observed now that they're back after the pandemic? How is your company now measuring the value of trade show participation? What is your immediate evaluation and experience of the just completed Powder Show? Do you see any differences in attendance, number of exhibitors, or general interest in trade shows in other various industries? Do virtual trade shows like those produced during the pandemic have any long-term value or were they just a flash in the pan? Did you come to the Powder Show simply for the keg of beer in the PEMA booth? (Be honest.)*

Specific to the 2023 Powder Show: How likely are you to exhibit at the next Powder Show? How likely are you to invite your customers to the next show? Did you bring engineering/non-sales staff to the show? How satisfied are you with the location for show (Rosemont)? How satisfied are you with Informa's promotion of the show?

Powder Show-Specific Questions

Three of the Roundtable groups polled for the answers to the questions specific to the 2023 Powder Show with the following results.

- Likely to Attend again: 29-yes; 4-no; 12-undecided or maybe.
- Will Invite Customers to Next Show: 41-yes; 2-no; 2-undecided.
- Engineers and Non-Sales/Marketing to Show: 27-yes; 16-no.
- Satisfied with Location: 9-yes; 30-no; 3-no comment.
- Satisfied with Informa's show promotion: 43-yes; 0-no; 2-unsure.

Highlights from Other Observations

- The Powder Show is shrinking in size/number of exhibitors.
- Other shows provide co-marketed material to exhibitors to promote show to customers.
- Ways to measure the success of a trade show include tracking leads for the next 12 months for sales; successful meetings with other exhibitors; and learning opportunities.
- Vertical market shows are on the rise and provide a good connection point for what is happening in a segment. These shows are less expensive.
- Virtual Trade Shows as produced in the pandemic were a flash in the pan and are no longer effective.

Future Roundtables

The PEMA Roundtables consistently receive high marks from members. The next opportunity to participate in these discussions is the 2023 PEMA Fall Meeting, Sept. 18-19, in Grand Rapids, Michigan, at the Amway Grand Plaza Hotel. Attendees will select their Roundtable discussion group/topic during registration.



PEMA members cheered on heavy-weight robot Lucky from the Canadian team TKO Robotics in a BattleBots competition that aired April 27. Lorenz Manufacturing sponsors Lucky.



Report from the PEMA Board Meeting

The following are highlights from PEMA's April 27, 2023, Board Meeting, which was held in conjunction with the PEMA Spring Meeting at DoubleTree Rosemont Hotel, in Rosemont, Illinois

- Treasurer Forrester noted that the dues receipts met the budget exactly as projected. In addition, it was reported that he and Executive Director Armstrong met with Investment Advisor Kent Mathis and purchased twelve \$10,000 CDs in a laddered timeline to take advantage of the current CD rates. This strategy ensures PEMA always has cash available or may choose to reinvest as needed.
- Membership Director Ingram reported that the PEMA membership application will be adjusted to ensure a point of contact in the accounting department, and invoices will be copied to the appropriate accounts payable person along with the member executive.
- Membership Director Ingram announced that there were 36 first-time attendees that the Spring Meeting.
- The Board discussed geographic membership criteria and noted that "North America" as a qualification was not specified in the bylaws. With some specific current prospects from Mexico, the Board affirmed that companies in Mexico qualify for membership.
- Program Chair Young confirmed future meeting locations and dates:
 - 2023 Fall Meeting, Sept. 18-19, Amway Grand Resort, Grand Rapids, Michigan.
 - 2024 Annual Meeting, Feb. 28-March 2, Hyatt Coconut Point, Bonita Springs, Florida.
 - 2024 Fall Meeting, Sept. 9-10, location to be determined.
- A new Emerging Professionals Ad Hoc Committee will define how and when to gather, what services and activities would be of interest, and outline the right balance of training and social opportunities to achieve meaningful engagement for young industry talent.
- President Nawalaniec suggested that the PEMA Marketing Committee do a brief, independent assessment of how the Powder Show is marketed. This will be discussed at future Board Meetings.

PEMA Member Company News

Bunting-Newton Associates with the Department of Food Sciences at Purdue University

Bunting-Newton has associated with the Department of Food Science, Purdue University, in West Lafayette, Indiana, for the validation and testing of extruded high-moisture meat analogs. It has donated its latest state-of-art MeTRON 07 CI 550/200 Series Metal Detection system with an integrated control package to associate with the department's latest ZSK 27 Mv Plus Twin screw extruder. This new metal detection system with an integrated control package will support the first-ever attempts in academic and state history to use Purdue Food Science's novel validation studies and procedures on thermally extruded high moisture plant-based protein alternatives through the pilot scale equipment. This donation will contribute to the positive growth of food safety in the industry. [Learn more about Bunting.](#)

PEMA Wants Your Member News

Member news is highlighted in the quarterly newsletter as well as on the PEMA website. The most recent member news is on the PEMA homepage!

Don't be left out. Let PEMA share your news. In particular, we seek press releases regarding executive changes, acquisitions, and company milestones.

Please add PEMA Marketing and Communications Manager Dawn M. Shiley to your press release distribution list. She may be contacted at dshiley@pemanet.org.

Did You Miss the Most Recent PEMA Webinar?

[Get Your Business Out of Your Brain!](#)

By Dan Coleman

View the webinar and get the slide deck in the [members-only area of the PEMA website.](#)

PEMA Members Provide Meeting Preferences via Survey

PEMA members recently provided preferences on meetings via a survey. Eight-two responses were received and will help the Program Committee as it plans future meetings. Highlights of the findings are shared below.

- The overwhelming choice for a meeting location is Florida. (50% of respondents)
- The second choice for meeting location is the U.S. Virgin Islands. (22.5% of respondents)
- 66.67% of respondents selected the beach as the environment preferred for the meeting.
- The three most important factors in members' decisions to attend the Annual Meeting are program content/speakers (90.14%), meeting dates (77.4%), and amenities/activities (43.66%).
- The top three favorite organized recreational activities that should be included in a PEMA meeting are site-seeing tours (61.43%), golf (44.29%), and hiking (28.57%).
- The three most important amenities/activities for the Annual Meeting site are onsite or nearby dining (77.46%); other outdoor activities such as hiking, water sports, tennis, and pickleball (77.46%); and historical and cultural attractions (70.42%).
- 47.44% of respondents like the current format of the Fall Meeting with 1.5 days of speakers/sessions and an optional half-day at an additional fee. 30% had no preference and 23% would like two full days of speakers/sessions.
- 60.27% of respondents thought PEMA should continue to offer the Spring Meeting following the Powder Show.
- 88.46% of respondents want PEMA webinars to continue.

The Program Committee appreciates the important input.

K-State's Bulk Solids Innovation Center Update



Todd Smith recently shared the news that the Bulk Solids Innovation Center is moving out of Salina. It will be located 2.5 hours east, relocating to the K-State-Olathe campus, which is a suburb of Kansas City. The move will provide the opportunity for even greater expansion and interaction with industry and easier access for its visitors and students.

Talks are underway with some PEMA member companies to partner with BSIC and help plan new capabilities, donate equipment, and provide technical expertise to support the move. It is possible that some future classes will be held at some PEMA member companies.

PEMA Meeting Calendar

For PEMA meetings information: Michelle Savoie,
msavoie@pemanet.org

*PEMA 2023 Fall Meeting, Sept. 18-19, 2023,
Grand Rapids, Michigan.*

*PEMA 2024 Annual Meeting, Feb. 29-Mar. 2,
2024, Bonita Springs, Florida.*

*PEMA 2024 Fall Meeting, Sept. 9-10, 2024
Location TBD.*

The PEMA Booth Was the Place to Be at the 2023 Spring Powder Show



PEMA Membership Director Charlie Ingram in the PEMA booth in Rosemont with Past Presidents Rod Henricks (Schenck) and Steve Ragan (Sly).



PEMA President Chris Nawalaniec (Stedman) with Executive Director Beth Armstrong and Past President Rob Ward (Russell Finex) in the PEMA booth in Rosemont.



PEMA Past President Joe Bevaqua (Komline-Sanderson) and Executive Director Beth Armstrong share a happy moment reconnecting; thanks to PEMA, they have been friends for almost 40 years!



PEMA Past President Doug Schieber (Carrier Vibrating), Meetings Manager Michelle Savoie and Al Cranshaw (Puritan Magnetics) share a moment of camaraderie.



PEMA Board Member Jim Egan (General Kinematics), Past President Rob Ward (Russell Finex), Brittany Dollimore (ACS Valves), Marketing Chair and Board Member Robert Bunting



PEMA repeated its popular social hour on the 2023 IPBS show floor, thanks to the generous sponsorship of Informa.

