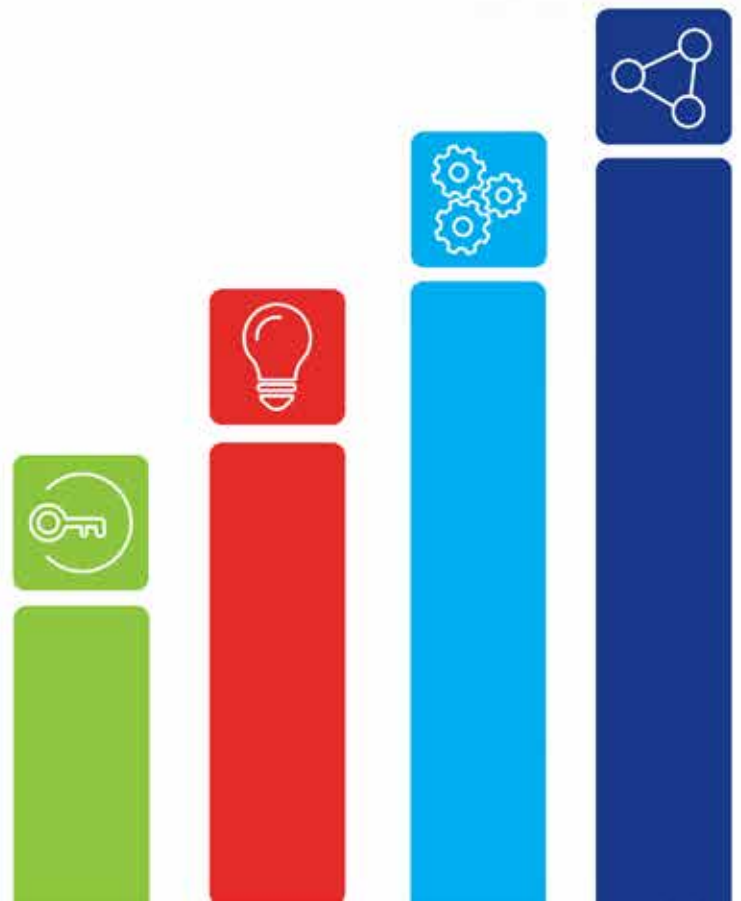


GROW YOUR BUSINESS WITH **MHI**



LETTER FROM OUR CEO

The mission of MHI is to provide member value every day, and we do that through our four core value centers:

- **Market Access** to help grow your business.
- **Knowledge** to provide unique learning opportunities and insights for improved business decisions.
- **Industry Leadership** to provide industry standards, promote the safe use of products and to promote product solutions.
- **Connections** to provide mutually beneficial relationships.

These value drivers offer business tools and resources that are designed to help strengthen your knowledge base and grow your business. Membership in MHI offers a unique collaborative community where members and practitioners can prosper, providing value for your business and as an individual. The more you engage with MHI the more your member value and your business will likely grow.

MHI's industry-leading trade shows continue to set growth records and are your best opportunity to connect your manufacturing and supply chain solutions directly to future customers. Additionally, MHI marketing channels provide thought leadership, advertising and sponsorship opportunities that connect you with these key buyers year-round.

Membership in MHI and in MHI's Industry Groups also positions your company as a leader and gives you a voice in the future of the industry.

As the leading resource for the material handling, logistics and supply chain industry, MHI is proud to provide you with the people, resources and ideas that will help you to succeed in the marketplace – today and in the future.

I also encourage you to reach out to the MHI team (mhi.org/contact). They are supply chain professionals dedicated to delivering on the promise of providing member value every day. They are a great member resource for you and your business.

Sincerely,



John Paxton
CEO, MHI





MARKET ACCESS

MHI MARKETING CHANNELS

MHI's physical and digital publications are thought leadership sources for your customers, a reliable source to learn about the latest innovations, trends and business solutions. As an MHI member, you receive discounted advertising and sponsorship rates in not only our publications, but on all MHI marketing channels:



MHI Solutions, which is the official print publication of MHI and is delivered quarterly to 30,000 readers. Columns in *MHI Solutions* are intended to keep readers abreast of news, events and developments in the manufacturing and supply chain industry. Features in the magazine address technological advances impacting the overall supply chain as well as first-hand insight on common challenges and expert advice geared to manufacturing and supply chain professionals.



MHI Newswire (weekly) and *MHI Industry News* (monthly), which are e-newsletters delivered to 100,000 readers, deliver the latest news and information supply chain practitioners need to stay ahead of the curve.



MHI View is the industry's leading video portal, which houses professionally produced short videos (published bi-monthly) to quickly educate supply chain practitioners on best practices, emerging technologies, leadership skills, and new content from MHI.

MHI Cast is our new podcast portal to reach busy listeners on the go and speaks with thought leaders to help listeners explore real-world case studies and unique perspectives on key trends and emerging technologies.



THOUGHT LEADERSHIP

In addition to marketing and sponsorship opportunities, *MHI Solutions*, *MHI View* and *MHI Cast* offer thought leadership opportunities for members through expert print, video and podcast interviews on selected material handling and supply chain topics.

Members can contribute education-focused guest blog articles to the MHI Blog. All blogs are shared on MHI's Twitter feed and can be selected for inclusion in *MHI Industry News*. Blogs will be posted with a guest byline and linked to your MHI microsite, providing an opportunity for general company thought leadership or to give a specific person at your company an opportunity to shine. We do not post guest blogs from any other source, so this is a member-exclusive benefit.

You can also submit your press releases to be posted in our online news feed, and can be featured (dependent on timing) with a placement on the mhi.org home page and the @poweredbymhi Twitter feed. Members also have exclusive access to the MHI press database of leading industry editors and publishers.





MARKET ACCESS

TWO TOP 100 U.S. TRADE SHOWS

MHI brings the industry together under one roof to provide unrivaled solution sourcing, educational and networking opportunities at ProMat and MODEX, TSNN Top 100 US Trade Shows. These trade shows attract tens of thousands of manufacturing and supply chain buyers, and companies who exhibit at them gain exposure to new markets and high-value leads over the course of the four-day event. MHI members receive significant discounts on booth space, so don't miss out on this opportunity to showcase your company.



PROMAT®

powered by MHI

Chicago, IL

McCormick Place

Upcoming Dates

- March 20-23, 2023
- March 17-20, 2025

Key Specs

- 1,000+ exhibitors
- Over 500,000 square feet of exhibit space
- Over 130 free educational seminars
- 50,000+ attendees



MODEX®

powered by MHI

Atlanta, GA

Georgia World Congress Center

Upcoming Dates

- March 28-31, 2022
- March 11-14, 2024

Key Specs

- 900+ exhibitors
- Over 400,000 square feet of exhibit space
- Over 130 free educational seminars
- 35,000+ attendees

MEMBER MICROSITES

As an exclusive member benefit, you can showcase your productions and solutions on your own member microsite hosted on mhi.org. This microsite landing page is customizable and can be an extension of your company website with logos, photos, product literature, case studies, white papers, video, press releases, company news and contact information, allowing you to take advantage of the 30,000 monthly visitors to mhi.org.



"Not only have we found many, many new customers we would never have otherwise met, but as an active participant, we're not just aware of industry trends, we help shape them! The investment in MHI membership is the best investment you'll ever make for your company - I have been actively involved with MHI since 1989 and found every minute invested to be time well spent."

- Jim Galante, Director of Business Development, Southworth Products



The MHI Knowledge Center is an expansive library of teaching resources, material handling fundamentals, reports, videos, textbooks, case studies and instructional webinars on the latest industry technologies and trends. Members receive over \$60,000 worth of research each year as an exclusive membership benefit.

THOUGHT LEADERSHIP

The Market Intelligence Center offers members exclusive access to strategic planning and economic resources for the material handling and supply chain industries. MHI has partnered with three leading financial, research and trend firms to provide research, statistical and market data to help streamline your business planning process.

PRESTIGE ECONOMICS

MHI partners with Prestige Economics to produce the Material Handling Equipment Manufacturing (MHEM) Forecast, as well as quarterly economic webinars that discuss the current trends and future activity. MHI members also have exclusive access to the MHI Business Activity Index (BAI) in the member portal.



Oxford Economics is contracted with MHI to produce industry forecasts for 12 sectors, an economic briefing (weekly), and a commodity price forecast (monthly), all available for you to use during strategic planning at any time in the member portal.



MHI has commissioned Trend Hunter to create six reports annually that are specifically targeted to our industry and are available in the member portal.

MHI WEBINARS

In addition to the MHEM offerings, MHI conducts regular webinars exclusively for members on leading business and economic issues such as marketing and sales, leading technology trends and workforce issues.

MHI INDUSTRY LEADERSHIP PROGRAM

MHI's exclusive Leadership Program incorporates learning into daily work through concise, cost-effective delivery and real-world scenarios, experience from high level leaders. The 14-week cohort program is designed to develop new and emerging leaders within their company and the industry. (Additional fees apply)

- Weekly real-time learning, networking with peers and industry leaders
- Multi-faceted approach
- Virtual interaction
- Assessments and progress tracking
- Mentoring and coaching
- Online and mobile resources

"Anybody thinking about taking the MHI Leadership Program, I think you will learn a lot, you will meet individuals that work in the field, you will meet peers, and that network in itself is priceless."

- Daniel Casellas, Production Supervisor, Gorbel, Inc.



INDUSTRY-LEADING REPORTS

In addition to our regular content, MHI produces long-form reports that examine the industry's trends for a longer period, taking a deeper dive into the research and giving more in-depth suggestions for companies to lead the way.



Each year we survey over 1,000 supply chain professionals to understand not only where the industry is, but where it's going. After a thorough examination of the results, we determine a theme for the MHI Annual Industry Report, which details the survey results, gives recommendations to leaders, and explores new topics and trends that will be useful for supply chain leaders. The report is released annually at our trade show, and the latest version can be found at mhi.org/publications/report.

The Material Handling & Logistics Roadmap is released every three years and its purpose is to help the industry determine how logistics and supply chain trends and challenges can be turned into action plans to develop needed capabilities in the U.S. between now and 2030. Visit mhlroadmap.org for more information.



MHI, in collaboration with Oxford Economics, released Handling the US Economy: The Economic Impact of the Material Handling Industry. The report quantifies the economic impact that this vital industry has across all industries and regions of the United States. Find the report at mhi.org/economic-report.

WORKFORCE DEVELOPMENT

MHI strives to elevate the talent level of workers in the material handling and supply chain industry. We hold a Student Day event at our MODEX and ProMat events to demonstrate to the future workforce the value and importance of a career in this industry.

MHI also offers a Career and Technical Education Program that includes Fundamentals of Warehousing & Distribution Volumes 1-4 instructional materials. This program supports a number of agencies and schools, including: High Schools, Technical and Career Centers, Community Colleges, Technical Colleges, Job Corps, DECA Programs, Correctional Organizations with a training and education component and the United States Military.

WAREHOUSING EDUCATION & RESEARCH COUNCIL (WERC)

As a division of MHI, WERC offers a variety of networking and educational opportunities for distribution logistics professionals including an industry-leading annual conference, independent research, online learning opportunities and facility assessment and certification programs. WERC members can also build connections with colleagues close to home through regional WERCouncils that facilitate local warehouse tours, educational sessions, webinars and volunteer opportunities. (Additional fees apply)



INDUSTRY LEADERSHIP

INDUSTRY GROUPS

MHI member companies have the exclusive opportunity to join specialized product-specific groups. Industry Groups bring members together to stay at the forefront of their respective areas of focus. Industry Group membership positions your company as a leader in your specific area of expertise. Other benefits include industry statistics collection, standards development, technical publications, public relations, promotion of safe best practices and practitioner education. Members meet regularly to create value in areas they cannot achieve independently. *(Additional fees apply)*

Acronym	Group Name	Focus
ASRS	Automated Storage and Retrieval Systems	Develop and promote education, standards, and safety for the automated storage/retrieval systems industry
CMAA	Crane Manufacturer's Association of America	Create specifications and resources for safety in the design, operation, and maintenance of overhead cranes
CSS	Conveyor & Sortation Systems	Promote the market growth and effective use of conveyor and sortation systems
EASE	Ergonomic Assist Systems & Equipment	Promote good ergonomics in the workplace by providing solutions across applications and industries
ECMA	Electrification & Controls Manufacturers Association	Develop and promote safe and reliable control systems for use in material handling equipment of all types and sizes
HMI	Hoist Manufacturers Institute	Advocate for safety in and provide education and market intelligence for the hoist industry
ICWM	Institute of Caster & Wheel Manufacturers	Develop standards, educational materials and market intelligence for the caster and wheel industry
LIFT	Lift Manufacturers	Promote market awareness and safe use of lifting products
LODEM	Loading Dock Equipment Manufacturers	Promote safety of shipping & receiving personnel and materials through proper use of dock equipment
MAG	Mobile Automation Group	Promote the market awareness, growth, and effective use of driverless industrial vehicle systems
MMA	Monorail Manufacturers Association	Stress the safe application of the overhead lifting systems and provide superior value
ProGMA	Protective Guarding Manufacturers	Promote safety, security, and guarding for people, products, and facilities
RMI	Rack Manufacturers Institute	Provide education and create standards for safe deployment of racking
SLAM	Scan, Label, Apply, Manifest	Provide education, resources and promotion for end-of-line technologies for the last 100 feet of material handling facilities.
SMA	Storage Manufacturers Association	Providing education, market intelligence, and standards that promote safe and efficient designs for the work platform and shelving industry
SOLCOM	MHI Solutions Community	Engage MHI members and end users for education, networking, problem-solving, and collaboration in a "safe harbor" environment
TRG	The Robotics Group	Inspire user confidence and foster the adoption of robotic solutions to drive efficiency in supply chain applications



INDUSTRY LEADERSHIP

"MHI has given our young talents the opportunity to take an active role and develop leadership skills that the company will benefit from in the future, and our membership allows us to address current and future technical and business-related challenges when developing the best solutions for our customers."

-Sebastian Titze, Manager of Digital Transformation, North America, BEUMER Corporation



SCHOLARSHIPS FOR FUTURE WORKFORCE

Part of MHI's industry leadership is to support education for future workforce in partnership with The Material Handling Education Foundation, Inc. (MHEFI). MHEFI is an independent charitable organization that was established in 1976 with a mission to engage and attract students to the material handling and supply chain industry by providing financial support. To date, our programs have supported over 1,000 students and educators seeking pathways to quality educational programs and fulfilling careers. To donate, please visit www.mhefi.net/donate.



DIVERSITY, EQUITY, & INCLUSION

The goal of MHI's Diversity, Equity, and Inclusion Advisory Committee is to identify opportunities and recommend strategies to actively involve, include, and invest in our communities - curating diverse, equitable, and inclusive opportunities for all. Visit mhi.org/dei to learn more.





One of the key benefits to MHI members is the opportunity to network and form mutually beneficial relationships with industry leaders, peers and potential customers. A big part of developing these connections is MHI's commitment to growth – growing members' relationships, their businesses, their visions for the future and growing our industry's capability to build these important connections.

COMMUNITIES

MHI Communities are a space for demographic-specific learning and connection. We have upcoming communities launching soon, but for now check out our communities for young professionals and marketing professionals.



Young Professionals Network (YPN)

This community is designed to help engage and develop the next generation of leaders through in-person networking events and professional development.



Marketing Professionals (Mpro)

This community, designed specifically for marketing and communications professionals, is focused on education, idea sharing, networking, strengthening the voice of the industry and, ultimately, increasing awareness of MHI.

MY MHI APP & MHI CONNECT

As an MHI member, you can access the members-only My MHI mobile app that allows you to read the latest news, blogs and press releases, view videos and connect directly with industry peers, all in one convenient place on the go. The MHI app also allows you to manage your schedule for our Spring Meetings and Annual Conference, putting information for both events in directly in your hands exactly when you need it.

MHI Connect is MHI's online member collaboration and networking tool. When you join the platform, you can participate in in-depth discussions and receive feedback and resources from other MHI members. Have conversations, collaborate and explore trending topics from the community and find where you can connect with professional peers, resources and expertise.

"For me, MHI membership keeps me connected to the industry. Through MHI, I've been able to connect and foster strong relationships with people I've met and interacted with at MHI events and meetings for over 20 years. For the companies that I've worked for, the MHI membership has meant access to industry information and statistics and the ability to be a part of a unifying force to promote our industry."

-John Clark, Senior Manager PR and Communication, Seegrid



MEMBER EVENTS

One of the advantages of MHI membership is the opportunity to connect with industry leaders and peers at the MHI Annual Conference and Spring Meeting. The MHI Annual Conference is an interactive thought leadership event that explores in-depth the trends from the MHI Annual Industry Report. The conference provides valuable educational sessions led by industry experts, unique & numerous networking events along with the opportunity to join peers in product-specific Industry Group meetings. The MHI Spring Meetings are part of a biannual series of working meetings for our Industry Groups.

MHI LOYALTY PROGRAM

MHI members are rewarded Loyalty Points for participation and engagement of various programs and events throughout a calendar year. Accumulated points can be redeemed for benefits and discounts to member events as well as determine position at the exhibit Space Draws for ProMat and MODEX. Loyalty Points can be accumulated through:

- MHI Membership
- New member referrals
- Participation and booth size at ProMat and MODEX
- Industry Group Membership
- Attendance at MHI events & webinars
- Volunteer leadership
- Advertising & sponsorships

"MHI membership gets you a seat at the table with the "who's who" of material handling. Most of my network starts and ends with an MHI peer. The MHI staff supports its members and is invaluable to our mission of advancing the industry."

-Mike Drolet, Business Development Manager-Logistics, Murrelectronik

EDUCATIONAL PARTNERSHIPS

MHI has a long-standing partnership with CICMHE, the College Industry Council on Material Handling Education. CICMHE is an independent organization that prepares and provides information, teaching materials and various events in support of material handling education and research. Founded in 1952, the main body of the Council is composed of fifteen college and university educators. Additional members are drawn from material handling equipment manufacturers, distributors, users and consultants, representatives of the business press, and professional staff members of organizations concerned with material handling education.



8720 Red Oak Blvd, Suite 201 | Charlotte NC 28217-3996 | (704) 676-1190 | mhi.org/about/join



Christian Dow
EVP of Membership and
Industry Leadership
cdow@mhi.org



Mary Alyson Ammons
Membership Coordinator
mammons@mhi.org



MHI Facility in Charlotte, NC

Members have access to Water Oak Conference Center's state-of-the-art auditorium (145-person capacity) and meeting rooms (60-person capacity) perfect for sales presentations or client meetings.

MHI MEMBERSHIP TEAM