



THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK™

History





MHI

MHI is a trade association for the supply chain industry. We offer education, networking and solution sourcing for our members, their customers and the industry as a whole through our programming and events.

Vision

To be a world-class material handling and logistics trade association, serving the United States market worldwide, and to be recognized as the global model for all similar organizations.

Mission

To deliver exceptional value to our Member companies, their customers and other industry constituents in order to promote the growth and prosperity of their organizations and our industry.

History of MHI

Founded in 1945, MHI is an international trade association whose members include material handling, logistics and supply chain equipment and systems manufacturers, integrators, consultants, publishers, and third party logistics providers. MHI has 18 product-specific Industry Groups comprised of members who specialize in specific equipment and systems. MHI holds two meetings each year (Annual Conference and Spring Meeting) for members and Industry Groups.

We sponsor the ProMat and MODEX trade events to showcase the products and services of our member companies. MHI educates and informs manufacturing, distribution and supply chain professionals on the productivity solutions provided through material handling and logistics.

The history of MHI can be broken down into three broad time periods:

1943 – 1987

1988 – 2012

2013 and beyond

1943 – 1987: The Beginning

The trade association now known as MHI was begun during World War II to assist in the unification of transportation of goods to support the war effort of the American industrial and military communities. It was not until after the war in 1945, that the Association took the name Material Handling Institute in Pittsburgh, PA as a not-for-profit 501(c)6 organization. Throughout this period MHI aggregated producers of equipment that handle, store, protect and control the movement of goods and materials within and between facilities.

During this time, MHI took on the management of some independent trade associations including the Crane Manufacturers Association of America, the Shelving Manufacturers Association and the Rack Manufacturers Institute. Over this period additional Industry Groups were also formed from within the Membership or through affiliation within MHI to better represent specific producing sectors (examples being – Industrial Trucks, Hoists, Monorails, Loading Dock Equipment, Lift Equipment and Conveyors).

The latter years of the period saw a continued creation of Industry Groups that represented the evolving nature of material handling and logistics and its role as a system in supply channels (examples being Automated Storage and Retrieval, Automated Guided Vehicles, Automatic Identification and Integrated Systems and Controls).

Principle work programs for these Industry Groups included:

- Development of American National Standards
- Development and delivery of educational materials and programs
- Collection and dissemination of statistical research
- Assessment and dissemination of trends and issues facing the industry
- Regular Meetings of the Membership
- Liaisons with other organizations impacting the industry

Other unique and impactful structures formed during the period included the College Industry Council for Material Handling Education (CICMHE) and the independent Material Handling Education Foundation (MHEFI – a 501(c)3 organization). Both have proven



instrumental to the MHI educational mission. At the end of the period, nearly 300 producers/providers claimed Membership. All manufactured their products and services in the U.S. for their customers in the U.S.

Another major development over the period was the decision by the Membership to organize and deliver a premier trade show to bring providers and users together on an annual basis. In 1948, MHI created the National Material Handling Show which was delivered annually.

In 1985, the name of the event was changed to ProMat – an acronym for productivity through material handling (reflecting the realization of the contribution of material handling to organizational productivity and profitability). ProMat has been held in Chicago since its inception. This major event was complemented over the latter years of the period with smaller and more vertical events covering Automated Guided Vehicles and Automated Identification (Scan-Tech).

Management of MHI activities over, essentially, the entire period was provided by an independent management services company (almost all by the company Shea Management). At the very end of the period, MHI determined it was in the best interest to become its own employer and fiduciary.

In 1986 MHI relocated the Headquarters to Charlotte, NC thus ending this broad and formative period. This period was one that helped form and transition the industry from the war years and lessons learned to a peacetime economy. This period also firmly established the awareness, recognition and credibility of the industry, one that set strong underpinnings for the period to follow.

This first phase of the organization might be characterized as the formative years, the years spent creating and perfecting models of representation, earning respect and recognition and evolution from equipment to a systems strategy.



1988 – 2012: Reorganization and Growth

At about the time of the relocation of MHI Headquarters to Charlotte, industry leaders were challenging all membership and operating protocols and models to allow better representation of an industry engaged in rapid change. One initiative challenged the very definition of material handling as a collection of equipment serving largely tactical purposes to a definition of material handling as a continuous process throughout the manufacture, distribution, consumption and disposal of production products.

When looking at technologies and services that supported this expanded definition, it became clear that the industry was significantly larger and more important to commerce than had been felt previously. The next question led to a decade long restructuring of the industry.

At this time, much of the consumption of American material handling and logistics solutions were being produced by international companies in facilities outside the USA. However, the earlier Membership models precluded their participation as a Member. Fully integrating this important component of U.S. consumption into the MHI would take nearly a decade.

This integration began by creating two Divisions under a Corporate structure known as the Material Handling Alliance (MHA) - one being the Material Handling Institute (MHI) for the domestic producers and the other being Material Handling Industry of America (MHIA) for all manufacturers supplying customers in the U.S. Early in the period each Division held separate Annual Meetings. Later in the decade MHA became known as the Material Handling Industry. The Material Handling Institute (MHI) was merged into MHIA as the singular Membership Division of Material Handling Industry. Since then Meetings and programming for what has grown to over 700 Members has been singular.



Tradeshows and expositions continued to evolve as the association grew. ProMat was held on a two-year cycle in odd-ending years to better align its frequency among other similarly important international events. Since the U.S. needed a premier event every year, Members determined to develop and deliver a different event in even-ending years. Several event models were launched including:

- Logistex was debuted and held in multiple locations. Anaheim/Atlanta (1988) and Los Angeles/Baltimore (1988-1990).
- The North American Material Handling Show and Conference (NA) was held in Detroit, MI from 1992-2000 and relocated to Cleveland, OH from 2004-2010.

While the NA event enjoyed success both in Detroit and Cleveland, it was determined by the Members that both the location and the content of this event were too similar to MHI's signature ProMat event. A Board-level work group was created to work with staff to create a new event that would be seen as ProMat's equal by exhibitors and the end-user community. The result of this work was the creation of a new event known as MODEX. This event is the most dramatically designed of all MHI events in that it is a truly collaborative event bringing together the many organizational voices of the supply chain. MODEX is indeed an exposition versus a show or conference. The first MODEX event was held in Atlanta in 2012.

The period might be characterized as one that expanded inclusiveness, one that energized and grew a global Membership.

The end of this period was spent on broad membership value initiatives including:

- Re-engineering of events
- Retooling and repositioning of educational programming
- Further expansion of product sections/groups (including Casters and Wheels, Protective Guarding, Ergonomics, Order Fulfillment, Reusable Pallets and Containers and Supply Chain Execution Systems)
- Expanding leadership opportunities, expectations and training
- Development and expansion of a robust web presence



- Developing and expanding networks among sister organizations and the supply chain community worldwide
- Development of a strategic planning continuum
- Assuring a healthy and sustainable financial model
- Clarifying Mission, Vision, Core Values, Objectives and appropriately aligning work streams

2013 and Beyond

This period starts with the rebranding of the Association as MHI with the tagline The Industry That Makes Supply Chains Work. A fresh organization with a new look and a series of bold new operating and branding strategies that present an engineered structure as opposed to the evolved organization of prior periods.

The association unveiled several new initiatives in 2013 to enhance MHI's position to both members and their customers. These include:

- *MHI Solutions* quarterly print and weekly digital publications
- A re-designed MHI.org Web site
- The MHI Blog
- New Bylaws and Board organizational structure
- Young Professionals Network
- An enhanced Industry Group and Membership Meeting structure
- MHI Annual Industry Report
- Partnerships with Reed and other groups to enhance events and member value

What are the goals of MHI today?

- To be an authority on solutions for manufacturing, logistics and the supply chain
- To be an informational and educational resource for end-users, members, academia, & media
- To be recognized as the hosts of the industry-leading ProMat and MODEX expos

MHI Leadership (1943 to 1987)



President, The Industrial Material Handling Association & Chair, Material Handling Institute Organizing Committee

1943 Larry J. Kline, Mercury Manufacturing Company
1944 Larry J. Kline, Mercury Manufacturing Company

President of Material Handling Institute

1945 Larry J. Kline, Mercury Manufacturing Company
1946 Sheldon K/ Towson Sr., Elwell-Parker Electric Company
1947 Samuel W. Gibb, Yale & Towne Manufacturing Company
1948 Samuel W. Gibb, Yale & Towne Manufacturing Company
1949 J.H.W. Conklin, Clark Truck Tractor Division (Clark Equipment Company)
1950 J.H.W. Conklin, Clark Truck Tractor Div. (Clark Equipment Company)
1951 John G Baucuss, Acme Steel Company
1952 L. West Shea, Union Metal Manufacturing Co.
1953 Howard M. Palmer, Lewis-Shepard Products Inc.
1954 Charles B Elledge, General Electric Company
1955 Robert H. Davies, Clark Equipment Company
1956 George G. Raymond, The Raymond Corporation
1957 George G. Raymond, The Raymond Corporation
1958 Robert L Fairbank, Towmotor Corporation
1959 Eugene Caldwell, The Baker-Rauling Company
1960 C.L. Fell, The American Monorail Co.
1961 Robert F Moody, Hyster Company
1962 Bert E. Phillips, Clark Equipment Company
1963 Norman A. Price, The Colson Company
1964 M.G. (Bud) Smith, Electric Storage Battery Company
1965 S.K. (Pete) Towson, Jr., Elwell-Parker Electric Co.
1966 Clarence B. Noelting, Faultless Caster Corporation
1967 Donald Kuethe, Yale & Towne Manufacturing Co.
1968 Milton S. Aitken, Robbins & Meyers, Inc.
1969 George P. Millington, Jr., Gould-National Battery, Inc.
1970 Stanley R. Bryant, The Raymond Corporation
1971 Edward C. Mabbs, American Chain and Cable Co.
1972 George (Bud) A. Markell (incl. last half of 1971), Clark Equipment Company
1973 Thomas W. Krueger, Duff-Norton Company
1974 Roland D. (Bill) Jones, Towmotor Corporation
1975 Walter (Wally) R. O'Malley, Harnischfeger Corporation
1976 John (Jack) F. Smith, Eaton Corporation
1977 Louis (Lou) H. Meyer, A. J. Bayer Company
1978 J. Henry (Hen) Donnon, Artco Corporation
1979 Alan F. Bethell, Eaton Corporation
1980 John M. Hill, MEKontrol
1981 Lloyd G. Backart, Acco Industries, Inc.
1982 S. Gene Balaban, Telemotive Product Group (Dynascan Corporation)
1983 Blake Flint, Barrett Electronics Corporation
1984 A. L. (Al) Leffler, Duff-Norton Company
1985 Donald Frazier, Frazier Industrial
1986 Robert Goosman, ESSCORP
1987 Jerry Ritz, Stor-Dynamics Corporation

MHI Leadership (1988 to 2015)



Material Handling Institute, President
1988 E. Kurt Berg, Liftomatic Material Handling
1989 Dan Quinn, Southworth, Inc.

Material Handling Industry of America, Chairman
1990-1 William Devaney, Stanley-Vidmar
1992-3 Al Wurz, Accu-Sort Systems
1994-5 Dan Quinn, Pentek Corporation
1996-7 D. Bruce Wise, Unarco
1998-9 Ted Hammond, Loadbank International
2000-1 Wilbert J. (Bill) Persch, Mannesman Dematic Corp.
2002-3 Ralph Deger, Bushman Equipment
2004-5 Brian McNamara, Southworth International
2006-7 Colin Wilson, NACCO Material Handling
2008-9 George Prest, Prest Rack
2010 Larry Strayhorn, TGW
2011* Larry Strayhorn, TGW
2012-3 Dave Young, EGA Products, Inc.

MHI President
2014-5 John Paxton, Terex Corporation

Material Handling Alliance Chairman
Donald Schrader, Nashville Wire Products
Donald Schrader, Nashville Wire Products

Material Handling Industry, Executive Chairman
Donald Schrader, Nashville Wire Products
William Devaney, Stanley-Vidmar
Al Wurz, Accu-Sort Systems
Dan Quinn, Pentek Corporation
D. Bruce Wise, Integrated Technologies Group
William Michaels, McHugh Software / Pinnacle
Wilbert J. (Bill) Persch, Demag Cranes & Components
Ralph Deger, Bushman Equipment
Brian McNamara, Southworth International
Colin Wilson, NACCO Material Handling
George Prest, Prest Rack
Colin Wilson, NACCO Material Handling
Larry Strayhorn, SI Systems

MHI Chairman
Dave Young, EGA Products, Inc.

** George Prest became COO of MHI in 2011 and Colin Wilson finished his term as Executive Chairman*