



## Value Statement

The value of membership in the  
Hoist Manufacturers Institute

<http://www.mhi.org/hmi>



# MISSION STATEMENT

To deliver exceptional value to members and industry associates by advocating safety and providing education and market intelligence for the hoist industry.

# VISION STATEMENT

HMI is recognized as the leading authority and the principal resource in the hoist industry.

# Value Statement

# 1. Improved Market Intelligence

- Unit and volume statistics program
- Market forecasts and economic indicator monitoring
- Industry forecasts
- Geographic product distribution and planning data, workshops
- Channel partner planning workshops
- Trend monitoring
- Planning and forecasting tools, workshops
- Business planning community



## 2. Members' Professional Development



- Leadership development
- Multi-topic educational series
- Networking throughout the industry
- Peer to peer interaction

### 3. Promoting the Safe Use of our Products

- Best Practices for product usage
- Development of maintenance and service inspection manuals
- Development of proper product usage documents
- [CMH Alliance program promotes safety](#)
- Tip and Fact Sheets for OSHA distribution



## 4. HMI Members are recognized as the Market's Leaders

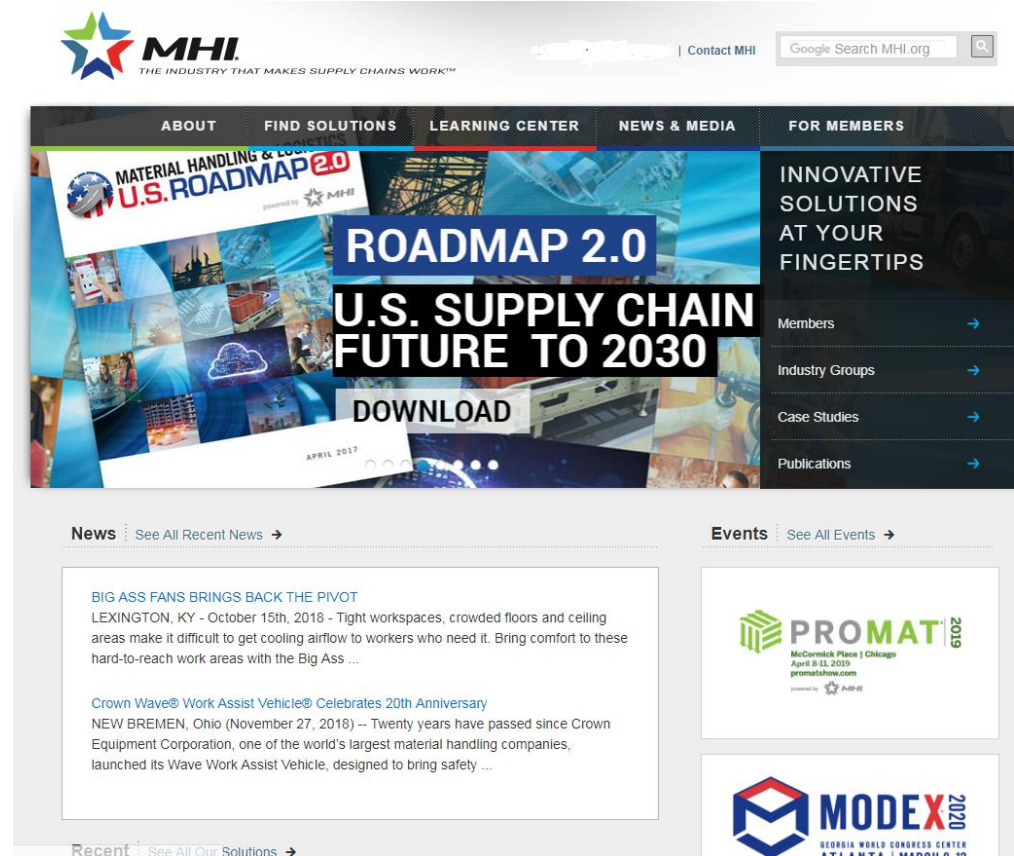


### HMI Members:

- Are Speakers and Education Subject Experts
- Provide Engineering Specification and Standards Input
- Publish a Compendium of Product Standards

## 5. Increased Exposure to Customers

- [Web-based Case Studies provide Market Solutions to Users.](#)
- [MHI Website channels customers to HMI members.](#)
- [HMI Certified Program increases Product Value.](#)
- [The Overhead Alliance promotes overhead lifting technologies.](#)



The screenshot shows the MHI website homepage. At the top, there is the MHI logo with the tagline "THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK™". To the right of the logo is a search bar labeled "Google Search MHI.org" and a "Contact MHI" link. Below the logo is a navigation menu with tabs for "ABOUT", "FIND SOLUTIONS", "LEARNING CENTER", "NEWS & MEDIA", and "FOR MEMBERS". The main content area features a large banner for "ROADMAP 2.0 U.S. SUPPLY CHAIN FUTURE TO 2030" with a "DOWNLOAD" button. To the right of the banner is a sidebar with the text "INNOVATIVE SOLUTIONS AT YOUR FINGERTIPS" and a list of links: "Members", "Industry Groups", "Case Studies", and "Publications". Below the banner, there are sections for "News" and "Events". The "News" section includes two articles: "BIG ASS FANS BRINGS BACK THE PIVOT" and "Crown Wave® Work Assist Vehicle® Celebrates 20th Anniversary". The "Events" section includes two event cards: "PROMAT 2019" and "MODEX 2020". At the bottom of the page, there is a "Recent" section with a link to "See All Our Solutions".



# Why should your company join and participate in HMI?



## Participation in HMI will:

Increase your business levels

Increase your exposure in the marketplace

Develop your employees

Help your corporate decision-making

Increase safe usage of your products

Position your company as one of the leaders in the hoist industry

## What is the Commitment to Join?

MHI Annual Dues \$2,500

MHI Industry Group Fee \$2,450

HMI Annual Dues of \$1850

Initiation fee \$2,500 (one-time fee)

Attend the Spring and Fall Membership Meetings

Active Meeting participation

Contribute effort to support the Association's objectives

Provide Statistical Reporting

# Additional Benefits of Becoming an MHI Member



Trade Exhibition Participation

Membership Meetings with Educational sessions

Networking across the Material Handling Industry

Exposure on [www.mhi.org](http://www.mhi.org) via your company's microsite

MHEM Economic Forecast produced quarterly

Please click here to learn more: [MHI Membership](#)

# Value Statement to HMI Customers

## HMI Members:

- Are recognized as the [Leaders](#) in the design, manufacturing, and supply of hoist systems
- Are speakers and education subject experts
- Collaborate with OSHA through the [CMH Alliance](#) programs to promote the safe use of their products
- Have [extensive experience](#) in many applications and can solve your material handling problems.
- Provide engineering specifications and standards input
- Publish a compendium of product standards