### **Membership**



Membership makes the voice stronger. Membership increases the ability to accomplish more for the group and industry as a whole.

Ask any member company about visiting the next meeting as a guest to learn more about how SMA can work for you.



## More Information

SMA programs & member companies contact:

#### **Anna Harreveld, SMA Managing Executive**

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Fax: 704-676-1199

E-mail: aharreveld@mhi.org

or visit us online @ www.mhia.org/sma

#### **Kevin O'Neill, SMA Chairman**

Steele Solutions **Phone:** 414-367-5120

E-mail: kevin.oneill@steelesolutions.com

#### **Products**



- · Steel Shelving
- Industrial Mezzanines
- Work Platforms
- Clothing Storage Lockers
- · Work and Assembly Stations
- Modular Drawer Storage Equipment
- Storage Carousels
- Movable Base Shelving Storage Equipment
- Storage Containers and Directly Related Equipment



#### **Members**

Cornerstone Specialty Wood Products, LLC Edsal Manufacturing Co., Inc.

Heartland Engineered Products, LLC

Konstant

Lyon LLC

META Storage Solutions, Inc

MiTek Mezzanine Systems

Ohio Gratings Inc

Steele Solutions, Inc

Steel King Industries, Inc

Tri-Boro Shelving & Partition Corp Western Pacific Storage Solutions

Wildeck, Inc



# Industry Group Membership & Benefits





#### What is SMA?



Storage Manufacturers Association (SMA) was formed in 1974 by visionary industry leaders as a Product Section of Material Handling Industry, a not-for-profit Trade Association.

As industry leading suppliers of industrial storage equipment, we supply storage solutions worldwide and in virtually every major manufacturing and distribution sector.

#### **Mission**

- Develop and promote the standards and activities to advance the quality, safety and workability for intended use of Storage Equipment.
- Educate the end-user community on the application of current and emerging technologies



# Networking & Planning

Connect and network with other material handling industry professionals

- Meet with industry leaders and peers at semi-annual meetings
- · Participate in round table discussions
- Access to members of the material handling
  - Media
  - Educational institutions
  - Programs
  - Resources



### **Industry Information**

Gain valuable industry knowledge and connect with other associations and organizations.

- Participate in MHI directed market research and studies
  - Slab analysis
  - Industrial grade steel shelving specifications
- Industry research, data, sales statistics, and trends
- Access educational leaders and guest speakers
- Connect with industry expertise within MHI
- Increase loyalty points for participating MHI activities and programs



## Codes & Standards

As a group, develop design and safety standards for the industry.

- Accredited by the American National Standards Institute (ANSI) as developer for product and safety standards
- Funded product testing, research & development
- Involved with code and fire safety entities
- Unified source of information for end users and building officials
- Ongoing standards development for the industry
- Collectively influence groups like International Code Council, NFPA and others
- Work with certified building officials to streamline building approval process from coast to coast



# **Education & Development**

Advance your career with educational and professional development opportunities.

- · Gain access to MHI library of resources
- · Independent training classes
- Participate in material handling industry related sessions



### Marketing & Lead Generation

Leverage MHI to advertise, promote and generate leads through marketing initiatives.

- Included on MHI website, mhi.org
- Lead contact information from online document downloads
- · Library of industry documents
- MHI referrals for SMA products and services
- Co-marketing opportunities with MHI to promote our industry
- · Share news about storage solutions

#### **Consider Joining a Solutions Group**

Solutions Groups bring MHI members together with equipment and systems users to address common challenges and opportunities in manufacturing and the supply chain.

- Non-commercial environment to collaborate and discuss topics of mutual business interest
- Provide a "safe harbor" for sharing information, awareness, education, best practices and lessons learned