



JOIN THE MHEDA COMMUNITY TODAY!



Expand Your Network
Educate Your Associates
Elevate Your Bottom Line



MHEDA is the Material Handling Equipment Distributors Association. We are a thriving material handling business community dedicated to helping **YOU connect with your industry peers.**



**CONTACT US TO LEARN HOW TO BECOME A
MHEDA MEMBER IN 2024!**

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Who is MHEDA?

MHEDA is the Material Handling Equipment Distributors Association, a 501(c)6 non-profit trade association, dedicated to serving all segments of the material handling business community. For 70 years, MHEDA has provided material handling companies and their employees with business resources, leadership training, networking opportunities, benchmarking data, career development tools and insights on the latest industry trends.



Nearly 600 distributor, integrator and manufacturing companies across the world representing several thousand employees utilize our resources each day to help their business stay competitive and employees stay connected.



Our Members represent the **nation's major material handling distributors and integrators**, as well as the leading manufacturers of storage and handling, lift trucks, conveyor equipment and technology.



MHEDA's "secret sauce?" Our Members. Engaged Members create a strong sense of community, generous sharing of best business practices, a commitment to having fun and a common goal of striving to be the best.

Why Join MHEDA?

MHEDA is a thriving material handling business community designed to help you connect with your industry peers so you can ultimately save time and money. MHEDA can help you: Expand your Network, Educate your Associates, Elevate your Bottom Line.



How Can MHEDA Help My Team Save Time & Money?

MHEDA offers resources for everyone on your team to help your departments execute their goals.

HR & Operations



Access free onboarding tools, ADP discounts and an industry specific Compensation Dashboard so you can recruit and retain top talent.

Sales & Marketing



Give your company exposure via MHEDA Member News, stand out from the competition with MVP and MVS Award Programs and train your sales team with assorted online modules.

Finance & Management




Plan for tomorrow with material handling economic and financial benchmarking data. We also offer leadership and management training both in-person and virtually.

Technicians



MHEDA has partnered with MSSC to offer a Certified Forklift Technician program. It is an industry-led, hands-on training and assessment certification.

A black and white photograph of three women smiling at the camera. They are in a large, modern indoor space, likely a conference or event, with other people and tables visible in the background. The woman on the left has short blonde hair and is wearing a patterned top. The woman in the middle has dark hair and glasses, wearing a patterned top. The woman on the right has long dark hair and glasses, wearing a dark top. A blue overlay with a subtle pattern is at the bottom of the image, containing text.

When will my Membership begin?

Membership begins the day your dues are processed and renews annually. **Your entire team will have access to all MHEDA programs, services and discounted pricing.**

WHAT ABOUT Material Handling Trends?

The material handling business environment is changing and evolving. MHEDA is led by a group of your peers, comprised of 18 leaders from businesses across North America. Board Members meet three times a year to develop programming around current industry trends. Here are a few trends Members are facing and resources MHEDA is offering to help:

TREND

Economic Uncertainty

The current economic uncertainty is driven by a combination of global supply chain disruptions, inflationary pressures, and geopolitical tensions, leading to heightened market volatility and cautious consumer behavior.

RESOURCE

MHEDA publishes a customized quarterly Economic Report designed specifically for our industry. Use this economic data to help you plan for the future.

TREND

Increased Automation Demand

To capitalize on the demand for automation, the member must understand the engineering complexities and the in-house or outsourced expertise required.

RESOURCE

MHEDA offers an Automation Solutions Forum in the fall. Join us October 24, 2024 for a one-day learning and networking event.

TREND

Workforce Challenges

It is essential for leaders to be mindful of workforce challenges including worker fatigue, lack of engagement, mental health challenges and low morale.

RESOURCE

MHEDA plans programs and webinars year round to help you engage and motivate your team. Especially popular is the Emerging Leaders Conference and Women in Industry Conference.



For access to the complete list of
2024 Material Handling Trends, visit
mheda.org/trends

Expand your Network



MHEDA gives you access to networking opportunities with the most well-respected professionals in the material handling industry.

MHEDA-NET

MHEDA takes the work out of finding people to network with! This customized virtual networking program matches you to a small group of individuals who are in the same line of business, with similar careers and job responsibilities. Groups gather via Zoom, conference calls or email communications to discuss best practices and problem solving.

Convention & Exhibitor Showcase

A few days away from the office to attend this event will leave you inspired, enlightened and prepared with tools to face the ever-changing business landscape. Save the Date! Join us April 20-24, 2024 in San Diego, California.

MHEDA Networking Summit

Want to network face to face with your industry peers? MHEDA Networking Summits give you the opportunity to meet with others who face similar challenges as you. MHEDA Members host these events at their companies, so it is also a great way to see what other facilities look like. Join us February 13 at Carolina Handling.

Women in Industry & Emerging Leaders

Each year more and more women and young people are hired within the material handling industry. MHEDA will host an Emerging Leaders Conference on July 25 in Chicago, IL and Women in Industry Conference November 6-7 in Rosemont, IL. *Co-hosted with MHI and WERC.*



Educate Your Associates



MHEDA offers a variety of professional development opportunities throughout the year.

In-Person Conferences

Learn from industry experts and network with your peers.

Live and On-Demand Webinars

Gain industry knowledge and keep up with business trends.

Learning Management System

Give your team a competitive edge with MHEDA's extensive online library of courses. Most popular programs include Material Handling Bootcamp, Forklift Bootcamp, Material Handling Sales Basics and many more. For direct access to all LMS programs, visit www.mheda.org/lms

MHEDA Media

Learn about what is happening in the industry via MHEDA's assorted media. **MHEDA TV:** Watch videos on a variety of business topics. **The MHEDA Journal:** Read our quarterly magazine featuring industry news. **Podcasts:** Listen to interviews with Members and experts.



Elevate Your Bottom Line

Membership gives you exclusive access to real-world financial benchmarking data and economic forecasting reports. Each of these reports is customized for the Material Handling industry.

Distributor Statistical Comparison Financial Benchmarking Report

MHEDA publishes an annual financial study: Distributor Statistical Comparison Report, aka the DSC Report. It focuses on the three profit drivers: growth, gross margin and expenses. Gain access to the following reports: Industrial Truck, Storage and Handling and Engineered Systems. Report participants also receive a spreadsheet where they can run different personalized scenarios.

Employee Compensation Dashboard

Members receive free access to the MHEDA Compensation Dashboard, compiled through the platform LaborIQ. The reports outline the most common job titles amongst MHEDA Members.

Economic Advisory Report

This is an exclusive economic report ONLY available for MHEDA Members! Includes quarterly forecast data that provides clear, actionable information. Also available in summary form as an Econ Chat Podcast.





My company is a Distributor/ Integrator, how do I begin to utilize my Membership?

Going through all of the resources MHEDA provides may feel overwhelming. We will set up a personalized orientation and provide you with guidance and support throughout your first year of Membership. The MHEDA team is always just a phone call **847.680.3500** or email **connect@mheda.org** away!

My company is a Supplier/ Manufacturer, how can I connect with Distributors?

Thinking of joining so you can meet and connect with MHEDA Distributors? Make a commitment to building a relationship! We offer a number of opportunities to network and connect year-round. Visit the FAQ page on our website for more guidance - **www.mheda.org/FAQ**.



READY TO JOIN MHEDA?

Join online at **mheda.org**
or call us at 847-680-3500.

We look forward to serving you!

What are my peers saying?

“We have received many benefits by being an active MHEDA member. Since joining MHEDA, I have participated in MHEDA’s Annual Convention, Business Planning Conference, and Emerging Leaders Conference. **These MHEDA events resulted in networking, USSI team building, and most importantly tangible business improvements** including updated company mission, vision and established core values; business strategy aligned with economic projection tailored to MHEDA members; and new products added resulting in \$2.5M in sales.”

– Billy Lindler, USSI

“As an international member from Mexico, **MHEDA is much more than Networking, it is the only place where I can find priceless resources for my company planning and forecasting** like industry specific reports, business trends, and specific training. But most of all, it gives me the opportunity to constantly interact with industry peers forming Networking groups and regularly discuss situations from our industry, get advice and solutions all together.”

– Gerardo Padilla, SEIL Rentals

“**MHEDA is a partner organization that brings the many components of our industry together centralizing communication and information.** MHEDA helps educate best practices, and provides an avenue for growth not only for company entities but for individuals looking to improve. MHEDA and its members provide us with the ability to bounce ideas off other dealers and helps us strive for constant improvement.”

– Brian Bond, Tri-Lift NC Inc



Networking. Learning. Fun.

MHEDA'S 2024 CONVENTION & EXHIBITOR SHOWCASE

Join your Material Handling industry peers
April 20 – 24 at the
Hilton San Diego Bayfront
and learn about
“Riding the Waves of Change”



EVENT HIGHLIGHTS

- KEYNOTE FEATURING NFL LEGEND JOE THEISMANN
- VISIT WITH 85+ EXHIBITORS
- MEET HUNDREDS OF INDUSTRY PROFESSIONALS
- ENGAGING NETWORKING ENVIRONMENT
- ENJOY LOCAL SAN DIEGO ACTIVITIES
- WOMEN IN INDUSTRY LUNCHEON
- GAIN ECONOMIC INSIGHTS
- LEARN HOW TO SELL THROUGH TOUGH TIMES
- DISCUSS AUTOMATION SOLUTIONS
- HELP LOCAL KIDS WITH GIVE BACK EVENT
- EXPLORE GENERATIVE AI AND YOUR FUTURE
- AND SO MUCH MORE!



MHEDA CONVENTION & EXHIBITOR SHOWCASE

HILTON SAN DIEGO BAYFRONT
APRIL 20-24, 2024



mheda.org/convention2024

