



## HMI Value Statement

What is the value of membership in the Hoist Manufacturers Institute (HMI)?

1. Market Intelligence Information:
  - a. Unit and volume statistics program
  - b. Market forecasts and economic indicator monitoring
  - c. Industry forecasts
  - d. Geographic product distribution and planning data, workshops
  - e. Channel partner planning workshops
  - f. Trend monitoring
  - g. Planning and forecasting tools, workshops
  
2. Members Professional Development
  - a. Leadership development
  - b. Multi-topic educational series
  - c. Networking throughout the industry
  - d. Peer to peer interaction
  
3. Promotion of the Safe Use of our Products
  - a. Development of product standards
  - b. Do's and Don'ts for product usage
  - c. Development of maintenance and service inspection manuals
  - d. Development of proper hoist usage documents
  - e. Alliance program with OSHA to promote safety
  - f. 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
  - MHIA Website channels customers to HMI members
  - HMI Certified Program Increases Product Value

Participation in HMI can increase your business levels, increase your exposure in the marketplace, develop your employees, help your corporate decision-making, increase safe usage of your products, and position you as one of the leaders in the hoist industry.