



European Association for Machine Tools, Tooling and Technologies

CQ NEWS

FEBRUARY 2015

MESSAGE FROM THE PRESIDENT



I would like to start by wishing you all a happy new year; as we look forward over the next 12 months, we face a number of uncertainties in the economic and political environment, but we feel that the general outlook for our

sector is reasonably positive.

I took over as President of CELIMO at our Council meeting in Barcelona. Our colleagues at AIMHE arranged an excellent programme for us, including spectacular views over the city from the roof top terrace at the hotel which we were able to enjoy during our pre-dinner reception.

I would like to pay tribute to my predecessor, Mr Bob Hunt. During his time as President he worked hard to represent this Association and was instrumental in updating our web-site. He also oversaw our new guideline documents for Agency and Distributor agreements; although these were first produced many years ago, they had become out of date, so the virtually new documents should be of value to our members. They provide guidance on the various topics that Agents or Distributors need to think about in negotiation agreements with manufacturers; they are written from the point of view of the agent/distributor but do provide a starting point for negotiation with new suppliers. You can get these documents from your National Association. We were sorry that illness prevented Bob from attending the Council meeting last year; we understand that he is recovering slowly and look forward to seeing him again in the near future: Bob, best wishes from all your friends in CELIMO!

There is more news from our Council meeting later on in this newsletter and our next issue will cover the recent Tooling Group meeting.

At the end of last year, we received news that a former CELIMO President, Mr Edward (Eddie) Addison has died at the age of 96. He led CELIMO from 1977 to 1980 and was a delegate and Board Member for many years. He was President of MTA (or MTTA as it was then) on two occasions (1985-86 and 1990-91) and was active in the industry for over 50 years. He had two companies, a manufacturer of tube bending equipment and a distributor of sawing equipment, as well as having shareholdings in other distribution companies. We send our best wishes to his family.

During the coming year, we will be working to expand the membership of CELIMO by encouraging companies in those countries where there are no appropriate associations to join us as Associate Members. We hope that this will strengthen the networks that are at the heart of CELIMO and I hope that you will share in this task by spreading the message about CELIMO to contacts that you may have in these countries - please contact the Secretary for a copy of the presentation (and the application form) that we have prepared to introduce CELIMO to prospective Associate Members.

Finally, I thank you all for the opportunity to lead CELIMO and look forward to meeting you all at various events during the year - our Council meeting in Istanbul, the International meeting at EMO or at the Tooling Group meeting.

DATES FOR CELIMO MEETINGS

Please make a note of the dates for CELIMO meetings and events and plan to attend if it is appropriate to you. You can get more details on these events from your association.

Thursday 21st May 2015 (afternoon) - Board Meeting (Istanbul, Turkey)

Friday 22nd May 2015 - Council meeting (Istanbul, Turkey)

Secretariat Office

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5th to 10th October - EMO, Milan (Italy) - to include our International Meeting.

Friday 6th November - Tooling Group meeting (Switzerland)

CELIMO COUNCIL MEETING



The 2014 Council meeting took place in Barcelona on 16th May; the delegates were captured during a short break in the meeting! The main topics of discussion at the Council meeting this year were:

- Election of the new CELIMO President
- Launch of the new Distribution Agreement Guidelines document
- Economic Situation report and the national situation reports from delegates
- A run through the content of the new CELIMO web-site
- The accounts for 2013 and budget for 2015.

The reports and presentations are available from your national secretariat.

There was some press coverage of the event which you can read about (in Spanish) at <http://www.interempresas.net/MetalMecanica/Articulos/124448-Barcelona-acoge-la-gran-cita-de-la-distribucion-europea.html>.

The 2015 meeting is scheduled for 21st to 23rd May and will be held in Turkey (Istanbul)

NEWS FROM CELIMO MEMBERS

Italy: ASCOMUT supports technical education - donation ceremony in Parma. During the MECSPE exhibition in Parma, the "Villaggio Ascomut" exhibiting area hosted a donation ceremony during which Andrea Bianchi, ASCOMUT President, handed over a donation check to Andrea Sardini, Principal of IPSIA F.lli Taddia high school. The school, located in Cento (Ferrara), had sustained damage in the earthquake that took place in May 2012 and needed modernization of technical equipment. By this initiative ASCOMUT attested its commitment to "Adotta una scuola" (Adopt a school), solidarity project launched by Emilia Romagna Office of Education and highlighted the essential bond that should tie the world of work and the world of higher education.



"We thought it important to give a sign of attention to the world of education, focusing in particular on technical education and training that is too often undervalued and not significantly supported - states President Bianchi. "The protagonists of the mechanical engineering sector of our country take their first steps here, and it is vital that also entrepreneurs give their contribution and invest, so that technical education and training may improve both under the aspect of quality and that of giving motivation to future specialists".

Turkey: TIAD have announced the appointment of their new Secretary-General as Ms Pinar ÇELTIKÇİ.

UK Following the retirement of Mr Graham Dewhurst, MTA has announced the appointment of Mr James Selka as their new CEO; James has joined the MTA following over 25 years of manufacturing experience, including thirteen years as Managing Director of a specialist high precision, internationally trading, supplier of turnkey instrument sub-systems.

Prior to joining the MTA he was Production and HR Director at a major manufacturer of mechanical seals and support systems. Highly knowledgeable about global manufacturing, James has a strong interest in supply chains and logistics as well as corporate finance and improving business performance.

EUROPEAN EXHIBITIONS

The following are brief overviews of Exhibitions relevant to the machine tool and tooling industries that took place in 2014; we will cover the events later in the year in our next edition.

TECHNISHOW (NL): The Dutch exhibition was held in Utrecht from 11 to 14 March; despite the fact that the dates of Metav (in Dusseldorf) were altered to clash with the TechniShow, this was another successful event with just over 40,000 visitors (although this figure includes press, students and re-visits), from 15,700 companies. There were a total of 398 exhibitors, covering a wide range of technologies.

One of the features of the TechniShow was the Innovation Awards which are given across the metal industry; FPT-VIMAG is proud that 4 of its members (Wila, Trumpf, Cellro and Resato) received an award for their products. The 2016 event will be the 65th anniversary of TechniShow and FPT-VIMAG (the owner of the name and the trade fair) are planning significant developments to celebrate this landmark.

USETEC (DE): There was a positive response to what is described as the world trade fair for used technology. The organisers report that 5713 buyers from 102 countries attended, 71% of them from outside Germany.

The partners in USETEC had a very positive view of the exhibition; Kurt Radermacher, Managing Director of FDM reported that the visitors were of a high quality. He highlighted that USETEC provides an opportunity for buyers to meet face-to-face, confirming the relationships which are made through the virtual presence that exists year round through the web-sites at www.MachineStock.com and www.USETEC.com. He went on to add that these platforms provide a high level of transparency, which is vital in a business world that is becoming increasingly global and complex.

This year, FDM had an expert in customs law on hand at USETEC and many people visited the association's stand to take advantage of this offer - Networking is written large at the FDM, as it is with CELIMO.

FINNTEC (FI): Together with ToolTec, JoinTec, Pinta and EuroMaintenance, there were 4,500 visitors to the combined event held over 3 days in Helsinki with 180 exhibitors. According to a visitor survey, 64% of visitors made or took part in purchasing decisions which the event organisers consider to be a high number.

As part of JoinTec, there was a welding contest, which included the selection of Finland's entrant for the welding section of the EuroSkills competition.

MACH (UK): The UK exhibition was held in April and featured 612 exhibitors on 23,000m²; there were over 23,000 visitors, an increase of 10% on 2012. Surveys after the event showed that around £177 million worth of business was attributed to MACH 2014, an increase of 20% on the 2012 event. One of the themes of MACH 2014 was encouraging young people to consider a career in engineering and in particular the manufacturing technologies sector; the Education & Training Zone was visited by 3,000 students during the show and more than half of them were given conducted tours of the Exhibition by apprentices from exhibiting companies.

INDUSTRIE (FR): The 2014 edition of this event took place in Paris between 31 March and 04 April; it featured 850 exhibitors over 60,000m² of space, covering 9 sectors. The round-up published by the organisers does not give a total number of visitors, but it does state that 90% were from France and that the other 10% were spread across 75 other countries

SIMODEC (FR): This exhibition is focused on the turning industry and the 60th anniversary event was held in 2014. There were 16,428 visitors, 10% of which were from outside of France, attending this event which was spread over 22,000m² of exhibition space, with 265 exhibitors from 10 countries and representing 500 trademarks.

MAX (SE): Manufacturing and Automation eXpo (MAX) which was held in 2014 had about 6,500 visitors over the 4 days; they saw about 100 Machines on 8500m² of exhibition space. The general feeling was that the exhibition gave the visitors a good view of the market, but the visitor numbers were disappointing (the total was 15% less than in 2012).

OTHER ASSOCIATIONS NEWS

CECIMO: They are warning that the continued delay in introducing a better market surveillance system will impact on Europe's competitiveness. The delay appears to be because of a lack of agreement on the question of the marking of origin on goods and, as a result, the draft regulation on the Market Surveillance of Products (MSR) is unlikely to be adopted in the current term of the European Parliament which ends in April.

AMT: They report that the 30th edition of IMTS, held in Chicago last September, was a successful event with nearly 115,000 people registering and over 2,000 exhibiting companies on nearly 1.3 million ft² (approximately 120,000m²) of space at McCormick Place. They also addressed the issue of future skill shortages by hosting the Smartforce Student Summit; this almost doubled in size compared to 2012 with 17,767 elementary, middle and high school students in attendance.

CELIMO WEB-SITE

Please take a look at the CELIMO web-site at www.celimo.com. Over the next few months, we will be making some updates and changes to the site, so it is worth checking on a regular basis for news and information; if you see something that needs to be changed, please let the Secretary know.

WTO RULING ON CHINESE SUPPLY OF RARE EARTHS

This is slightly old news now, but it was only recently drawn to our attention and we thought it worth including in CQ News given its importance for the tooling part of our industry. The World Trade Organisation (WTO) has issued a ruling against China's export restrictions on 17 rare earths, as well as tungsten and molybdenum that are used as essential components by a wide range of European industries. In line with the previous ruling on other raw materials, the WTO found that China's export duties and quotas were in breach of China's WTO commitments and were not justified for reasons of environmental protection or conservation policy.

This case obliges China to bring its measures into compliance with the ruling. This only applies to the raw materials in this case. Nonetheless, the EU hopes that China will revise its export restriction policy more broadly, in the light of the repeated conclusions of the WTO.

You can get more details on this from the European Commission web-site at <http://trade.ec.europa.eu/doclib/press/index.cfm?id=1051>.

CELIMO EXECUTIVE BOARD

The Board met in May and October 2014; the topics discussed included:

- o Finalising the Distribution Agreement Guidelines document;
- o the new Associate Members Category;
- o Discussion of other activities that CELIMO can be involved in; this includes our reaction to the work that CECIMO is doing on the Eco-Design Directive;
- o The accounts and financial situation.

STATISTICS

CELIMO Trends Survey: The report of the survey for the 4th quarter of 2014 is available to those associations who participated.

European Commission Quarterly Manufacturing Survey, January 2015: The European Commission (EC) gathers together data from surveys in the EU countries that look at issues such as confidence, orders trends and capacity utilisation. The overall sentiment index for the EU improved by 0.5 points in January (compared to December) and industry confidence was broadly stable as a more optimistic view of expected production was balanced by marginally worse assessments of current order books.

In the latest quarterly data (described as Quarter 1 2015 because it is carried out in January, but really referring to data about the final period of 2014), the Commission reports an improvement in capacity utilisation to stand at 80.7 for the euro-zone and 80.8 for the EU as a whole (compared to the previous quarter when the readings were 80.0 and 80.2 respectively).

More details can be found in the report of the EC Business and Consumer Survey under the [Economic Sentiment Indicator \(ESI\) link](#).

EXHIBITION DIARY

Here are some of the exhibitions taking place in Europe during 2015:

Belgium: MTMS, 25-27 March 2015, Brussels

Czech Republic: MSV, 14-18 Sept 2015, Brno

Denmark: HI TECHNOLOGY, 22-24 Sept 2015, Herning

Estonia: INSTRUTEK, 17-19 Nov 2015, Tallinn

Finland: FINNTEC / TEKNOLOGIA, 06-08 Oct 2015, Helsinki

France: SIANE, 20-22 Oct 2015, Toulouse

France: INDUSTRIE, 07-10 April 2015, Lyon

Germany: USETEC, 13-15 April, Karlsruhe, <http://www.usetec.com/en/>

Germany: BLECHEXPO/SCHWEISSTEC 03-06 Nov 2015, Stuttgart

Germany: EUROMOLD, 22-25 Sept 2015, Frankfurt

Hungary: MACH-TECH, 12-15 May 2015, Budapest

Italy: EMO, 05-10 October 2015, Milan, <http://www.emo-milano.com/en>

Norway: DEN TEKNISK MESSEN, 15-18 Sept 2015, Hellerudsletta

Poland: MACH-TOOL, 09-12 June 2015, Poznan

Poland: TOOLEX, 29 Sept to 01 Oct 2015, Sosnowiec (Expo Silesia)

Poland: EUROTOOL and BLACH-TECH-EXPO, 13-15 Oct 2015, Krakow

Romania: TIB, 14-17 Oct 2015, Bucharest

Russia: METALLOBRABOTKA, 25-29 May 2015, Moscow

Russia: INTERTOOL, 21-24 Sept 2015, Moscow

Russia: MASHEX, 27-30 Oct 2015, Moscow

Slovakia: INTERNATIONAL ENGINEERING FAIR & EUROWELDING, 19-22 May 2015, Nitra

If you know of any other events that we have missed, please let the Secretary know so that we can update the list.