



European Association for Machine Tools, Tooling and Technologies

## CQ NEWS

## SEPTEMBER 2015

### MESSAGE FROM THE PRESIDENT



It is my pleasure to welcome you to our newsletter; whether you are a long standing member of one of our Associations or a new reader, I hope you will find something of interest.

Our Council meeting was held in Istanbul and I would like to thank our colleagues at TIAD again for hosting this event - it was an exciting venue and I think that the view across the Bosphorus from the meeting room will live long in the memory (at least for those who were on the right side of the room to enjoy it!).

I am delighted to welcome Johan Meert to the role of Vice-President of CELIMO following his election by the Council meeting. Johan has represented our Belgian Association - Metal-Alliance - on the Board since 2011 and I am looking forward to working with him over the coming year.

The major topic of discussion at our Council meeting earlier in the year was the Eco-Design Directive. Our colleagues at CECIMO have been working on this project since it was first introduced by the European Commission in 2005. Their approach has been to develop a Self-Regulation Measure (SRM) so that we have an approach developed by the industry; through this, the measures to be adopted to meet the requirements of the Directive will have been developed by the industry and should, therefore, be both meaningful and achievable - the alternative is measures imposed by the Commission which runs the risk of being impractical and unachievable. You can read more about this later.

The Board has been working on the recruitment of new members in our Associate Member category and I have challenged each Board member to contact at least one potential recruit before our next meeting. If you know of any companies in European countries where there is no Association for Distributors/Importers in our industry - or indeed if you are interested in joining us yourself - please contact the Secretary for a copy of our presentation and application form that we have created for this initiative; peer-to-peer contact is far more effective than a random e-mail!

I am excited that CELIMO will have a presence at EMO this year with an information booth in the International Associations area in Hall 7. We will also be hosting our traditional International meeting during EMO and I look forward to seeing you there.

Finally, I was delighted to contribute an interview to Industrie Bedarf; this is the official magazine of FDM (our German Association). You can read this article (in German) on the CELIMO web-site.

### 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.

**Friday 31<sup>st</sup> October - Board Meeting (MTA, London)**

**Friday 6<sup>th</sup> November - Tooling Group meeting (Lucerne, Switzerland)**

**Friday 19<sup>th</sup> February 2016 - Board Meeting (SYMOP, Paris)**

**Friday 20<sup>th</sup> May 2016 - Council Meeting (Florence/Firenze, Italy)**

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## NEWS FROM CELIMO MEMBERS

**Sweden:** SVMF, our Swedish Association is involved in a new exhibition in May 2016; Elmia Verktygsmaskiner will take place in Jönköping alongside Elmia Automation.

**Turkey:** At its Ordinary General Meeting earlier this year, TIAD elected Mr Hakan Aydoğdu as its new President; Hakan has been a delegate to the CELIMO Council meeting for a couple of years and we send our congratulations to him on his election to this role. Mr Murat Akyüz is the new Vice-President; Mr Erdal Gamsiz will remain as the Turkish member of the CELIMO Board.

## CELIMO COUNCIL MEETING

This year's meeting took place in Istanbul and we would like to thank our colleagues at TIAD for all their work in organising this event.

We have already mentioned the Eco-Design Directive which was the main topic for discussion; the meeting also shared in its usual extensive discussion about the economic trends affecting the sector and CELIMO's activity at EMO, as well as administrative matters such as the election of the Board for the coming year and the accounts for 2014.

The 2016 meeting is will be held in Florence (Firenze) on Friday 20<sup>th</sup> May; this will also include our usual accompanying programme which should be exciting in this historic city.

## ECO-DESIGN DIRECTIVE

This Directive was first introduced in 2005 affecting Energy using Products (EuP) and in 2009 a framework was set out for the setting of Eco-design requirement for Energy-related products (ErP).

There is the possibility for industries to develop voluntary agreements to meet the requirements of the Directive and these have already been concluded in sectors as diverse as Medical Imaging Equipment and Games Consoles. Although CECIMO is still working on persuading stakeholders that no regulation is needed for the machine tools sector, they have also been developing a Self-Regulation Measure (SRM) for the industry.

The risk of not having something in place is that the European Commission could impose regulations that are impractical and/or unachievable in our sector.

Responsibility for meeting the requirements of the Directive will fall on whichever of 4 types of economic operator (Manufacturer, Authorised Representative, Importer or Distributor) places the product on the EU market.

CECIMO believes that there are number of reasons why machine tools should not be part of this Directive and, if they are, why an SRM is essential. One example is that the amount of energy use for a machine tool depends directly on the product cycles being used; a machine tool producing a higher output than its predecessor, but using the same level of resources is clearly more efficient.

One key issue for the SRM is that the Commission will measure its effectiveness based on market coverage of the participants (not the share of manufacturers). Even though 60% of CELIMO members sales come from elsewhere in Europe, this leaves a sizeable chunk of the European market supplied from non-European manufacturers.

We will be keeping in touch with CECIMO as their SRM initiative develops and keep our members in touch with the latest developments. While we share CECIMO's view that the Directive should not apply to machine tools, we also recognize the importance of the industry retaining control of the implementation process to ensure that it is affordable, meaningful and achievable.

## EXHIBITION REPORTS

The following are brief overviews of Exhibitions relevant to the machine tool and tooling industries that took place in the latter part of 2014 and so far in 2015.

**AMB (DE):** The final report from AMB shows a new record of 90,331 visitors (2012: 88,183). Mr Ulrich Kromer, President of Messe Stuttgart noted that "that 15% of the visitors travelled from abroad and came from 75 countries".

The exhibitors showcased numerous innovations and further developments, including some brand new products, for machining metals. All nine exhibition halls, including the foyer areas, were booked for a total of over 108,200m<sup>2</sup> (gross).

Dr Wilfried Schäfer, President of the Association of German Machine Tool Manufacturers (VDW) said that the atmosphere among the exhibitors and visitors was brilliant; "The companies are very satisfied with the outcome of the exhibition with customers from all industry segments visiting AMB with investment projects."

The organisers report that the high-quality of the visitors was noticeable. Almost  $\frac{3}{4}$  of the visitors stated they are involved in the purchasing and procurement decisions in their company and around 72% of these decision-makers came to AMB 2014 with specific investment and purchasing plans, a figure which was also confirmed by the exhibitors.

**Bi-MU (IT):** There were 1060 exhibitors on a total area of 90,000m<sup>2</sup> and the organisers announced that this was among the first exhibitions in Italy to be certified as a sustainable event. The event attracted 61,926 visitors, 5% higher than in 2012 - 4% of these visitors were from outside of Italy, representing 75 countries.

There were a number of special areas in the exhibition including Focus Mecha-Tronika and a 3D printing and additive manufacturing area. Over 1000 planned meetings were organised between Italian exhibitors and 60 foreign machine tool end-users from around the world.

**PRODEX (CH):** The Swiss exhibition was held over 4 days in November 2014 and, along with SWISSTECH (the fair for the subcontracting industries), attracted 52,884 visitors. There were more exhibitors, more exhibition space, an attractive fringe programme with specialist forums, lunchtime talks and panel discussions provided to add value for the trade visitors.

PRODEX had 326 exhibitors over 18,600m<sup>2</sup>, with another 554 exhibitors on 23,532m<sup>2</sup> at SWISSTECH. Among the exhibitors at PRODEX was Amada Swiss GmbH whose Managing Director, said "we were there with our stand for the first time and are really pleased".

The forum sessions covered a range of topics, but that of 3D printing featured heavily with sessions on metals and plastics across the 4 days. In keeping with tradition, the first day of the show was "young professional's day" when training was again a key theme with groups of apprentices and students from vocational schools and universities enjoying free entry.

**USETEC (DE):** This annual exhibition, supported by RESALE, took place in Karlsruhe and had a total of 313 exhibitors and 5,142 visitors over its 3 days. The fair returned to its traditional home and date at the same time as the Hannover Messe, a move that was welcomed by the participants.

Kurt Radermacher, Managing Director of FDM commented that the visitor quality was excellent, with the exhibition survey revealing that 89% of visitors are involved in making purchasing decisions. Over two-thirds of the total visitors

were from outside Germany, with just under two-thirds of those coming from outside of Europe, making this a truly international event. Many foreign buyers took the opportunity to combine a visit to USETEC with attendance at the Hannover Messe.

USETEC was attended by 17 delegations from various parts of the world and the event this year also featured a number of accompanying events and presentations, including an on-line auction which began in mid-March and concluded with a live auction on the final day of the trade fair. The next event will take place on 25-27 April, back in Karlsruhe.

## OTHER ASSOCIATIONS NEWS

**CECIMO:** Following its General Assembly in July, CECIMO announced that it expects European machine tool production to grow by +3% in 2015.

They see new industrial trends and technologies transforming the manufacturing industry and presenting challenges for industrial policy. They note that digitalisation of manufacturing and the penetration of disruptive technologies into the industrial base will lead to significant productivity and efficiency gains. Breakthrough production techniques, such as additive manufacturing, stretch the limits of product design and innovation whilst providing solutions to societal challenges. Moreover, a trend towards mass-customisation will open the way to the reindustrialisation of Europe. Against this background, CECIMO believes that Europe has to move faster than its competitors to tap into opportunities in advanced manufacturing.

CECIMO welcomes the position of the European Commission to target technical requirements, standards and conformity assessment in the chapter specific to engineering of the TTIP (Transatlantic Trade & Investment Partnership). CECIMO note that "The European machine tool industry is dominated by SMEs who lack resources to cope with excessive red tape in regulatory or custom procedures. The TTIP will be beneficiary for innovative SMEs who will be able to tap into market opportunities in the US, especially in the view of the ongoing re-shoring trend". While recognising the significant progress made during the trade talks, CECIMO continues to stress the importance of addressing non-tariff barriers, technical requirements and regulatory cooperation in the final agreement

**JMTDA:** The Japan Machine Tool Distributors Association has elected a new Board of Directors and appointed Mr Kaoru Tomita, President & CEO of Tomita Co. Ltd as its new Chairman.

**JMTIA:** The Japan Machine Tool Importers Association also has a new Chairman with the election of Mr Takao Nakagawa (President, CKB Corp.). He succeeds Mr. Yuzo Chiba who has retired after serving as JMTIA's chairman since 2009; Mr Chiba will take on the role of executive adviser.

**AMT:** Our colleagues in the USA have announced their new Board of Directors and the Officers of the Association for 2015-16. The new Chairman is Jerry Rex, who is Executive Vice-President of Concept Machine Tool, Plymouth Minnesota; his company is a distributor of a wide range of products in the sector. He will be supported by Richard L Simons, Chairman, President and CEO of Hardinge Inc. who has been appointed as First Vice Chairman of AMT.

## CELIMO EXECUTIVE BOARD

At its meeting in May, the topics discussed by the Board were:

- Recruitment of Associate Members
- CELIMO Activity at EMO, including our Booth and the new Directory;
- Plans for the 2016 Council meeting;
- The nomination of Mr Meert as Vice-President;
- The state of trade report;
- The accounts for 2014, a formal service agreement with MTA for the Secretariat and the current financial position.

## STATISTICS

**CELIMO Trends Survey:** The report of the survey for the 2<sup>nd</sup> quarter of 2015 is available to those associations who participated.

**European Commission Quarterly Manufacturing Survey, July 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

The Commission reports that in the 2<sup>nd</sup> quarter of 2015, capacity utilisation in the euro-zone stood at 81.1, broadly the same level as in the two previous quarters; the EU as a whole had

the same reading in the latest figures, but in this case, it is down slightly from 81.3 which was recorded in the 1<sup>st</sup> period of the year. Both regions are just about on the long-run (back to 1990) average for their area.

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

## CELIMO WEB-SITE

We have made some updates to the CELIMO web-site at [www.celimo.com](http://www.celimo.com) recently, so we would encourage you to come and take look now, but also to check back on a regular basis over time. If you see something that needs to be changed, please let the Secretary know.

## EXHIBITION DIARY

Here are some of the exhibitions taking place in Europe during the rest of 2015: we have also highlighted the 2016 exhibitions who have supported us by advertising in our new Directory

**Estonia:** INSTRUTEK, 17-19 Nov 2015, Tallinn

**France:** SIANE, 20-22 Oct 2015, Toulouse

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

**Germany:** USETEC, 25 to 27 April 2016, Karlsruhe, [www.usetec.com](http://www.usetec.com)

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

**Italy:** LAMIERA, 11 to 14 May 2016, Bologna, [www.lamiera.net](http://www.lamiera.net)

**Italy:** BI-MU, 04 to 08 October 2016, Milan, [www.bimu.it](http://www.bimu.it)

**Italy:** SFORTEK, 06 to 08 October 2016, Milan, [www.sfortec.it](http://www.sfortec.it)

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

**Romania:** TIB, 14-17 Oct 2015, Bucharest

**Russia:** MASHEX, 27-30 Oct 2015, Moscow

**Switzerland:** PRODEX, 15 to 18 November 2016, Basel, [www.prodex.ch](http://www.prodex.ch)

**Turkey:** MAKTEK Eurasia, 11 to 16 October 2016, Istanbul, [www.maktekfair.com](http://www.maktekfair.com)

If you know of any other events that we have missed, please let the Secretary know so that we can update the list (note - our next issue will cover more of the 2016 events).