



*The Association  
of  
European Machine Tool  
Merchants*

**Annual Report and Accounts 1985-86  
Annual General Meeting  
2 December 1986**

---

*Contents*

---

*Annual General  
Meeting  
Tuesday  
2 December  
1986*

**NOTICE** is hereby given **THAT** the fourteenth  
Annual General Meeting of the Association  
will be held at

The Royal Overseas League, Pall Mall,  
London, W.1 on Tuesday, 2 December 1986  
at 11.30 a.m. in order to:

- a. Receive the Council's Report and Accounts.
- b. Elect Officers and Members of Council for the  
ensuing year.
- c. Appoint Auditors.
- d. Transact other business as formally notified.

*By Order of the Council*

S. W. TOMALIN, Director

117 High Street, Berkhamsted, Herts, HP4 2DJ, England

11 November 1986

# The Association of European Machine Tool Merchants

Incorporated 1973

(in succession to the British Association of Machine Tool Merchants - incorporated 1942)

---

## PRESIDENT

B.J. Ord

*Northern Machine Tools (Eng) Ltd.*

## CHAIRMAN

C. Rowley

*Marc Machine Tools & Sawing Ltd.*

## HONORARY TREASURER

A.H. Cowap

*SEMCO Machine Tools Ltd.*

## VICE CHAIRMAN

Vacant

## IMMEDIATE PAST PRESIDENT

G. Urquhart

*Scot Urquhart Ltd.*

## IMMEDIATE PAST CHAIRMAN

A.H. Cowap

*SEMCO Machine Tools Ltd.*

## FELLOWS

R. Atherton

H. Korte

A.W. Bell

L.W. Pratt

W.R. Clarkson

F.M. Whittaker

## HONORARY VICE PRESIDENTS

F. Bongers

J. Metcalfe

P. Simpson

G.E.J. White

P.J. Carr

C.G. Newbury

E.D. Street

G. Michellanglet

A.H. Cowap

W.E. Norton

G. Urquhart

---

## COUNCIL MEMBERS

J.K. Anderson (UK)

N. Bongers (UK)

R.D. Buxton (UK)

M. Dreyfus (Switzerland)

B. Eriksen (Norway)

W.A. Gerrard (UK)

D. Grimshaw (UK)

H. Hansen (Denmark)

B. Hilling (Sweden)

J. Ingram (UK)

K. Kames (Germany)

*J.K. Anderson Ltd*

*Capital Equipment & Machinery Ltd*

*R & A Buxton Ltd*

*Dreyfus Co*

*Scanma A/S*

*T.W. Ward Machinery Ltd*

*Denis Grimshaw (Machinery) Ltd*

*A. & I. Hansen A/S*

*Bema Verktgymaskiner AB*

*John Ingram (Machine Tools) Ltd*

*Walter Kames*

F. Lanfranconi (Italy)

J.F.T. Law (UK)

F. Michellanglet (France)

T.P. Morgan (UK)

F.G. Muncaster (UK)

B.P.R. Skok (S. Africa)

A.B. Sampson (UK)

F. Vogel (Germany)

F. van de Vliet (Holland)

P.J. Ward (UK)

L. Zeisel (Austria)

*Scambi Commerciali Esteri s.n.c.*

*John Law Machinery Ltd*

*DMR Machines-Outils*

*Morgan Machinery Co*

*Muncaster Machine Tools Ltd*

*Skok Machine Tools (Pty) Ltd*

*Sampson International Machine Tools*

*Wema GmbH*

*Tincu Machines Europe B.V.*

*Frank Salt & Co Ltd*

*Ing. Artur Zeisel*

---

## COMMITTEES OF COUNCIL

**Steering/Finance (Executive)**

*Convenor:* C. Rowley

B.J. Ord, A.H. Cowap, G. Urquhart, A.W. Bell

**New/Imported Machine Tools**

*Convenor:* Vacant

W.A. Gerrard, C. Rowley

**Area Groups (UK)**

*Midlands and South West*

**Chairman & Officers:** Vacant

*Southern*

**Chairman & Officers:** Vacant

*Northern*

**Chairman:** J.K. Anderson

**Secretary:** R. Arthur

---

## SOLICITORS

Malkin Cullis & Sumption

Inigo House, 29 Bedford St, Covent Garden, London WC2E 9ED

## AUDITORS

H. Rainsbury & Co

Chansitor House, 37/38 Chancery Lane, London WC2A 1EL

## DIRECTOR

S.W. Tomalin BA, FCIS, AMBIM,

117 High Street, Berkhamsted, Herts HP4 2DZ

Tel: (04427) 76262 Telex: 265871 "For EMT002"

---

## BANKERS

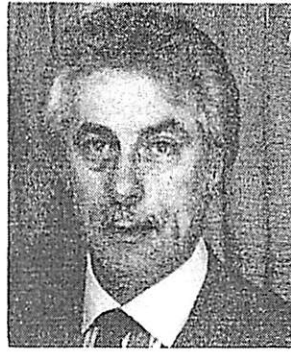
National Westminster Bank plc

199 High Street, Berkhamsted, Herts HP4 1AW, England.

(Sortcode: 60-02-21) (Account: 52859610)



Bernard J. Ord  
*President*



Cyril Rowley  
*Chairman*



Stanley Tomalin  
*Director*

## Presidents of The Association

### of the former BRITISH ASSOCIATION OF MACHINE TOOL MERCHANTS

1940-41	F. WIDDOWSON	<i>Herbert Widdowson &amp; Sons Ltd</i>
1941-42	J.E. RAISTRICK	<i>J.E. Raistrick Ltd</i>
1942-43	H. VERNON	<i>Thos W. Ward Ltd</i>
1943-45	R.J. AUSTIN	<i>Centaur Tool Works</i>
1945-46	E.J.F. BRADLEY	<i>Pidgen Bros Ltd</i>
1946-47	R. URQUHART	<i>Wm Urquhart</i>
1947-48	W. POTTS	<i>G. &amp; W. Potts (Sunderland) Ltd</i>
1948-49	S.A. BUNN	<i>C.H. Joyce Ltd</i>
1949-50	C.H. PAYNE	<i>W. Forrest &amp; Co. Ltd</i>
1950-51	W.R. CLARKSON	<i>Southern Engineering &amp; Machinery Co</i>
1951-52	G.E. WHITTAKER	<i>G.E. Whittaker Ltd</i>
1952-53	G.A. PARKER	<i>M.C. Layton Ltd</i>
1953-54	A.W.V. AGUTTER	<i>Centaur Tool Works</i>
1954-55	A.V. GRAVES	<i>E.H. Jones (Machine Tools) Ltd</i>
1955-56	E. HELIOT	<i>Heliot (Machine Tools) Ltd</i>
1956-57	A.W. BELL	<i>H. Bell (Machine Tools) Ltd</i>
1957-58	H. WIDDOWSON	<i>Herbert Widdowson &amp; Sons Ltd</i>
1958-59	S. PLASTOCK	<i>F.J. Edwards Ltd</i>
1959-60	R. GIDLEY	<i>Gidley (Machinery) Ltd</i>
1960-61	W.E. NORTON	<i>W.E. Norton (Machine Tools) Ltd</i>
1961-63	C. OLDFIELD	<i>C. &amp; G. Oldfield Ltd</i>
1963-65	G.B. BLACKBURN	<i>Wm Wats Ltd</i>
1965-67	C.G. NEWBURY	<i>Achbars Ltd</i>
1967-69	G.J. TRY	<i>Gordon Try Ltd</i>
1969-70	P. SIMPSON	<i>P. Simpson &amp; Co Ltd</i>
1970-71	K.J. EXETER	<i>K.E.N.T. Machinery &amp; Engineering Co Ltd</i>
1971-72	L.W. PRATT	<i>M.C. Layton Ltd</i>

### of the ASSOCIATION OF EUROPEAN MACHINE TOOL MERCHANTS

1972-73	J.B. METCALFE	<i>Metcalfe Machine Tools Ltd</i>
1973-74	J.O.F. WARD	<i>Stedall-Pidgen Ltd</i>
1974-76	F.M. WHITTAKER	<i>G.E. Whittaker Ltd</i>
1976-78	A.W. BELL	<i>H. Bell (Machine Tools) Ltd</i>
1978-80	P.B. NORTON	<i>W.E. Norton (Machine Tools) Ltd</i>
1980-82	G. MICHELLANGLET	<i>DMR Machines-Outils</i>
1982-84	R.G. URQUHART	<i>Scot Urquhart Ltd</i>
1984-86	B.J. ORD	<i>Northern Machine Tools (Eng) Ltd</i>

## Chairmen of The Association

1972-74	F. BONGERS	<i>Capital Equipment &amp; Machinery Ltd</i>
1974-75	A.W. BELL	<i>H. Bell (Machine Tools) Ltd</i>
1975-77	P.B. NORTON	<i>W.E. Norton (Machine Tools) Ltd</i>
1977-79	G. URQUHART	<i>Scot Urquhart Ltd</i>
1979-81	P.J. CARR	<i>J. &amp; K. Carr (Machine Tools) Ltd</i>
1981-83	E.D. STREET	<i>C.M. Hartshorne &amp; Co. Ltd</i>
1983-85	A.H. COWAP	<i>SEMCO Machine Tools Ltd</i>
1985-86	C. ROWLEY	<i>Marc Machine Tools &amp; Sawing Ltd</i>

# *The Association Code of Ethics*

---

## **MEMBERS AGREE AS FOLLOWS:**

1. To honour completely and sincerely all Contracts and Agreements in which they engage both in buying and selling, particularly where terms of payment have been mutually agreed.
2. To describe and represent the machines they offer to the best of their ability as to:
  - Serial and Model Numbers
  - Condition
  - Specification and accessories
3. When offering machinery to which they do not have clear title, they will endeavour to establish and advise the prospective buyer of any relevant circumstances which could affect the sale.
4. When machines are sold with a Guarantee and are proved to be defective (other than through the buyer's own action) they will use their utmost endeavours to rectify the complaint.
5. To honour every portion and/or first refusal both as to price and date.
6. To accept that in the event of a Member knowingly and deliberately violating, or committing a breach of, the above Code, (of which the Association's Council shall be sole judge) then, should Council so resolve, he will cease to be a Member.
7. They accept that there may be instances not covered by the above code, where the Association must consider whether a Member has brought its good name into disrepute by failure to honour the precept of mutual trust implied by Membership; and that the Association's Council must then determine appropriate remedies, including specific warning or, ultimately, expulsion from Membership, in order both to correct the instance and to prevent its recurrence.

# Report of Council

---

## **STATE OF TRADE**

1985 was, in Europe at least, one of the best years for the trade for some time past. 1986 in general did not sustain that growth. National trade reports based on statements made in October 1986 follow:-

### **USA**

The market remained very flat with a high volume of imports and low level of home manufacture. Some manufacturing had moved offshore with a loss of jobs in the USA, accentuated by increasing automation.

### **France**

Although the middle of the year showed a poor market, growth was expected.

### **Netherlands**

Trade was buoyant and it was difficult to find good quality machine tools.

### **Germany**

The German market remained active. As a consequence lead times for new manufacture became longer and longer, creating an active market for used machinery. There was noticeable demand for manual as well as automated machines.

### **Scandinavia**

The Norwegian market was uncertain due to the fluctuating price of oil but growth in general was good and it was again difficult to find suitable stock.

### **UK**

The low level of demand for larger conventional machines remained a factor throughout the year. High technology machines were in demand as well as simple conventional ones at the other end of the market. The general market tenor was highly competitive.

Forecasting estimates by M.T.T.A. indicate a proposed increase of 14% in the U.K. market by the end of 1987. Further projections suggest that the market might double by 1990 together with an increase in exports and some decrease in imported machinery. Whilst the estimates obviously relate to U.K. manufacture, past experience shows that sales of new machine tools tend to attract a follow-on effect for used and re-conditioned machines. In the U.K. there is strong pressure for a S.E.F.I.S. scheme related to re-conditioned machines which provide both growth and employment for U.K. industry. That move is supported by E.I.A. and the C.B.I.

---

### **THE ASSOCIATION**

At the end of the financial year membership remained constant at 199, but there is current interest in membership from countries both in Europe and elsewhere.

### **TRADE LIAISON**

Via the TALG and other bodies, the Association concerned itself with work on the EEC directive no. 374/85 which introduces a requirement to implement product liability legislation in the member countries by 1988. AEMTM for its part examined the possibility of group insurance schemes, but this did not mature as most members seemed to wish to retain their own brokerage arrangements. Estimates of increases in insurance premiums are of the order of 25%, and there seems to be little active awareness of the problem in the insurance industry.

### **MEMO/MISIS**

In our last report we noted that discussions were beginning with a trade publisher to see if it were possible to launch an information retrieval project. Three trade journals were approached and one (Machinery Classified) was actively interested in promoting such a scheme. The Association's steering committee held several meetings with Findlay Publications Ltd, the outcome of which was to produce a joint agreement whereby Findlay Publications would create a data base of machines open to enquiry by AEMTM members. Members could then select machines from the data base for advertising in Machinery Classified. The magazine itself was revised to print machines in type and size order and in addition the Association was given direct financial return by the publisher irrespective of the level of advertising placed in the first year. Further incentives were agreed for AEMTM members, and all members are urged to support the scheme by increasing their advertising in the journal. Obviously, schemes of this nature have their teething troubles, but members can help in this by ensuring that they check the documents sent to them by the publishers to make sure that

their entry is correct. Obviously, the software and allied costs of revising the magazine are considerable, and since the publisher has now taken the step of creating the data base sought by merchants, it is only fair that merchants should support that venture, which is a truly joint project, as much as possible. We have called the venture MISIS (Machinery Integrated Sales and Information System) and intend to set up a limited company to manage the project. This concept will be familiar to MDNA members through LOCATOR.

### **TELEX**

We must remind members that any telex messages to our number - 265871 - have to start with the words "FOR EMT002", otherwise your messages will not be received, and both cost and inconvenience will result.

### **ANNUAL GENERAL MEETING**

The 1985 Annual General Meeting was held afloat, on board the R.S. "Hispaniola" off Victoria Embankment, London, when 71 people attended. The principal speaker was Ian Wrigglesworth, the SDP Speaker on Industry.

### **PRESIDENT'S WEEKEND**

The President's Weekend for 1985 was held at Oakley Court, Windsor, Berks. attended by 76 people from Europe and the USA. The meeting was rated as a great success and remembered by those who attended.

### **CONTINENTAL CONFERENCE**

The 1985 Continental Conference took place at the Hyatt Continental Hotel, Montreux, Switzerland, and was attended by 37 member companies with 100 persons present. The meeting included not only the usual Trade Seminar but also a Merchants Market following the pattern of the previous year. The weather was perfect, and the conference was rated as possibly the best ever. Thanks are due to Bouland Machinery Corporation in particular, for their valuable support.

---

**CALENDAR 1987**

**Council Meetings**

*Dates and venues to be arranged.*

**Continental Weekend**

*The Royal Viking Hotel, Stockholm*

*25-28 June*

**Council Meetings**

*Venue to be arranged*

*2 December*

**Annual General Meeting**

*Venue to be arranged*

*3 December*



# Report of the Auditors

## Auditor's Statement

To the Members of THE ASSOCIATION OF EUROPEAN MACHINE TOOL MERCHANTS (INCORPORATED)

We have examined the annexed financial statements which have been prepared under the historical cost convention. Our audit has been carried out in accordance with approved Auditing Standards.

In our opinion the financial statements give, under the accounting convention stated above, a true and fair view of the state of affairs of the Association as at 31 August 1986 and of the surplus and the source and application of funds for the year ended on that date and comply with the Companies Act 1985.

Chansitor House,  
37/38 Chancery Lane  
London WC2A 1EP

8 October 1986

**H RAINSBURY & CO**  
Chartered Accountants

## Income and Expenditure Account

for the year ended 31st August, 1986

	£	1986 £	£	1985 £
SUBSCRIPTIONS		49,255		45,916
Entrance Fees		600		1,575
SALE AND WANTED LIST				
Subscriptions	2,217		2,951	
Advertising Revenue	<u>3,333</u>	5,550	<u>5,853</u>	8,804
Surplus on Sale of Books		383		908
Social Functions		542		1,235
Investment Income	5,739		5,256	
Less Corporation Tax	<u>1,722</u>	<u>4,017</u>	<u>1,577</u>	<u>3,679</u>
		60,347		62,117
Less: Secretarial Services	22,576		21,988	
Rent, Rates & Services	5,225		9,910	
Telephone & Telex	1,812		2,154	
Stationery & Postage	9,071		8,658	
Repairs & Maintenance	423		597	
Equipment Hire	205		236	
Computer Running Costs	1,711		3,587	
Travelling Expenses	3,164		1,900	
Relocation Expenses	-		410	
Loan Interest	298		280	
Legal Fees	-		899	
Auditors Remuneration	1,500		1,400	
Cost of Meetings	3,342		2,373	
General Expenses	2,891		1,780	
Depreciation	<u>2,546</u>	<u>54,764</u>	<u>2,042</u>	<u>58,214</u>
EXCESS INCOME		<u>£5,583</u>		<u>£3,903</u>

# Balance Sheet

for the year ended 31st August, 1986

	£	£	1986 £ <i>Aggregate</i>	£	1985 £
<b>FIXED ASSETS</b>					
<i>Tangible Assets</i>					
	<i>Cost</i>	<i>Depreciation</i>			
Fixtures & Fittings	10,260	7,443	2,817		3,712
Computers	10,820	5,997	4,823		2,428
	<u>£21,080</u>	<u>£13,440</u>	7,640		<u>6,140</u>
<b>CURRENT ASSETS</b>					
Stock		1,549		611	
Debtors		11,592		3,696	
Cash Balances		58,363		55,033	
		<u>£71,504</u>		<u>£59,340</u>	
<b>CURRENT LIABILITIES</b>					
Amounts falling due within one year					
Advance Revenue		16,001		11,031	
Bank Loan Instalments		1,514		1,167	
Other Creditors		6,648		4,382	
Current Taxation		1,722		1,577	
Other Taxes & Social Security Costs		62		625	
		<u>£25,947</u>		<u>£18,782</u>	
<b>NET CURRENT ASSETS</b>			<u>45,557</u>		<u>40,558</u>
			53,197		46,698
Amounts falling due over one year					
Bank Loan Instalments			1,597		680
			<u>£51,600</u>		<u>£46,018</u>
<b>REPRESENTED BY:</b>					
Accumulated Fund					
Revenue Surplus, 1 Sept 1985		42,894		38,992	
Reserve Fund, 1 Sept 1985		3,123		3,123	
Surplus for year		5,583	£51,600	3,903	£46,018

C ROWLEY *Chairman*

A.H. COWAP *Treasurer*

S.W. TOMALIN *Secretary*

# Statement of Source and Application of Funds

for the year ended 31st August 1986

	1986 £	1985 £
<b>SOURCE OF FUNDS</b>		
Excess of Income over Expenditure	5,583	3,903
Adjustment for items not involving the movement of funds:		
Depreciation	2,546	2,042
Tax Provision	1,722	1,577
Sale of Fixed Assets	-	300
	<u>£9,851</u>	<u>£7,822</u>
<b>APPLICATION OF FUNDS</b>		
Excess of Expenditure over Income	-	-
Purchase of Fixed Assets	4,045	434
Taxation Paid	1,577	977
	<u>£5,622</u>	<u>£1,431</u>
<b>INCREASE (DECREASE) IN WORKING CAPITAL</b>	<u>£4,229</u>	<u>£6,391</u>
Increase (Decrease) in Stock	938	464
Increase (Decrease) in Debtors	7,896	(3,138)
(Increase) Decrease in Creditors	(7,935)	4,086
<b>Movement of Net Liquid Funds:</b>		
Increase (Decrease) in Cash Balance	3,330	4,979
	<u>£4,229</u>	<u>£6,391</u>

# *Benevolent Fund Balance Sheet*

as at 31st August 1986

---

	1986 £	1985 £
QUOTED SECURITIES	20,716	14,716
DEBTORS	1,284	3,167
CASH BALANCES	4,072	4,645
	<u>£26,072</u>	<u>£22,528</u>
REPRESENTED BY		
Accumulated Fund 1st September 1985	22,528	19,430
Contributions Receivable	955	930
Deposit Interest	385	287
Investment Income (Gross)	2,204	1,881
	<u>£26,072</u>	<u>£22,528</u>

**NOTE:**

Market Value of Quoted Securities as at 31st August 1986 was £23,309 (1985 £17,938).

A.H. COWAP *Trustee*  
S.W. TOMALIN *Trustee*

# Membership

---

## FULL MEMBERSHIP

The Council regard the following as being the essential qualifications and conditions for Full Membership:

1. In the case of individuals resident, and in the case of Corporations established, within a country in the Continent of Europe.
2. The applicant must be, in the opinion of Council, a bona-fide machine tool merchant.
3. The applicant must be of good standing in the trade and willing to disclose such information about his business as the Council may reasonably require.
4. The applicant must undertake to support the aims, objects, and Code of Ethics of the Association.

## GROUP MEMBERSHIP

This is available to all Companies within a Group of Companies where one Company is already a Full Member. Details are available from the Secretary.

## ASSOCIATE MEMBERSHIP

The Council will have power to admit as Associate Members firms other than Machine Tool Merchants, whether in Europe or elsewhere, if they consider their membership desirable. Associate Members pay a reduced Annual Subscription.

## INTERNATIONAL MEMBERSHIP

International Members are Associates who qualify as Machine Tool Merchants outside Europe, and International Membership carries with it the same privileges as Full Membership except that no office-holding or voting rights generally apply thereto. International Members pay the full entrance fee but a reduced annual subscription.

### *Further Guidelines for Sponsors and Applicants*

1. The applicant should have two members as sponsors one of whom, should preferably be in the same country as the applicant.
2. The sponsors should have sufficient knowledge of the applicant to be able to assure the Council as to his eligibility and desirability as a member.
3. At least three weeks before consideration by the Council the Secretary will notify every member of the Association so that they can in writing send any information which they wish the Council to take into account.
4. The Council will give due weight to all relevant factors as, for example, stock, demonstrating, servicing facilities, etc. Normally a company would be expected to have been trading for three years before admission as a member, but where a company is re-organising, changing its name, setting up subsidiaries or groups, or for other similar reasons - the Council may in its absolute discretion waive this entire requirement.
5. The Council will consider the application as a whole giving paramount importance to ethical trading practices, rather than to any other single factor. In its absolute discretion the Council will determine whether to accept, reject or postpone the application for a period without having to assign reasons for so doing.

# *The Association offers the Machine Tool Buyer*

---

## **AVAILABILITY**

Our Members hold large stocks of new and used machines of all types. Through the close co-operation which exists between us we are able to locate your requirements so as to offer the fastest possible delivery.

## **SERVICE**

Most Members have facilities for servicing the machines they offer and from their technical experience will be able to advise buyers on the most suitable machine for the job.

## **INTEGRITY**

In purchasing your machinery from an Association Member you have the assurance that our Code of Ethics seeks to protect your best interests by recognised standards of business conduct.

## **FINANCE**

Our Members will seek to obtain for your advice on Leasing or Hire Purchase. They will often be able to help by their willingness to consider part/exchange when you buy from them.



**THIS EMBLEM** identifies our Organisation of reliable established machine tool dealers who work together so as to give Service to the Industry.

*A brochure describing the work of the Association is available in English, French, German and Italian texts from the Association's Office. If you are interested, write now for a free copy.*



117 HIGH STREET  
BERKHAMSTED  
HERTS. HP4 2DZ  
ENGLAND  
Tel: (04427) 76262  
Telex: 265871 "FOR EMT 002"