

MINUTES OF A MEETING OF THE AEMTM COUNCIL

HELD AT FOLEY LODGE HOTEL, STOCKCROSS, NEWBURY, BERKS.

ON FRIDAY, 20 OCTOBER 1989

COUNCIL MEMBERS PRESENT:

Messrs.	A.B. Sampson	Chairman (in the chair)
	F. Bongers	President
	A.W. Cowap	Treasurer
	A.W. Bell	H. Bell (Machine Tools)
	D. Grimshaw	Denis Grimshaw Machinery
	S. Halson	Mid-Bucks Machine Tools
	P. Hamer	Hambury Machine Tools
Mrs.	C. Hedley	Blue Diamond Machine Tools
	K. Herring	William Watts
	A. Ingram	John Ingram Machine Tools
	R. Laverick	Maidenhead Machine Tools
	G. Michellanglet	DMR Machine-Outils
	H. Millen	Millen Machine Tools
	M. Schwarz	RK International Machine Tools
	G. Urquhart	Scot Urquhart
	P.J. Ward	F. Salt & Co.

OTHER MEMBERS

D. Clarke	B.W. Machine Tools
L. Goodwin	Lawrence Goodwin Machine Tools
Miss S. Millen	Millen Machine Tools

IN ATTENDANCE

S.W. TOMALIN	Director
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1. Apologies for absence were received from the following:

Messrs. J.K. Anderson
R. Arthur
N. Bongers
P. Chambre
C.G. Newbury
B. Potts
E.D. Street
A.J. Thomas
P. Washington
P. Morgan

2. The minutes of the previous meeting held 23 June 1989, having been circulated, were taken as read and accepted as a true record on a proposition by Mr. P. Hamer, seconded by Mr. D. Grimshaw.

MATTERS ARISING

3. EEC Health & Safety Directives. The Association continued its watching brief on developments. It appeared that there would be considerable delay in implementing the main directive due to the lengthy process of type-certification, which could take five years or more. The "workplace" directive was proceeding slowly:

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HSE's position was to ensure that there would be no variation on the present UK position, which was felt to be quite satisfactory. On the paper respecting use of dangerous fluids, the Association would reply that the main thrust was toward the user and that its members were only marginally affected.

4. All EEC member countries should follow up developments in their own countries: but if an approach to Brussels were needed, this would be on a joint basis. The Secretary reminded members of the role of the National Industry Group of HSE in UK as a means of arbitration where a local ruling seemed unfair. Copies of the letter of release would again be sent to all UK members for their guidance.
5. Directory of Specialist Services (DSS). The Directory was essentially ready: only the headings in French were lacking, and Mr. Tomalin had hastened these from Mme Pierre. (Since received.) It was forecast that the Directory could then be ready in March of 1990. A professional publisher would be used at no cost to members. The Association would bear postage and packing costs. Copies would be sent in bulk to France and Germany for internal re-distribution. The book would be sent to members only.
6. Dealer/Auctioneer Position. There were numerous complaints contained in this: for example, lotting of generic items in separate locations, buyers' premium, exemption as agents from safety requirements. After discussion on whether auctioneers should continue to be accepted as members, it was agreed that this could form part of any re-organisation proposals. The President would write to three leading dealer/auctioneers to ask their views on the matter of buyer premiums: noting that John Law specifically excluded these in his advertising. Future proposals would also consider differentiating between those who acted as agents or principals: here it might also be necessary to seek review of the legal position.
7. AEMTM Re-Organisation - Progress. The President explained the background to the proposals submitted by AEMMO and stated that there would be a meeting of international representatives held on 3 December 1989 to discuss feasible developments.

MEMBERSHIP

8. J & M Machinery. Following earlier objections, it was proposed to write to say that this application had not been heard at Marbella (location inappropriate for adequate hearing) but that, after some objections on trading experience had been received, it was suggested that the company re-apply in one year's time, hoping that a better report would then be forthcoming.

West Point Machine Tools. No objection was made to the applicant, but continuous length of trading under that name was felt to be insufficient. Deferred for two years.

Joe Clar & Sons. Only one sponsor so far received. David Schwarz to be asked to send his sponsorship.

Edgwick Machine Tools, Paul Garland Machinery and Powell McNeil Machinery (Full Members) and Loeb Equipment Supply Co. (International Member) were accepted by Council.

MEETING WITH FINDLAY PUBLICATIONS

9. The President reported on the meeting held 11 October 1989 with Findlay Publications. An agreement had been made guaranteeing payment of 10% of advertising revenue over £325,000 per annum for a two year period. There would be further support of a function at the next Continental Conference, plus various special editions and promotion via the "Dealer Digest" newspaper edited by Carol Hedley. The former agreement would produce £16,000 over the past year. £24,000 had been received thus far. Members noted this with approval. In reply to a question the President explained that Findlays were investigating expansion in Europe using "Industria Mercato".

FINANCE

10. The Treasurer reported a surplus of £37,000 as opposed to a loss last year of £3,000. This derived from increased membership revenue arising from higher subscriptions and higher membership plus income from the MISIS agreement. He stressed that this should be used with prudence and used in part to build up the Association's reserves. In particular the loss on functions had been turned around, subsidies for them had been obtained, and there had been more savings "below the line". There had also been no legal charges this year, although a significant provision would be needed for these in the event of re-organisation.
11. Members discussed proposals for more aggressive marketing of AEMTM, using exhibitions. The President explained the limitations on entry to METCUT, but agreed to investigate possible space at PEP for an Association stand. The Chairman would also discuss involvement with EIA shows with David Bell.
12. Thanking members for their ideas, the President emphasised it was necessary to plan. It might nevertheless be proper to agree a subscription increase of 5% for the coming financial year, but that would be considered at a more appropriate time.

MEETING AT MULHOUSE

13. President and Chairman had attended a meeting at Mulhouse in Alsace, France, sponsored by AEMMO with FDM attendance. There were about 100 persons present. Discussions included plans for METAV 1990. There was a mini-market and visit to the local Musee de l'Automobile. He expressed thanks to M. Knecht, to Pierre Chambre and others who had organised it. Mr. Michellanglet commented that it had been the first occasion when all members knew what was going on due to adequate translation, and the first joint Franco-German meeting in AEMTM. The Chairman asked Mr. Michellanglet to convey the congratulations of all to his son Francois on the birth of a son (Frederic).

SUMMER CONVENTION

14. The President emphasised that matters were fast approaching the point of decision. A proposal had been given for the Vilamoura Marinotel in the Algarve, for 20-24 June 1990. He had received a suggested costing resultant from a direct approach to the hotel by Mr. Michellanglet, and agreed that the aim was to

produce the best possible offer to members. It would be vital to only accept firm bookings backed up by deposits which would be non-returnable in the event of late cancellation.

15. He appealed for more sponsors, and the Chairman emphasised that it would also be necessary to have much tighter control over events, based on a firm registration system on arrival.
16. It was planned to have a plate buffet reception at the start, and sandwiches and drinks in the room of the Merchants Market. The Gala Dinner would be on the last night. If a booking were made for non-AEMTM or family guests, it would be necessary to ask for full details beforehand. Mrs. Hedley asked for reasonably priced baby-sitting and creche facilities to be available. Finally, Mr. Bell thanked all those responsible for the success of the Marbella meeting.

FUTURE DIARY

17. The following events were covered:
 - a) AGM and preceding Council Meeting, RAF Club, London, 4/5 December 1989 - speaker Lord Jenkins of Hillhead, former European Council President.
 - b) 19 January 1990 - FDM AGM at Cologne. All members were invited to attend. Repeat notice would be sent out to advise this.
 - c) The President asked that a dinner-dance be held at a central London hotel in order to celebrate the fiftieth anniversary of the BAMTM (which was first assembled in 1940). Secretary to investigate.
 - d) The Midland (UK) Area dinner-dance would be held on 24 November at Stone Manor, Kidderminster.
 - e) The Northern Chairman's Weekend would take place at Gleneagles Hotel on 2/4 March 1990.

OTHER BUSINESS

18. The Chairman asked all to return their Directory entry forms, with an indication of first names.
19. There was discussion on the possibility of the "Dealers Digest" having text in French and German. This would be considered further with possible assistance from Rob Sims.
20. There being no further business, the meeting closed at 17.15. Next meeting Monday, 4 December 1989 at the RAF Club, Piccadilly, London, W. 1.

c. West Germany Mr Seidler asked Mr Achilles of FDM to report. He stated that a pleasant meeting had been held at Tegernsee in January (see page 3) when the competitive element was minimal and a good time enjoyed by all present. The branch was taking group advertising, allied to trade fairs, twice a year. The main concern of late had been the link with AENTM, and now this had been resolved, members looked forward to fully supporting both Associations in the approach to 1992. The Chairman here thanked in particular Mr Seidler for coming to the AGM and acting as representative of his branch.

d. Italy The Chairman reported that he had written to Mr Lanfranchi in order to progress the formation of an Italian branch, but had so far had no reply. It was agreed that he should continue to press for this, and that the issue should be determined at Marbella.

1989 MEETINGS

6. There would be a Council meeting at Marbella, and another on 20th October, preceded by a Steering Committee meeting in early October. The AGM would be held 4/5 December at the same location as last year (RAF Club, London). A speaker of European interest would be sought.
7. Attendance at Marbella would be the largest so far. An extra day had been included, which inevitably had increased the cost: but this permitted a longer Merchants' Market on the first full day. The aim must be to make new contacts and thus more trade, particularly involving new members. The current forecast attendance was 239.

STATE OF TRADE

8. a. UK (Mr N. Bongers)
1988 had been a good year, but 1989 had started slowly. However, the market had now picked up, and there was a shortage of good quality used machines. The profit margin on conventional machines was greater than on CNC. There were still numerous auctions, and continuing high interest rates presented a problem.
- b. France (Mr F. Michellanglet)
Good sales of small machines in 1988 had been accompanied by a revival of the "large" end of the market. February 1989 was slow, March average and the pace had picked up during April.
- c. Switzerland (Mr R. Bouland)
The market was still good, and 1989 promised well.
- d. West Germany (Mr K. Seidler)
1988 had been good, whilst 1989 saw most business in manual machines with accompanying lack of stocks. Skill shortages persisted.

Continued ...

OTHER BUSINESS

9. Fellowship Medallion The Chairman suggested that a medallion should be awarded to Fellows of the Association, to be worn on official occasions. This would also be awarded to future Fellows. Mr Grimshaw volunteered to find possible suppliers and prices for this.
10. Application Form A final draft was tabled by the Secretary. Mr F. Michellanglet would advise a revised format for the statistical section. It was agreed that all members would be required to sign the undertaking on the final page of the form, whether new applicants or existing members.
11. Wanted/Sale Lists The President reported that he had sent an explanatory letter to the French Branch, and passed a copy to Mr Achilles for similar action with the German branch.
12. Mr Grimshaw asked all members to encourage the use of the AEMTM logo and to use first names wherever possible to increase amity between each other.
13. Newsletter Mrs Hedley outlined the proposal for a quarterly newsletter, which originated from a suggestion by Mr A.W. Bell. The project was published in the Weekly News on 23 March. Input was now needed, and should be directed either to Mr Bell or herself. The first issue was scheduled for early June, and all copy must be ready by the end of April. Projected articles were: a profile of Mr Frank Muncaster and the Northern Area Chairman's Weekend: a profile of Keith Herring, now appointed Managing Director of William Watts; and a company profile on DMR Machines-Outils. It was hoped to have an article on Konrad Seidler's new premises next year.
14. The estimated cost was £500-£600 for 500 copies. 1000 copies would cost £619. Options would be to pay for this either by subscription or advertising; Machinery Classified had kindly agreed to handle distribution.
15. There being no further business, the meeting closed at 1510.
16. The next meeting would be held at the Don Carlos Hotel, Marbella, on Friday 23 June 1989.