



# EAMTM

EUROPEAN ASSOCIATION OF MACHINE TOOL MERCHANTS

## EAMTM ● BULLETIN Vol. 18 N° 2 - April 2012

### EAMTM™ ivzw

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### Participating companies

#### Belarus

KIPLING HOLDING LLP

#### Belgium

A P T INTERNATIONAL NV  
 CYBUN NV

#### Denmark

DENTOOL LTD  
 OVE KIEME MACHINE TOOLS LTD  
 STIG BINDNER MACHINE TOOLS PLC

#### France

FRANCE MACHINES OUTILS

#### Germany

FEYEN MASCHINEN GmbH  
 HANS-JÜRGEN GEIGER MASCHINEN-  
 VERTRIEB GmbH  
 HESS GmbH  
 KONRADIN VERLAG R. KOHLHAMMER  
 GmbH

#### Italy

H F E HOT FORGING ENGINEERING SRL

#### Netherlands

MAMACH MACHINEHANDEL BV  
 VOORTMAN MACHINES BV

#### Slovakia

T & T TRADE LTD

#### Sweden

NORIMA AB  
 REXSVARVEN AB

#### Switzerland

GREUB MACHINES SA  
 LUTHY MACHINES SA  
 MULLER MACHINES SA  
 SCEMAMA SA

#### United Kingdom

ENTERPRISE MACHINERY (EXPORT) UK LTD  
 MARSHALL MACHINERY LTD  
 MIKE JAMES MACHINERY  
 STEVEN MOONEY MACHINERY LTD  
 WESTERMANS INTERNATIONAL LTD

#### USA

GRINDERS CLEARING HOUSE INC (GCH  
 MACHINERY DIVISION)  
 PERFECTION MACHINERY SALES INC  
 RACO INDUSTRIAL CORPORATION  
 STRAND INDUSTRIAL MACHINERY CO LLC

### Conference 2012

The 2012 Conference will be held in the Grande Real Santa Eulalia Resort, Portugal, Wednesday from 4<sup>th</sup> July 2012 until Sunday 8<sup>th</sup> July 2012.

The President and the Conference Chairman have been able to negotiate attractive rates with the hotel, which already in 2006 was highly appreciated by the participants.

The sea view rooms are priced at the same level for single or double use (150 €uro).

Registration form can be found on the last page of the Bulletin.

As this hotel is a great sea side resort and the event takes place at the start of the school holidays do consider to bring the whole family.

One and two bedrooms bungalows are also available for families.

The hotel is located about 40 km from the Faro airport and a transfer by taxi over the motorway will take about 30 minutes.

The program includes:

Wednesday	4 <sup>th</sup> July 2012	14:00	Executive Committee Meeting
		19:00	President's Welcome evening
Thursday	5 <sup>th</sup> July 2012	09:00	Council Meeting
		10:00	Ladies Tour
		10:00	Merchants Market
		12:00	Lunch
		14:00	Merchants Market
Friday	6 <sup>th</sup> July 2012	09:00	Branch & Group Meetings
		11:00	Annual General Meeting
		12:00	Lunch
		15:00	General Tour
Saturday	7 <sup>th</sup> July 2012		Golf Tournament
		19:00	Gala Evening



### General Tour

The General tour includes a visit to Vilamoura and a boat trip on the Condor of Vilamoura (depending on the number of participants).

The Condor de Vilamoura is a replica of the American fishing schooners built between 1825 and 1935. She was built in Portugal in 1987 specifically for tourism.

The Condor is luxuriously equipped with a large air conditioned saloon and bar, and modern navigational and safety equipment. There is plenty of space for sitting on deck or in the bar.

### Obituary

Sad news reached us that Mrs. Florence Jessie Ord much loved wife of Mr. Bernard John Ord passed away after a long illness on 4<sup>th</sup> April surrounded by her family.

Our condolences on behalf of the EAMTM and all its members go to her family and the staff of Fairfield Industries Ltd and Northern Machine Tools (Eng) Ltd.

## Belgians:

### most productive, least profitable

Wed 28/03/2012 - 10:17

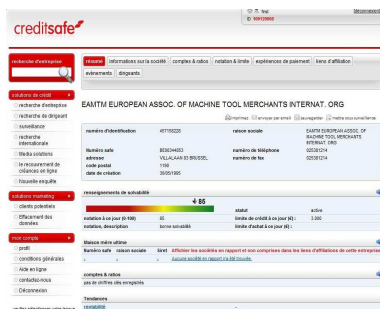
A comparison of the economies of eighteen European nations shows that of all workers the Belgians are the most productive.

The survey carried out by PricewaterhouseCoopers (PwC) shows that as far as profit per worker is concerned Belgium is at the bottom of the league.

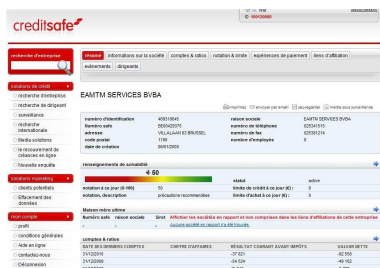
PwC's Peter De Bley: "As far as turnover per employee is concerned Belgium leads in Europe. If you look at profitability per worker - the profit you retain after all costs are deducted - Belgium features at the bottom of the league."

Extensive automation of simple manual work explains high Belgian productivity. Profitability falls as a result of the high wage costs and especially the high social contributions on wages.

In Belgium a fulltime job results in a turnover of 239,000 Euro [EAMTM – 250 000 Euro per year], but for every euro invested in employment Belgian employers only get 1.06 Euro [EAMTM – also 6%] back in return. Peter De Bley: "Our cost structure is too heavy, especially in service industries that are seen as the future." The research suggests that there are very few factors that Belgium can still influence in order to improve profitability. Only taxation and social contributions can be modified. 620 Belgian businesses with over 250 employees were involved in the research that was compared with the results of 10,000 companies across Europe.



The credibility of the EAMTM ivzw is rated at 85%.



The credibility of the EAMTM Services bvba is rated at 50%.

## Sponsoring

The success depends on the support by our members. Sponsoring is therefore appreciated and will be acknowledged accordingly. Sponsors will be mentioned in the Conference Guide and by the President during the Annual General Meeting. The products and events you can sponsor are:

- President Welcome Reception
  - Hans-Jürgen Geiger Maschinen-Vertrieb GmbH
- Ladies Tour
- Merchants Market
  - Machinery Trade International
- General Tour
- Annual General Meeting
- The Gala Dinner
  - Electro Motion UK (Export) Ltd
- The Gala Dinner Entertainment
  - Steven Mooney Machinery Ltd
- The British Branch Meeting
- The Golf Tournament
  - Machinery Classified
- The Gala Dinner Wines
  - Hess GmbH
- The Conference Badges
- The Conference Program
  - Machinery Market

## Membership Application

It is our pleasure to present the following membership application. If you have comments and/or objections these should reach our office within four weeks after publication of this Bulletin.

### RHTC BV

☺ Rob Huberts  
☎ Hoogschaijksestraat 19, NL-5374 EC Schaijk, Netherlands  
☎ +31 486 46 39 90  
☎ +31 486 46 02 86  
✉ [info@workshoppres.com](mailto:info@workshoppres.com)  
🌐 <http://www.rhtc-workshoppres.com>  
sponsored by MAMACH MACHINEHANDEL BV and VOORTMAN MACHINES BV

## Annual General Meeting 2012

Notice is hereby given of the 2012 Annual General Meeting of the European Association of Machine Tool Merchants on Friday 5<sup>th</sup> July 2012 at 11:00 in the Grande Real Santa Eulalia Resort, Portugal.

- ✓ Welcome
- ✓ Reading of the convening notice
- ✓ State of the Association
- ✓ Financial Report : Approval of the Accounts 2011 and the Budget 2012
- ✓ Discharge of the Council members for the year 2011.
- ✓ Election of the Council members
  - ❖ Nomination of
    - Nigel Bongers STEVEN MOONEY MACHINERY LTD
    - Ton Matena MAMACH MACHINEHANDEL BV
    - Per von Wachenfeldt KÄVLINGE MÖLLAN AB
  - ❖ Resignation of ...
- ✓ Election of Officers 2011/2012
  - ❖ President Nigel Bongers
  - ❖ Vice President Nathalie Beck
  - ❖ Treasurer David Gadsden
- ✓ Other business

By the order of the Council

André Skenazi, Secretary General

Hans-Jürgen Geiger, President

## The Algarve

The Algarve which is the most south province of Portugal has almost 200 kilometers of coastline, between cliffs and long-stretching sands, three thousand hours of sun per year and pleasant temperatures influenced by the Mediterranean climate. The coast from the Sagres headland until Lagos, is dominated by cliffs and beaches enclosed by protective high cliffs. Al-Gharb, which means 'the west', was the name chosen by the Arabs for a beautiful piece of land that had long been coveted by many. The Phoenicians, Carthaginians and Romans all left their mark on the language, customs and lifestyle of the Algarve people. The castles, fortresses, narrow streets, roof terraces and lacework-patterned chimneys are just some of the valuable legacies from these times. It was from Lagos and Sagres that the caravels set sail under the command of prince Henry the Navigator to discover the New World. The headland known as Ponta de Sagres still reminds us of the Portuguese Discoveries and the great courage of many navigators from the Algarve, such as Gil Eanes. On their return from this great adventure, they brought with them rare commodities and the inspiration that was to further enrich the customs and traditions of the Algarve. The articles made of linen and jute, pottery, basket-weaving and the Cataplanas are just some of the treasures that are still produced today by local craftsmen. Blessed with fabulous weather, an amazing coastline, and a rich and varied landscape, from the Atlantic Ocean to the Monchique Mountains, the region is the perfect place to turn any stay into an unforgettable one.

### Ladies Tour: Traditions ( Sao Bras de Alportel / Tavira)

From the hotel we drive inland towards São Bras de Alportel. Picture the biggest cork producing centre in Portugal and the world and this will give you some idea of the importance of Sao Bras de Alportel in Portuguese history. That's why a visit Sao Bras de Alportel makes a great base to discover the unspoilt Algarve. Vast tranquil open spaces, pure air, fresh views around every corner, this is what you can expect when you visit the hills around the town. You could also try out some of the bars and shops Sao Bras de Alportel has to offer where there is an unhurried lifestyle and friendly locals to point you in the direction of some almond confectionery for which Sao Bras de Alportel is best known, and also the cork museum. The Cork Route takes you on a discovery of mysteries of the age-old relationship between human beings and the cork oak. Walk through the cork groves with us, hear the stories, find out about the techniques for preparing and processing cork and discover a whole range of flavours and sensations that you never thought you would experience. Departing from Sao bras to Tavira. Then on to Tavira a lovely old-Moorish looking town standing on the banks of Gilao river connected by a IV Century seven-arched Roman Bridge. Tavira is one of the most architecturally attractive towns in the Algarve and its origin seems to date back to around 2.000 BC. In about the 7th Century BC the inhabitants of this area prior to the arrival of the Phoenicians were the fabled Tartessus that were possibly of a Celtic origin. The town has since been rebuilt with many fine 18th Century buildings along with its 37 churches - in fact it is referred to as the town of churches! Guided Walking tour including visit to the medieval castle walls, after lunch. Free time before returning to the Hotel.

## General information

### Climate

All year round the Algarve enjoys the best climate in Europe. The following Temperature and Rain table shows the climate evolution through out the year.

Months	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Average high C ( F)	15 (59)	16 (61)	18 (64)	20 (68)	22 (72)	25 (77)	28 (82)	29 (84)	26 (79)	22 (72)	19 (66)	16 (61)
Average low C ( F)	9 (48)	10 (50)	11 (52)	13 (55)	14 (57)	18 (64)	20 (68)	20 (68)	19 (66)	16 (61)	13 (55)	10 (50)
Water Temperature °C (°F)	15 (59)	15 (59)	15 (59)	16 (61)	17 (63)	18 (64)	19 (66)	20 (68)	20 (68)	19 (66)	17 (63)	16 (61)
Precipitation mm (inches)	70 (2.75)	52 (2.04)	72 (2.83)	31 (1.22)	21 (0.82)	5 (0.19)	1 (0.03)	1 (0.03)	17 (0.66)	51 (2.08)	65 (2.55)	67 (2.63)

### Bank information

Banks are open from 08h30 till 15h00, Monday to Friday.

### Why visiting Algarve

- The Algarve has beautiful and long beaches with fine, white sand, perpetually linking the blue sea and the bright sun
- The Mountains, without being very high are the ideal place for land or air-based activities, from the most adventurous to the simply pleasure
- Algarve is the 'Golfers Paradise' with more than 30 courses all of them providing perfect conditions for playing golf all year round
- Algarve has a delicious gastronomy essentially based on fish and shellfish brought in fresh from the sea.

Please return by fax +32 25 38 12 14 – one per reserved room please!

### 1. INITIAL REGISTRANT

First / Family Name: \_\_\_\_\_

Company: \_\_\_\_\_

Merchants Market:  Table –  Electricity

Events:  Ladies Tour  General Tour -  Golf – Handicap : \_\_\_\_

### 2. ADDITIONAL REGISTRANT – spouse, partner, children

First / Family Name: \_\_\_\_\_

Events:  Ladies Tour  General Tour -  Golf – Handicap : \_\_\_\_

First / Family Name: \_\_\_\_\_

Events:  Ladies Tour  General Tour -  Golf – Handicap : \_\_\_\_

### 3. ACCOMMODATION

Type of room / occupancy >	Single	Double
Resort view	Sold out	Sold out
Sea view	<input type="checkbox"/> 150 Euro/night	<input type="checkbox"/> 150 Euro/night
Resort view suite	<input type="checkbox"/> 190 Euro/night	<input type="checkbox"/> 190 Euro/night
Sea view suite	<input type="checkbox"/> 220 Euro/night	<input type="checkbox"/> 220 Euro/night

Bungalow	<input type="checkbox"/> TO - Studio	<input type="checkbox"/> T1 – one-bedroom	<input type="checkbox"/> T2 – two-bedrooms
Rate	120 Euro/night	130 Euro/night	210 Euro/night

### 4. DATES

ARRIVAL DATE / TIME / FLIGHT NR  /  / 2012 -  :  -

DEPARTURE DATE / TIME / FLIGHT NR  /  / 2012 -  :  -

### 5. CONDITIONS

Delegate fee **600 Euro**, partner fee **300 Euro**, children under 6 years **free**.

Guests (being participants from non-member companies): **750 Euro**.

### 6. CANCELLATION POLICY

After 1 April 2012 a cancellation fee of 50 Euro per person will be charged. After 1 June 2012 no refund is given in the case of cancellation. Participants are advised to take a cancellation insurance.

Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

For more information, please contact the EAMTM Office in Brussels (phone 00 32 25 34 15 15).