



EAMTM

EUROPEAN ASSOCIATION OF MACHINE TOOL MERCHANTS

EAMTM ● BULLETIN Vol. 19 N° 1 - February 2013

EAMTM™ ivzw

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Council decision

In application of the EU Directive 2011/7/EU the Council of the EAMTM has decided to add an administrative fee of 50 Euro for all outstanding invoices over 60 days and of 100 Euro for all over 180 days.

In Memoriam

It is with regret that we learned of the recent passing away of Mr. Ernest Stanley Hales [born 21st February 1920], owner of ANGLO-AFRICAN MACHINERY CO LTD and CHANNEL TOOL DISTRIBUTORS LTD, former members of the original British Association from 1964 until 1974, and



Stanley Tomalin

Mr. Stanley William Tomalin [born 23rd December 1929], the former Secretary General of the Association from 1976 until 1994.

Our condolences go to their family and loved ones.

Avoiding bankruptcy by tackling late payments

Insolvencies lead to the loss of 450,000 jobs in the EU and outstanding annual debts of €23.6 billion. 57% of businesses in Europe claim to have problems with liquidity due to late payments, an increase of 10% since last year. Every day across Europe, dozens of small and medium sized enterprises (SMEs) go bankrupt as their invoice are not paid.

To end this damaging culture of late payment in Europe, European Commission Vice President Antonio Tajani launched today in Rome an information campaign across all 27 EU Member States and Croatia, to encourage speedy incorporation of the Late Payment Directive into national law, even before the absolute deadline on 16th March 2013. Directive 2011/7/EU on combating late payment in commercial transactions is the EU's tool to combat overdue payments. The Campaign puts particular importance on ensuring that SMEs know the new rights conferred by the directive and how to exercise these rights.

Information campaign to speed up new late payment provisions

It is particularly difficult for SMEs to stand up for their right to prompt payment. Late payments can lead to high costs in terms of time and money, and a dispute can sour relations with customers. The Directive provides a legal framework for pursuing debtors.

The aim of the information campaign is to raise awareness amongst key European stakeholders, in particular SMEs and public authorities, on the new rights conferred by the Directive; whilst also supporting its early implementation. The campaign also provides a forum for sharing best practices to help SMEs obtain prompt payment.

The new rules are simple:

- **Public authorities must pay** for the goods and services that they procure **within 30 days** or, in very exceptional circumstances, within 60 days.
- Contractual freedom in businesses commercial transactions: **Enterprises should pay their invoices within 60 days**, unless they expressly agree otherwise and if it is not grossly unfair to the creditor.
- Enterprises are automatically entitled to **claim interest for late payments** and can obtain a minimum fixed amount of €40 as a compensation for payment recovery costs. They can also claim compensation for all remaining reasonable recovery costs.
- The **statutory interest rate for late payment is increased to at least 8 percentage** points above the European Central Bank's reference rate. Public authorities are not allowed to fix an interest rate for late payment below this threshold.
- Enterprises can challenge **grossly unfair terms** and practices more easily before national courts.
- **More transparency and awareness raising:** Member States must publish the interest rates for late payment so that all parties involved are informed.
- Member States are encouraged to establish **prompt payment codes of practice**.
- Member States may continue to maintain or to bring into force laws and regulations which are **more favourable to the creditor** than the provisions of the Directive.

The **new measures are optional for enterprises**, insofar as they acquire the right to take action but are not obliged to do so. In some circumstances, a business may wish to extend the payment period for some days or weeks to keep a good commercial relationship with a specific client. But the new measures are **obligatory for public authorities**. They should lead by example and show their reliability and efficiency by honouring their contracts.

Background

The European Late Payment Directive was designed to combat late payment of commercial transactions. Its parent act, the [Small Business Act \(SBA\)](#), reflects the Commission's will to recognise the central role of SMEs in the EU economy and stressed that effective access to finance is one of the major challenges faced by SMEs.

Changes of Address

MACHINERY OY

Etu-Hankkion katu 18
FIN-33700 Tampere
Finland
Phone +35 82 01 63 03 00
E-mail company.mail@machinery.fi
Site www.machinery.fi
Contact:
Kari Pirttilä
+35 84 00 51 07 36
Kari.pirttila@machinery.fi

DELTECO SA

Cruce de Málzaga s/n
E-20600 EIBAR GIPUZKOA
Spain
Contact
Xavier Aranbarri
xabier@delteco.com
phone : +34 943 70 70 07
fax : +34 934 12 16 93
E-mail: xabier@delteco.com
Site: <http://www.delteco.com>

WALTER KAMES GmbH

As per 1st January 2013 Ralf Cichy is being replaced as general manager by Alexander Kames (+49 17 54 12 77 15).

Resignations

The following companies, mentioned in the 2013 Directory have decided not to renew their membership.

- A MAGNUS WERKZEUGMASCHINEN GmbH & CO KG
- EDWIN MILLEN AND SONS LIMITED (MILLEN MACHINE TOOLS)
- H M MACHINERY UK LTD
- LDMO SARL
- WILLIAM T WOOD MACHINERY LTD

Membership

It is our pleasure to announce that the Council has approved the membership applications of the following companies.

We therefore welcome both companies in the world-wide membership of the Association.

PROFIT CONSULTANCY & EQUIPMENT LTD

Dimitris Paretzoglou, Managing Director +30 69 44 35 18 67
5 Knyaz Alexander Dondukov Blvd, Sofia 1000, Oborishte District, BULGARIA
☎ +35 24 91 71 90
✉ info@profitconsultancy.eu

Original sponsors of PARETZOGLOU SA:

HOMMEL GEBRAUCHTMASCHINEN GmbH and SCHIESS-MOWEG GmbH

BEMA WERKZEUGMASCHINEN GmbH

Robert Bender
Hegelstrasse 28, D-73230 KIRCHHEIM / TECK, Germany
☎ +49 70 21 71 79 9 ☎ +49 70 21 97 87 11
✉ bema@gebrauchtmaschine.de 🌐 <http://www.gebrauchtmaschine.de>
Sponsored by HANS-JÜRGEN GEIGER MASCHINEN-VERTRIEB GmbH
GUSTAV SCHÖNBERGER GmbH WERKZEUGMASCHINEN

10 - 25 Years

The following members will celebrate their 10th anniversary in the Association:

26/03/1993	FALCON SHIPPING LTD	United Kingdom
6/12/1993	HESSE + CO MASCHINENFABRIK Ges.m.b.H.	Austria
26/03/1993	KASTE INDUSTRIAL MACHINE SALES INC	USA
17/06/1993	MCMILLAN CONROY MACHINERY	USA
17/06/1993	TAMPEREEN KONEPALVELU OY	Finland

The following members will celebrate their 25th anniversary in the Association:

5/10/1988	A JANSEN MACHINEHANDEL BV	Netherlands
18/05/1976	LOMBARMET SPA	Italy
14/07/1988	LOMBARMET SPA	Italy
14/07/1988	NUOVA LOMBARMET SPA	Italy
14/07/1988	MULLER MACHINES SA	Switzerland
11/04/1988	VAMO (VENTE ACHAT MACHINES-OUTILS) SARL	France

Membership Fees

In the first Bulletin of the year we make it a tradition to thank the members who were first to pay the membership fee. This year we thank the following companies:

- 1 Finland INSINÖRITOIMISTO ISMO LINDBERG OY
- 2 Denmark NORMACH-BRDR HANSEN APS
- 3 Germany GUSTAV SCHÖNBERGER GmbH WERKZEUGMASCHINEN
- 4 Bulgaria PROFIT CONSULTANCY & EQUIPMENT LTD
- 5 Switzerland LUTHY MACHINES SA
- 6 Sweden NORIMA AB
- 7 Sweden KÄVLINGE MÖLLAN AB
- 8 Slovakia T & T TRADE LTD
- 9 Germany HANS-JÜRGEN GEIGER MASCHINEN-VERTRIEB GmbH
- 10 USA GOLDSTEIN GEAR MACHINERY LLC
- 11 Germany GERMAN PARTNER CONSULTING GmbH
- 12 France OVERNOY MACHINES SARL
- 13 Denmark OVE KIEME MACHINE TOOLS LTD
- 14 Sweden LINDROTHS MASKINSERVICE AB
- 15 France P H K MACHINES OUTILS
- 16 Denmark SANDFELD MACHINE TOOLS A/S
- 17 Switzerland SCEMAMA SA
- 18 Sweden MASKINGÅRDEN VERKTYGSMASKINER AB
- 19 Germany KEMMERICH GmbH
- 20 USA PRESTIGE EQUIPMENT CORPORATION
- 21 Sweden REXSVARVEN AB
- 22 Germany GLOBAL BUSINESS GmbH
- 23 Germany FEYEN MASCHINEN GmbH
- 24 Belgium MARTEK BVBA
- 25 Finland TAMPEREEN KONEPALVELU OY
- 26 USA NATIONAL MACHINERY EXCHANGE INC
- 27 Sweden GUAX AB
- 28 Netherlands A JANSEN MACHINEHANDEL BV
- 29 Finland TAMPEREEN KONEPALVELU OY
- 30 Denmark ROBERT PETERSEN MACHINE TOOLS LTD
- 31 France SCOMO SA
- 32 France BALBINOT SA



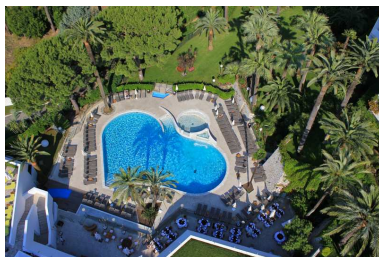
Lobby



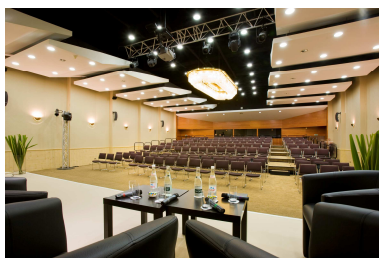
Swimming pool



Standard room



Garden



Conference room



Conference room

Conference 2013

The 39th EAMTM Annual Conference will be held in the Novotel Cannes Montfleury ****, 25, avenue Beauséjour, 06400 Cannes, France from Wednesday 26th until Sunday 30th June 2013. Registration form can be found on the last page of the Bulletin. The hotel presents itself as follows.

Novotel Hotel Cannes Montfleury

The traditional juxtaposed with the modern !

In the heart of this legendary town, located in a peaceful park just ten minutes on foot from the Croisette and close to the town centre and the beaches, you will find the Novotel Cannes Montfleury. A four star hotel which offers you unassuming luxury with a harmonious interior decor and a warm welcome. Discover the calm atmosphere of our 182 bedrooms. Remove the stress of worrying about organising your professional business events. The hotel has a 260 seat amphitheatre and 12 meeting rooms with the conference areas and the bedrooms connected to WIFI. Creating innovative menus made from top quality produce, our chef takes pride in producing excellent dishes with your well being and enjoyment in mind. Relax in our Danang Bar where the pianist will accompany you on a journey through the history of jazz and be tempted by our fresh exotic cocktails served in a warm colonial style atmosphere. Revive yourself by our outdoor pool with its flowing fountain and kids' pool, relax on a lounge or play tennis. Guests are invited to take advantage of our new Wellness / Fitness centre, which includes cardio training, body building, stretching and relaxation, massage and balneotherapy. A private beach with a jetty and water sports are available for your use half a kilometer away. Immerse yourself in surroundings where you can fully experience a sense of well being. A touch of luxury at an affordable price.

The program

Wednesday	26 th June 2013	10:00	Executive Committee Meeting
		14:00	Council Meeting
		19:00	President's Welcome evening
Thursday	27 th June 2013	10:00	Ladies Tour (*)
		10:00	Merchants Market
		12:00	Lunch
		14:00	Merchants Market
		20:00	Mediterranean Mini-Cruise (*)
Friday	28 th June 2013	09:00	Branch & Group Meetings
		11:00	Annual General Meeting
		12:00	Lunch
		14:00	General Tour (*)
		20:00	Beach Party (*)
Saturday	29 th June 2013	08:00	Golf Tournament (*)
		19:00	Farewell Party (*)

(*) all the events marked are subject to sufficient interest and sponsoring

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 items and events you can sponsor are:

- President Welcome Reception
- Ladies Tour
- Merchants Market
- General Tour
- Annual General Meeting
- Beach Party
- Farewell Party
- The British Branch Meeting
- The Golf Tournament
- The Conference Badges
- The Conference Program

Novotel Cannes Montfleury ****

25, avenue Beauséjour, 06400 Cannes, France
from Wednesday 26th until Sunday 30th June 2013

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:

<input type="checkbox"/> Ladies Tour	<input type="checkbox"/> General Tour -	<input type="checkbox"/> Golf – Handicap : ____
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2. ADDITIONAL REGISTRANT – spouse, partner, children

First / Family Name: _____

Events:

<input type="checkbox"/> Ladies Tour	<input type="checkbox"/> General Tour -	<input type="checkbox"/> Golf – Handicap : ____
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First / Family Name: _____

Events:

<input type="checkbox"/> Ladies Tour	<input type="checkbox"/> General Tour -	<input type="checkbox"/> Golf – Handicap : ____
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3. ACCOMMODATION

Type of room / occupancy >	Single	Double
Standard	<input type="checkbox"/> 149 Euro/night	<input type="checkbox"/> 169 Euro/night
Superior	<input type="checkbox"/> 179 Euro/night	<input type="checkbox"/> 199 Euro/night

4. DATES (nearest airport is “Aéroport Nice Cote d’Azur”)

ARRIVAL DATE / TIME / FLIGHT NR / / 2013 - : -

DEPARTURE DATE / TIME / FLIGHT NR / / 2013 - : -

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 1st March 2013 a cancellation fee of 100 Euro per person will be charged.
- ✓ After 1st May 2013 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).