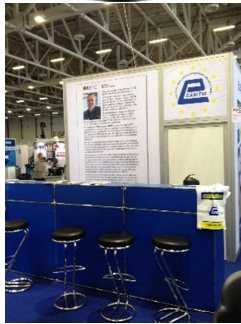




## EAMTM BULLETIN Vol. 23 N° 4 – December 2017

### Editorial



The month of December is the moment for looking back and looking forward.

We are happy to report that this year seven companies joined the Association and only two did not continue their membership.

In order to enlarge the network of good machine tool dealers we continue to focus on recruiting on new members worldwide.

The main networking events of the year were:

The ReTEC Exhibition in Augsburg well organized by AFAG Messen und Ausstellungen GmbH from 25 until 27 April 2017.

Only 17 of members (plus four of our associated members) participated.

Even though the number of visitors was low the general feeling was satisfactory.

The organizer concluded after the show that with the experience of this year no future for similar exhibitions in Europe exists.

The EAMTM Conference from 28 until 30 June 2017 on the beautiful island of Sardinia proved to be a special experience with 35 of our member companies represented.

The EAMTM British Branch Chairman's Weekend was held in Stratford-upon-Avon from 27 till 29 October 2017.



The EAMTM British Branch Northern Area Christmas Bash on 14<sup>th</sup> December 2017 had an exceptional good attendance of more than 60 persons.

During the meeting Nigel Bongers, who has retired from the business, was awarded with a fellowship of the Association to acknowledge his contribution to the EAMTM over the years.



The EAMTM also supports members by publishing the annual Directory, e-mailing a monthly Newsletter to ~ 25 000 users, four Bulletins with general and association news, the websites [www.machinedeal.com](http://www.machinedeal.com) (with an average over that last four years of 30 000 unique visits per month) with the French version [www.machines-outils.com](http://www.machines-outils.com) and the British website [www.machinedealuk.co.uk](http://www.machinedealuk.co.uk) and the association sites [www.eamtm.org](http://www.eamtm.org) with all the Bulletins since 2011 and [www.eamtm.eu](http://www.eamtm.eu).

**And what does the future bring?**

GDPR (General Data Protection Regulation) will be the buzz word of 2018. Expertise is offered by many via seminars and/or on-line information. In the previous Bulletin we briefly touched on the subject. Common sense will take you already a long way in this. Analyse which personal data you do process electronically or which is processed by your suppliers (accountant, web-designer, etc). Make sure the data are protected and if stolen or hacked, know where to report it.

Here at [organisation name] we take your privacy seriously and will only use your personal information to administer your account and to provide the products and services you have requested from us.

However, from time to time we would like to contact you with details of other [specify products]/ [offers]/[services]/[competitions] we provide. If you consent to us contacting you for this purpose please tick to say how you would like us to contact you:

**Post**  **Email**  **Telephone**

**Text message**  **Automated call**

We would also like to pass your details onto other [name of company/companies who you will pass information to]/[well defined category of companies], so that they can contact you by post with details of [specify products]/ [offers]/[services]/[competitions] that they provide. If you consent to us passing on your details for that purpose please tick to confirm:

**I agree**



President during inspection visit on Mallorca. Hard work!

Marketing in 2018 will be influenced by the absence of an international used machinery exhibition.

Some of our members have been and will continue to be present on national exhibitions and of course outside Europe. Through our associated members you can advertise your machines to both a national and an international audience. On-line platforms are a significant part of today's marketing mix each with their specific reach.

### **Conference 2018**

The Association's main networking event will be the Conference from 27<sup>th</sup> until 30<sup>th</sup>

June 2018 on the Spanish island of Mallorca.

The selected hotel is the **Steigenberger Golf & Spa Resort** Camp de Mar, Calle Taula, 2, 07160 Camp de Mar, Spain.

The **Steigenberger Golf & Spa Resort** in Camp de Mar is located right at the 18th Golf course hole, Golf de Andratz, only approx. 250 m from the shores of the Mediterranean. Come and explore the beautiful Balearic island! Palma de Mallorca can be reached in just 25 minutes away by car, and the airport is about a 30 minute drive.

You'll feel at home as soon as you enter any of the 164 rooms and suites with balcony or terrace.

Experience a Mediterranean atmosphere, enjoy the views of the golf course, the sea, the pool area or the garden and enjoy these amenities: flatscreen TV, air conditioning, safe, as well as coffee making facilities and minibar.

The hotel was selected during the inspection visit by the Conference Committee last September from various options.

The programme will include the traditional elements such as:

Wednesday 27<sup>th</sup> June 2018

14:00 Council Meeting

19:00 President's Welcome Evening

Thursday 28<sup>th</sup> June 2018

09:00 Merchants Market

16:00 Annual General Meeting

Friday 29<sup>th</sup> June 2018

19:00 Gala Evening

Sponsors will be welcome. As a function of the number of registrations and the sponsoring we will be able to add further activities to the 2018 Conference. The registration form is enclosed (see last page of the Bulletin).



## New Member

We welcome the following company as a candidate member.



### **Company**

### **VAKTEC**

Trading since 2016 with a staff of 10 persons and owned premises of 1500 m<sup>2</sup>

Address

119435 Moscow Savvinskaya emb 15, Russia

Contact

Alexander Egoriv

Phone

+7 495 730 30 80

Website

<http://www.vaktec.ru>

E-mail

[info@vaktec.ru](mailto:info@vaktec.ru)

VAT Number

970 102 380

Sponsors

DENTOOL LTD

MASTER GROUP SRL

## Tariffs 2018

	Description	Amount (Euro)
1	Membership Fee (300 € + 100 €/month)	1500
2	Membership Fee (Associated members)	3000 (max)
3	Entrance Fee	0
4	Conference Fee (First participant)	700
5	Conference Fee (Additional participants)	350
6	Conference Fee (Guests)	1000
7	Conference Sponsoring (Gold)	2000
8	Conference Sponsoring (Silver)	1000
9	Conference Sponsoring (Bronze)	500
10	Internet Fee (Uploading – Set-up)	1500
11	Internet Fee (Annual Subscription)	365
12	Internet Banner (Home page) (per year)	1200
13	Internet Banner (other page) (per year)	600
14	e-Newsletter (standard advertisement)	50
15	e-Newsletter (large advertisement)	150
16	e-Newsletter (your own advertisement)	250
17	Directory (standard advertisement)	300
18	Directory (inside cover advertisement)	900
19	EAMTM Flag	Pro memoria
20	EAMTM Membership Plaque	100





**EAMTM Conference 2018**

*Steigenberger Golf & Spa Camp de Mar, Calle Taula, 2, 07160 Camp de Mar, Spain*

from Wednesday 27<sup>th</sup> June until Saturday 30<sup>th</sup> June 2018. Please return by e-mail ([info@eamtm.com](mailto:info@eamtm.com)) one per reserved room please!

**1. Initial registrant**

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

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

Merchants Market:  Table –  Electricity

**2. Additional registrant(s) – spouse, partner, children**

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

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

**3. Accommodation (please tick box of your preference )**

Rates apply for direct bookings to the hotel before 31<sup>st</sup> March 2018:

Type of room / occupancy room >	Single (Euro)	Double (Euro)
Standard	<input type="checkbox"/> 199	<input type="checkbox"/> 244

**4. Dates (nearest airport is Palma de Mallorca - PMI)**

Arrival date/time/flight nr  / 06 / 2018 -  :  -   
Departure date/time/flight nr  /  / 2018 -  :  -

**5. Conditions**

Delegate fee EAMTM Members	<b>700 Euro</b>
Partner fee	<b>350 Euro</b>
Children under 6 years	<b>free</b>
Guests fee (being participants from non-member companies)	<b>1000 Euro</b>

**6. Terms & Conditions**

- ✓ After 1<sup>st</sup> May 2018 a cancellation fee of 100 Euro per person will be charged.
- ✓ No refund is given in the case of no show.
- ✓ Participants are advised to take a cancellation insurance.
- ✓ For content that is covered by intellectual property rights, like photos and videos you grant us a non-exclusive right to use these for marketing or promotional purposes.
- ✓ **Privacy is an important issue to the EAMTM and EAMTM Services. Your registration implies that you agree EAMTM and EAMTM Services can use the personal data provided in this form to be used in handling your registration internally and externally (to for instance the hotel hosting the event).**

**7. Important**

You can reserve rooms until 31<sup>st</sup> March 2018 direct to the hotel by email to [heike.sauerbaum@steigenberger.com](mailto:heike.sauerbaum@steigenberger.com) with the note: EAMTM 2018.

Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Date: \_\_\_\_/\_\_\_\_/2018

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