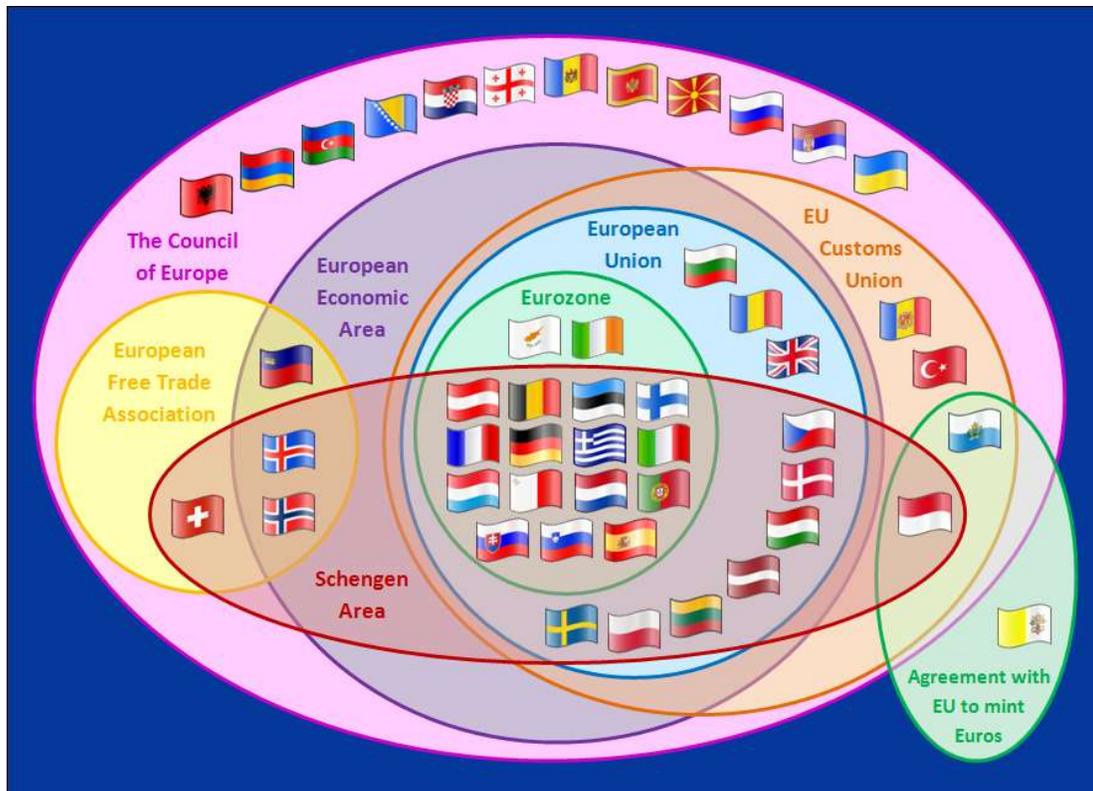


Editorial

The last weeks have proven to be remarkable.

For the EAMTM the 42nd Annual Conference since 1974 was held for the 3rd time in the Grande Real Santa Eulalia Resort & Hotel Spa. No other hotel has had that privilege. After the great 75th anniversary celebration in the Caledonian Hotel in Edinburgh the EAMTM did attempt to continue with another beautiful Hilton hotel, this time in Venice. Unfortunately no agreement could be reached. The disappointment apparently caused a historical low attendance. Those who were present can testify that the venue and the program was excellent. With just under 70 participants from 40 companies travelling from nine countries the event proved to be the most international meeting of the year for the used machine tool trade. Like every year we invite you all to fill in the survey, which can be found via the following link: <https://nl.surveymonkey.com/r/73FK8K8>. This survey also allows members to express their wishes and comments for the future of the Association.

Another event however created a shockwave in the market on a global level. The voters in the United Kingdom decided to leave the European Union by 52 % against 48 %. The so-called "Brexit" immediately proved to have a strong effect on the value of the British pound dropping from 1.31 Euro to 1.17 Euro or a loss of more than 10 %. All campaigning for the Brexit now seem to leave the political scene and no clear plan for the future appears to be on the table. For those who have never followed the build-up of the European institutions the following graph might offer some inside.



The United Kingdom might choose to remain only in the "Council of Europe", it might join the "European Free Trade Association" (with or without access to the "European Economic Area") or the "EU Customs Union".

The following two months most of us will however focus on who will win the European championship football in France and athletics in the Netherlands, which country will gain most golden medals at the Olympic games in Brasil, not to forget the news from Wimbledon and the Tour de France.

The Romans already knew 2000 years ago that "Panem et circences" are vital to keep us all happy!

Annual General Meeting

Welcome

Ton Matena - President

Ladies and Gentlemen,

It is my pleasure to welcome you all to the Annual General Meeting of the EAMTM for the year 2016. I like to invite the Secretary General to read the convening notice.

Convening notice

André Skenazi – Secretary General

With a total of 26 members present and represented corresponding to more than 20 % of the required quorum, the Annual General Meeting can validly vote on the points given in the agenda.

Notice is hereby given of the 2016 Annual General Meeting of the European Association of Machine Tool Merchants on Friday 1st July 2016 at 10:00 in the Grande Real Hotel, Santa Eulalia, Portugal.

1. Welcome
2. Reading of the convening notice
3. State of the Association
4. Financial Report
5. Approval of the accounts 2015 and the budget 2016
6. The discharge of the Council members for the year 2015/2016.
7. Election of the Council members

State of the Association

Ton Matena - President

Dear members, Dear friends,

Overall economic situation

The economic situation remains for most of our members rather slow.

Conference

Last year's Conference Hotel in Edinburgh was without any doubt an exceptional event. The efforts from our British colleagues turned it into a memorable celebration of the 75th anniversary of the Association. For this year the conference committee did examine the possibility to go to Venice. We visited a number of hotels. For two reasons we were not able to reach an agreement. Most hotels in Venice generate most of their business from individual guests and as a consequence were not prepared to accept conditions in line with our current practice. Venice is without any doubt a wonderful destination. The downside is that in the summertime it is very busy. Under these conditions we felt to contract the Grande Real Hotel as it has proven its value to our association. In the near future we do look into the option to organize the conference in Italy or Spain again taking into consideration the by the members indicated price levels and accessibility. I would like in particular to thank Per von Wachenfeldt who has been the Conference Chairman since 2014. I am sure that you agree that the Conferences in Barcelona, in Edinburgh and in the Algarve have been organized in an excellent way.

Sponsors

We would like to show our appreciation for the generous sponsorship given by the following companies.

- o President Welcome Reception : Mamach Machinehandel BV
- o Conference Guide : Hans-Jürgen Geiger Maschinen-Vertrieb GmbH
- o Karting Event : Lindroths Maskinservice AB
- o Sailing Event: Tayside Machinery Ltd / EAMTM British Members
- o The Merchants Market: AFAG Messen Und Ausstellungen GmbH (ReTEC)
- o The British Branch Meeting: M A Business Ltd (Machinery Classified)
- o The Conference Badges: MM Media Ltd (Machinery Market)
- o The Annual General Meeting: MTI Ltd (Machinery Trade International)

Membership

We can welcome the following seven new members since our last Conference in 2015:

1. AFAG Messen Und Ausstellungen GmbH [present]
2. C A Global Partners Ltd
3. Ferrotall Maquinas Herramienta SL
4. Gerritsen Projects BV
5. Machinio Corporation Inc [present]
6. Saibaba Machine Tools Pvt Ltd
7. Webster & Bennett Ltd [present]

Unfortunately we noted the resignation of the following twelve companies:

1. Apex Group Ltd
2. ATG Media Ltd (Bidspotter)
3. Buhlmann NV
4. Global Business GmbH
5. Goldstein Gear Machinery LLC
6. Grafische Service Doetinchem BV
7. Ipar Maquina SL
8. Maskingarden Verktygsmaskiner AB
9. Multi-Machines Trade SAS
10. Overnoy Machines SARL
11. P H K Machines Outils
12. Westermans International Ltd

Exhibitions

The EAMTM is supporting the restart of the used machinery exhibition in Augsburg under the name ReTEC.

The ReTEC will take place from 25th until 27th April 2017.

The following year the ReTEC will be organized in Essen (also in Germany).

Internet

The EAMTM website machinedeal.com continues to grow at a pace of 10 % per year.

In order to further improve this the Council has approved a number measures, including the set-up of a simplified site name remach.com, adding landing pages and mailing regularly newsletter of our database of e-mail addresses.

Financial report

David Gadsden – Treasurer

The accounts of the Association are audited by the official auditor and the results are presented in the agenda of the Annual General Meeting.

The year 2015 resulted for the Association in a surplus of 17.000 Euro.

The financial base of the Association remains solid with a reserve of 525.000 Euro or the equivalent of more than two year operations.

The membership fee of 1500 Euro has remained unchanged since 2008!

The proposed budget for the year 2016 presents a significant surplus.

Taking into account the resignation of a number of our members, an attendance at this conference, which is lower than expected at the beginning of the year and investments decided by the Council during the last meeting on the development of the internet activities, the results will most likely be more balanced.

For those members who wish to have further information about the accounts they can contact either myself, the EAMTM Secretary General or the Association's Auditor.

Nominations

Ton Matena - President

I would like to take the opportunity to thank all the Council members, which have contributed on a voluntary basis to the management of the Association in the present difficult times.

European Association of Machine Tool Merchants ivzw

In particular I like to thank all Nathalie Beck and Per von Wachenfeldt, who decided not to renew their mandate.

All deserve your 'thank you' and applause.

With your approval I also like to present the following candidates to the Council for the following years:

For the Swedish members : Tobias Kruse

For the French members : Franck Deletraz, Pascal Malvolti or Eric Clement

I sincerely hope that you will give them your full support.

Results

André Skenazi – Secretary General

Based on the results I can declare that

The accounts for 2015 have been approved with 25 votes in favor and 1 abstention.

The budget for 2016 has been approved with 25 votes in favor and 1 abstention.

Discharge has been given to all the Council members for the year 2015/2016 with 25 votes in favor and 1 abstention.

The following persons have been officially appointed as members of the Council:

Tobias Kruse with 24 votes in favor and 1 abstention.

Pascal Malvolti with 15 votes in favor and 5 abstentions.

Adjournment

Ton Matena - President

May I congratulate the newly elected Council members.

There being no further business, I declare the Annual General Meeting 2016 closed.

Thank you all for your presence and attention.

Membership Changes

Please note change of address for Parkes Machine Tools Ltd and update your records accordingly:

The Barn, Beechwood Farm,

Hodgetts Lane,

Berkswell

West Midlands, CV7 7DG

England

United Kingdom

Tel: 0044 (0)16 76 53 00 53

Fax: 0044 (0)16 76 53 00 30

Email: info@parkesmachinetools.co.uk

www.parkesmachinetools.co.uk

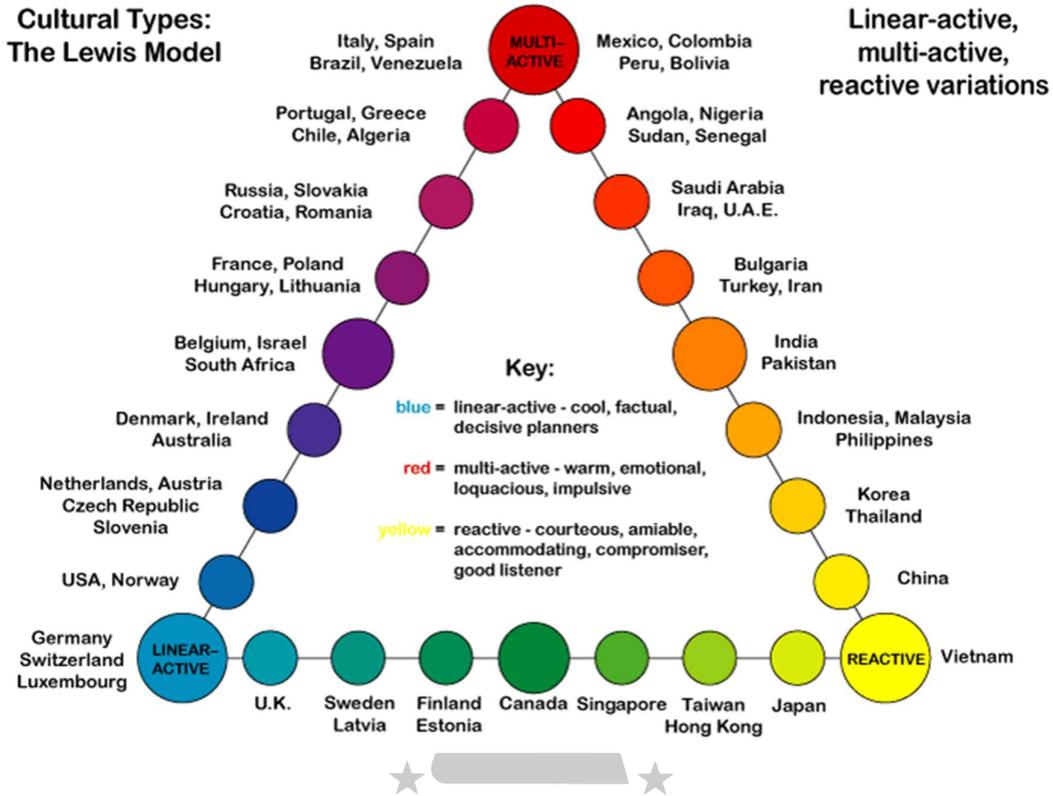
Questions

1. Which member has attended all conferences since 1995 without missing a single one?
2. Three EAMTM Conferences have been held in the Grande Real Santa Eulália Resort & Hotel Spa. Do you know how many persons attended in total ?
3. What have the following three persons in common?



How to understand your clients?

The following graph from the Richard Lewis Cross Cultural Communication Model is fun to look at. Simply google to find out more about it.



Answers:

1. Only Michael Richter attended all last 22 Annual Conferences without interruption. Others also have an impressive record as they participated every single one since they joined the EAMTM: John Petersen (since 2001), Jens Kieme (since 1996) and Herta Hess (since 1997). Pat Angus, Ian Baxter, Nigel Bongers, Michel Dubois, Dieter Feyen, Achim Frainer, Hans-Jürgen Geiger, Roland Greub, René Gurtner, Inge Hyckenberg, Laurent Luthy, John Marshall, Michel Muller, Bob Sadat and Jan-Reint Voortman have at least 20 "caps" during the last 26 years!
2. The Grande Real Santa Eulália Resort & Hotel Spa hosted in the EAMTM Conference in 2006, 2012 and in 2016. The attendance dropped from 189 to 93 (as a result of the financial crisis in 2008) and this year to 69 persons.
3. "Mazak" is the keyword for the three persons in the picture.

More information about the EAMTM can be found on the social media. Our Facebook page is <https://www.facebook.com/#!/EAMTM.HQ>.

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