



Conference 2017



Le Dune Resort & Spa, Badesi, Sardinia, Italy
28th – 30th June 2017

Program

Tuesday 27th June 2017

- 19:30 Beach Dinner Ristorante “La Spiaggia”

Wednesday 28th June 2017

- 15:00 Council Meeting Sala Congressi
- 19:00 President’s Welcome Drinks Ristoranti “Carrimbanca”
- 19:30 President’s Welcome Dinner Ristoranti “Carrimbanca”

Thursday 29th June 2017

- 09:00 Merchants Market Sala Congressi
- 12:00 Lunch Ristorante “Nautilus”
- 15:00 British Branch Meeting
- 16:00 Annual General Meeting Sala Congressi
- 19:30 Free Dining Any of the 10 restaurants in Resort & SPA Le Dune - Delphina Hotels
Included in your room rates or with supplement for à la carte restaurants

Friday 30th June 2017

- 10:00 Visit to Castelsardo
- 19:00 Association Cocktail Ristorante “Romantico”
- 19:30 Association Dinner Ristorante “Romantico”

Meeting rooms subject to change – please see signs in the hotel

Useful contacts



President

Ton Matena

00 31 651 68 14 03



Treasurer

David Gadsden

00 44 77 85 28 34 35



Conference Chairman

Per von Wachenfeldt

00 46 70 5 73 15 10



Secretary General

André Skenazi

00 32 495 32 19 69

From the President



Badesi, 28th June 2017

Dear Members and Friends,

As President of the EAMTM I wish you all a very warm welcome to the 2017 EAMTM Annual Conference on the Italian island Sardinia.

The Annual Conferences are the best illustration of the need to meet in our industry. The face-to-face contacts in our trade are vital for conducting successful business. Meeting old friends and making new acquaintances turn the conference in the ideal place both for long-term members as for newcomers.

Finally I like to express my gratitude to all those volunteers and the staff of the EAMTM, which have made it possible to provide so many services to the members.

May you all enjoy your stay and be successful in your future business.

Ton Matena
President

Past Presidents

[Of the EAMTM incorporated under Belgian law.](#)

2012-2014	Nigel Bongers Steven Mooney Machinery Ltd	Immediate Past President
2010-2012	Hans-Jürgen Geiger Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Fellow
2008-2010	Jan-Reint Voortman Voortman Machines BV	
2006-2008	Michele Cialdella Coramut SRL	
2004-2006	Hans-Jürgen Geiger Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Fellow
2002-2004	A.B. (Brian) Sampson Sampson International Machine Tools	Fellow
2000-2002	Walter Grignani Nuova Lombarmet SPA	Fellow
1998-2000	Peter Hoff German Partner Consulting GmbH	Fellow
1996-1998	Denis Grimshaw Denis Grimshaw (Machinery) Ltd	Fellow
1994-1996	R.J.A. (Robert) Bouland Tinca Fairfield Industries BV	Fellow

Council 2016 – 2017

President	Ton Matena
Vice President	Vacant
Treasurer	David Gadsden
Immediate Past President	Nigel Bongers
Advisory Board	Jan-Reint Voortman / Hans-Jürgen Geiger
Benelux Branch	Rob Jansen
British Branch	Brian Henshall / Steven Elliott
Danish Group	Henrik Hansen
French Branch	Pascal Malvolti
German Branch	Michael Richter
Swedish Group	Tobias Kruse
Swiss Group	Laurent Luthy
International members	Chip Thornton
Secretary General	André Skenazi

Code of Ethics

Members agree as follows:

1. To honor completely and sincerely all contracts and agreements in which they engage both in buying and selling, particularly where terms of payment have been mutually agreed.
2. To describe and represent the machines they offer to the best of their ability as to the serial and model numbers, condition and specification and accessories.
3. When offering machinery to which they do not have clear title, they will endeavor to establish and advise the prospective buyer of any relevant circumstances, which could affect the sale.
4. When machines are sold with a guarantee and are proved to be defective (other than through the buyer's own actions) they will use their utmost endeavors to rectify the complaint.
5. To honor every option and/or first refusal both as to price and date.
6. To accept that in the event of a member knowingly and deliberately violating or committing a breach of the above Code, (of which the Association's Council shall be sole judge) then, should Council so resolve, he will be suspended as a Member. The General Meeting can declare the expulsion of a member.
7. Members accept that there may be instances not covered by the above code, where the Association must consider whether a Member has brought its good name into disrepute by failure to honor the precept of mutual trust implied by Membership; and that the Association's Council must then determine appropriate remedies, including specific warning or, ultimately, expulsion from Membership, in order both to correct the instance and to prevent its recurrence.

EAMTM Annual Conferences

Year	Town	Hotel
1974	Amsterdam	Apollo Hotel
1975	Paris	Intercontinental Hotel
1976	Dusseldorf	Hilton Hotel
1977	Como	Villa d'Este
1978	Paris	Louvre Concorde
1979	Stuttgart	Graf Zeppelin Hotel
1980	Como	Villa d'Este
1981	Amsterdam	Apollo Hotel
1982	Paris	Concorde Lafayette
1983	Dusseldorf	Park Hotel
1984		
1985	Monte Carlo	Beach Plaza
1986	Montreux	Hyatt Continental
1987	Stockholm	Royal Viking Hotel
1988	Florence	Savoy Hotel
1989	Marbella	Hotel Don Carlos
1990	Algarve	Vilamoura Marinotel
1991	Lanzarote	Melia Salinas Hotel
1992	Brighton	Grand Hotel
1993	Helsingor	Hotel Marienlyst
1994	Sante Margherita	Imperiale Palace Hotel
1995	Estoril	Hotel Palacio
1996	Berlin	Steigenberger Hotel
1997	Barcelona	Arts Hotel
1998	Malta	Corinthia San Gorg Hotel

Year	Town	Hotel
1999	Cannes	Intercontinental Carlton Hotel
2000	Jersey	Hotel de France
2001	Sorrento	Hilton Sorrento Palace
2002	Noordwijk	Grand Hotel Huis ter Duin
2003	Palma	Melia Palas Atenea
2004	Naxos	Ramada Hotel
2005	Rhodes	Rodos Palace
2006	Santa Eulalia	Grande Real Hotel
2007	Costa Adeje	Iberostar Antheia Grand Hotel
2008	Castelnuovo	Gardaland Hotel del Garda
2009	Portoroz	St Bernardin Hotel
2010	Evian-les-Bains	Hilton Hotel
2011	Budapest	Kempinski Hotel Corvinus
2012	Santa Eulalia	Grande Real Hotel
2013	Cannes	Montfleuri Novotel
2014	Barcelona	Pullman Skipper Hotel
2015	Edinburgh	Caledonian Hotel
2016	Santa Eulalia	Grande Real Hotel
2017	Badesi	Le Dune Resort & Spa

Annual General Meeting 2016

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, was chaired by Ton Matena, President, and with 26 members present being more than the required 20 %, The accounts for 2015 have been approved with 25 votes in favour and 1 abstention.

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

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

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

Tobias Kruse with 24 votes in favour and 1 abstention.

Pascal Malvolti with 15 votes in favour and 5 abstentions.

Ton Matena and David Gadsden continued respectively as President and Treasurer.

Agenda Annual General Meeting 2017

Notice is hereby given of the 2017 Annual General Meeting of the European Association of Machine Tool Merchants on Thursday 29th June 2017 in Le Dune Resort & Spa of the Delphina Hotels & Resorts, Badesi, Sardinia, Italy.

1. Welcome
2. Reading of the convening notice
3. State of the Association
4. Financial Report
5. Approval of
 - The accounts 2016
 - The budget 2017
 - The discharge of the Council members for the year 2016/2017.
6. Election of the Council members
 - Nominations:
 - Brian Burn
 - Dominique Da Silva
 - Tommaso Gamba
 - Lorna Kesby
 - Resignations:
 - Nigel Bongers
 - Steve Elliott
 - Brian Henshall
 - Laurent Luthy
7. Election of Officers 2017/2018
 - President Ton Matena
 - Vice President Dominique Da Silva
 - Treasurer David Gadsden
9. Other business

Accounts 2016

Balance	Average 2000 - 2016	2016	2015
Assets	€ 722 922,30	€ 616 114,91	€ 609 652,31
Fixed assets	€ 328 840,44	€ 316 430,38	€ 316 430,38
Tangible assets	€ 326 081,86	€ 316 256,86	€ 316 256,86
Financial assets	€ 2 758,58	€ 173,52	€ 173,52
Current assets	€ 394 081,85	€ 299 684,53	€ 293 221,93
Amounts receivable within one year	€ 152 677,96	€ 294 215,15	€ 289 795,84
Investments	€ 225 812,14	€ 0,00	€ 0,00
Cash at bank and in hand	€ 8 166,23	€ 2 390,43	€ 2 172,65
Deferred charges and accrued income	€ 7 425,54	€ 3 078,95	€ 1 253,44
Liabilities	€ 722 922,30	€ 616 114,91	€ 609 652,31
Capital & reserves	€ 606 487,19	€ 529 446,66	€ 525 478,20
Reserves available for distribution	€ 589 052,75	€ 525 478,20	€ 554 526,10
Result to be carried forward	€ 17 434,44	€ 3 968,46	€ -29 047,90
Creditors	€ 116 435,11	€ 86 668,25	€ 84 174,11
Amounts payable after one year	€ 80 150,60	€ 58 432,79	€ 58 432,79
Amounts payable within one year	€ 35 718,05	€ 26 735,46	€ 24 241,32
Deferred income	€ 566,47	€ 1 500,00	€ 1 500,00

INCOME STATEMENT

		2016	2015
Operating income	€ 319 277,96	€ 240 269,72	€ 196 500,90
Turn over	€ 287 638,18	€ 221 740,00	€ 193 189,86
Other operating income	€ 31 639,78	€ 18 529,72	€ 3 311,04
Operating charges	€ 336 823,14	€ 236 044,80	€ 224 793,56
Services and other goods	€ 134 030,02	€ 23 464,87	€ 23 419,05
Remuneration, social security costs and pensions	€ 181 915,13	€ 208 417,51	€ 197 562,06
Depreciations	€ 16 351,75	€ 0,00	€ 0,00
Other operating charges	€ 4 526,23	€ 4 162,42	€ 3 812,45
Operating result	€ -17 545,17	€ 4 224,92	€ -28 292,66
Financial income	€ 5 605,01	€ 61,21	€ 0,00
Financial charges	€ 3 878,83	€ 308,49	€ 755,24
Result on ordinary activities before taxes	€ -15 819,00	€ 3 977,64	€ -29 047,90
Extraordinary income	€ 35 628,30	€ 0,00	€ 0,00
Extraordinary expenses	€ 1 991,34	€ 0,00	€ 0,00
Result for the year before taxes	€ 17 817,97	€ 3 977,64	€ -29 047,90
Taxes paid	€ 383,41	€ 9,18	€ 0,00
Result for the year available for appropriation	€ 17 434,56	€ 3 968,46	€ -29 047,90
Overall income	€ 360 511,28	€ 240 330,93	€ 196 500,90
Overall expenses	€ 343 076,72	€ 236 362,47	€ 225 548,80
Overall result	€ 17 434,56	€ 3 968,46	€ -29 047,90
Result EAMTM Services bvba	€ -323,67	€ 763,28	€ 46 103,98
Grand total	€ 17 110,89	€ 4 731,74	€ 17 056,08

Budget 2017

EAMTM ivzw

Income

Membership Fees	200 000 Euro
Rental Income	020 000 Euro
Total	220 000 Euro

Expenses

Building	010 000 Euro
Overhead	010 000 Euro
Staff	210 000 Euro
Total	240 000 Euro

EAMTM Services bvba

Income

External contracts	024 000 Euro
Conference delegate fees	040 000 Euro
Internet fees	006 000 Euro
Interest	000 000 Euro
Total	070 000 Euro

Expenses

Administration	005 000 Euro
Advertisements	007 000 Euro
Conference	010 000 Euro
Depreciation	007 000 Euro
Internet	003 000 Euro
Various	002 000 Euro
Total	034 000 Euro

Consolidated

Income	290 000 Euro
Expenses	274 000 Euro
Total	016 000 Euro

Sponsors

Full members

President Welcome Reception	Mamach Machinehandel BV
Conference Guide	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH
Gala Evening	Tayside Machinery Ltd

Associated members

British Branch Meeting	M A Business Ltd (Machinery Classified)
The Conference Badges	MM Media Ltd (Machinery Market)
The Merchants Market	MTI Ltd (Machinery Trade International)

Participants

The following list includes the registered participants for the 2017 Conference in the Sardinia, based on the information available until 12th June 2017

	Country	Company	First name	Last name
1	Belgium	EAMTM Services bvba	André	Skenazi
2	Denmark	Dentool Ltd	John	Petersen
3	Denmark	Ove Kieme Machine Tools Ltd	Jens	Kieme
4	France	Actemium / A.R.E.F. s.a.s. Atelier Réparation et Entretien des Forges	Gisèle	Monnet
5	France	Groupe Landeau s.a.s.	Eric	Clement
6	France	Solutions Machines Outils srl	Nathalie	Beck
7	Germany	Achim Frainer Maschinenhandel GmbH	Achim	Frainer
8	Germany	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Hans-Jürgen	Geiger
9	Germany	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Willy	Geiger
10	Germany	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Barbara	Geiger-Berger
11	Germany	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Claudia	Geiger-Nannt
12	Germany	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Antonia	Nannt
13	Germany	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Michael	Richter
14	Germany	Trade Machines FI GmbH	Heico	Koch
15	India	Saibaba Machine Tools Pvt Ltd	Yash	Kapoor
16	Italy	Master Group srl	Michele	Boldrini
17	Italy	Master Group srl	Olena	Ptukha
18	Netherlands	A Jansen Machinehandel BV	Rob	Jansen
19	Netherlands	Mamach Machinehandel BV	Tine	Klaaijzen
20	Netherlands	Mamach Machinehandel BV	Ton	Matena
21	Netherlands	Voortman Machines BV	Jan-Reint	Voortman
22	Sweden	Kävlingemöllan AB	Per	von Wachenfeldt
23	Sweden	Lindroths Maskinservice AB	Tommy	Lindroth
24	Sweden	Norima AB	Tobias	Kruse
25	Sweden	Norima AB	Philip	Norin
26	Switzerland	Greub Machines SA	François-Maxime	Greub
27	Switzerland	Greub Machines SA	Roland	Greub
28	Switzerland	Luthy Machines SA	Dominique	Da Silva
29	Switzerland	Luthy Machines SA	Laurent	Luthy
30	Switzerland	Muller Machines SA	Marco	Fumasi
31	Switzerland	Muller Machines SA	Laurent	Muller
32	Switzerland	Muller Machines SA	Michel	Muller
33	Switzerland	Scemama sa	David	Scemama
34	Switzerland	Scemama sa	Jérôme	Scemama
35	Taiwan	Taiwan Martinsu Inc	An-Ju	Hsu
36	Taiwan	Taiwan Martinsu Inc	Yuan-Chen	Hsu
37	Taiwan	Taiwan Martinsu Inc	Yu-Shen	Hsu
38	Taiwan	Taiwan Martinsu Inc	Yu-Ting	Hsu
39	Taiwan	Taiwan Martinsu Inc	Mei-Fang	Jiang
40	United Kingdom	Cottrill & Associates Ltd	Jenny	Costello
41	United Kingdom	Cottrill & Associates Ltd	Martin	Cottrill
42	United Kingdom	Electro Motion UK (Export) Ltd	David	Gadsden
43	United Kingdom	Electro Motion UK (Export) Ltd	Lorna	Kesby
44	United Kingdom	Liquidity Services Inc	Duncan	Ainscough
45	United Kingdom	Liquidity Services Inc	Matt	Gadsden
46	United Kingdom	Major Machine Tools Ltd	Ashley	Major
47	United Kingdom	Major Machine Tools Ltd	France	Major

	Country	Company	First name	Last name
48	United Kingdom	New England Engineering Ltd	Brian	Henshall
49	United Kingdom	Riley Industries Ltd	Michael	Riley
50	United Kingdom	Riley Industries Ltd	Victoria	Riley
51	United Kingdom	Riley Industries Ltd	William	Riley
52	United Kingdom	Steven Mooney Machinery Ltd	Nigel	Bongers
53	United Kingdom	Steven Mooney Machinery Ltd	Paula	Bongers
54	United Kingdom	Webster & Bennett Ltd	Ian	Bayliss
55	United Kingdom	Webster & Bennett Ltd	Stephen	Jones
56	United Kingdom	Wilson Machinery International Ltd	Christina	Wilson
57	United Kingdom	Wilson Machinery International Ltd	Nigel	Wilson
58	USA	GCH Machinery Inc	Joseph	Giacalone
59	USA	GCH Machinery Inc	Joseph Jr.	Giacalone
60	USA	GCH Machinery Inc	Kristin	Giacalone
61	USA	Machinio.com	Golnoosh	Glod
62	USA	Machinio.com	Steve	Glod
63	USA	Tramar Industries Inc	Cesar	Damino
64	USA	Tramar Industries Inc	Sandra	Damino

Merchants Market

Dentool Ltd	Electro Motion UK (Export) Ltd	Achim Frainer Maschinenhandel GmbH	Greub Machines SA
Ove Kieme Machine Tools Ltd	Liquidity Services Inc	Hans-Jürgen Geiger Maschinen-Vertrieb GmbH	Luthy Machines SA
A.R.E.F. s.a.s.	Major Machine Tools Ltd	A. Jansen Machinehandel BV	Muller Machines SA
Groupe Landeau s.a.s.	New England Engineering Ltd	Mamach Machinehandel BV	Scemama sa
Solutions Machines Outils srl	Steven Mooney Machinery Ltd	Voortman Machines BV	Kävlingemöllan AB
GCH Machinery Inc	Webster & Bennett Ltd	Mastergroup srl	Lindroths Maskinservice AB
Machinio.com	Wilson Machinery International Ltd	Taiwan Martinsu Inc	Norima AB
Tramar Industries Inc	Riley Industries Ltd		

European Association of Machine Tool Merchants (EAMTM) ivzw

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ondernemingsnummer BE 0457 158 228
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