



**Comite Europeen de Liaison des Importeurs de Machine-Outils
European Liaison Committee of Machine Tool Importers**

CQ NEWS

May 2004

WELCOME FROM THE PRESIDENT



When I assumed the Presidency of CELIMO at the Council meeting in Naples, in May 2003, I stated that, at that time, it was a very difficult period for most CELIMO Associations and their member companies with markets depressed, reducing profit margins and a general lack of investment by our customers.

Regretfully, for most of us, this situation has continued but, with the first anniversary of my Presidency coming soon, it would appear that there are some signs of improvement in the marketplace.

Increased activity in the USA, despite the exchange rate problem, improved markets in Asia, particularly China, and less reluctance to invest in many European markets, all combine to make us think that the overall situation may be improving.

Certainly, recent national exhibitions in Denmark, France, Germany, Italy, Netherlands and the UK have indicated that our customers have increased interest in purchasing machine tools and accessories in order to improve their productivity and competitiveness. Hopefully, this positive attitude will continue to ensure that the second half of 2004 will bring considerable benefits to our member companies.

The next CELIMO Council meeting, in my home country, Finland, is fast approaching and the Finnish Association is looking forward to welcoming all the delegates to the beautiful city of Helsinki.

Although there will be some leisure time for all delegates and their ladies, including a day visit to one of the new EU countries, Estonia, there will be much work to do at our meetings.

I very much hope that all delegates will travel to Helsinki in a positive frame of mind and a positive attitude towards CELIMO, and its activities, as it is only through the support and active involvement of the delegates and the national associations that CELIMO can continue to develop and flourish.

I look forward to welcoming you to Helsinki in early June.

CELIMO TOOLING GROUP

The next meeting of the CELIMO Tooling Group will be held in Milan on Friday, 12 November 2004 and will include a visit to the D'andrea factory and a dinner hosted by ASCOMUT.

Details of this meeting have been circulated to all the national associations who are encouraged to send delegates to what is now a most interesting and informative CELIMO activity.

Secretariat Office

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EXECUTIVE BOARD MEETING

Since the last issue of CQ News, the CELIMO Executive Board has met once – in London on 27 February 2004. The minutes of this meeting have been issued to all national associations.

CELIMO COUNCIL MEETING

The next CELIMO Council meeting will take place in Helsinki on Friday, 4 June and the CELIMO Executive Board are most grateful to the Finnish Association for agreeing to host the meeting.

The programme for the event will include the Executive Board meeting and Dinner on Thursday, 3 June and a ladies' sightseeing tour and lunch on Friday, 4 June. The Gala Dinner will take place on the evening of Friday, 4 June with the Secretary Generals' meeting being held prior to the Council meeting, on the morning of 4 June.

There will be a considerable amount of business to cover, at the Council meeting, and the Executive Board are hoping for very active participation from the delegates in order to continue with our objectives to develop new activities for CELIMO which will benefit the member companies of all the associations.

CELIMO is looking forward to the visit to Helsinki, a beautiful city which carefully combines the old and the new.

INTERNATIONAL MEETINGS

Following the success of the International meeting during the EMO in Milan, last October, it is anticipated that similar meetings will be held at IMTS in Chicago and JIMTOF in Tokyo, this coming Autumn.

When they are available, further details will be issued to all national associations in the hope that representatives from CELIMO countries will take the

opportunity to attend these important and informative meetings.

STATISTICS

CELIMO Market Survey

The questionnaire for the 2004 CELIMO Market Survey has been issued to all national associations who have been requested to respond, as quickly as possible, in order that the replies can be analysed and the results made available for distribution, prior to the Council meeting in Helsinki.

If any national association has not yet responded to this survey, they should do so as a matter of urgency in order that the results can be prepared in the very near future.

Trends Survey

The CELIMO Quarterly Trends Survey was started at the beginning of 2001 and has proved to be most successful, with a large majority of national associations now participating on a regular basis.

The results of the survey are providing the participating associations with a good indication of how the business trends in their individual countries are comparing with their other European neighbours.

The questionnaire for the first quarter of 2004 has been issued to the national associations, all of which are encouraged to respond as soon as possible, in order that the results can be issued.

CELIMO WEBSITE

The updated CELIMO website (www.celimo.com) has been in operation since the beginning of 2002 and provides the outside world with information on CELIMO and its various activities.

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All the national associations are encouraged to view this website and to comment upon the information currently available.

ASSOCIATION PROFILE

At the 2001 Council meeting in Oslo, it was agreed that profiles and/or activities of individual national associations should be featured in editions of CQ News.

On this occasion, an article has been provided by the German Association on the aims and activities of their organisation.

It is hoped that inclusion of this article will encourage other associations to provide contributions for future editions of CQ News.

Fachverband des Deutschen Maschinen- und Werkzeug-Großhandels e.V. (FDM)

The FDM was incorporated in Berlin in 1910 and sees itself as an independent body representing the interests of Germany's engineering plant and tool wholesaling industry. Today, the FDM membership comprises some 300 toolmaking and woodworking machine and tool merchants in approximately 150 branches, which together account for about 80% of the industry's overall turnover.

The Organisation

Members
 Presidium
 Supervisory Council
 Junior Circle
 Work and Experience Exchange
 Groups
 FDM Offices

Special Groups:

Metal
 Wood and Plastics
 Used Machinery

The FDM represents the professional and special interests of its member companies in their contacts with ministries, government departments, suppliers and manufacturers in the industry and last, but not least, with the general public, in all aspects of economical politics. Links are maintained to leading manufacturers and to other

industrial associations as well as to important institutions and organisations on national, European and international levels.

The Members of the FDM are kept well informed and fully up-to-date through first hand reports about the latest developments, studies comparing company structures and performances, reliable statistics and well-researched forecasts. Moreover, the FDM management is always available for its members - by telephone or in person. In addition to always available consulting service, the members receive advice or support in legal matters of general interest as far as the law allows.

The strength of the FDM resides in its membership. This is why, in addition to consulting services to individual members, by arranging regular Association events, specialist seminars, meetings, ad hoc working parties or series of discussions with manufacturers and suppliers, the FDM also promotes ongoing exchange of experience and opinion specific to this industry.

www.MachineStock.com - The second-hand machines

At the beginning of the eighties, the special group Used Machinery Trade was founded within the FDM. One of the main reasons for this was the systematic promotion of the image of the Association's member companies, trading with used machine tools. Meanwhile, more than 120 well-known trading companies are members of the group stocking more than 20,000 used machines in their warehouses with an estimated market value of some € 380 million.

Anyone searching for machines should be able to find exactly what he or she is looking for.

And to help those, the FDM offers the used machinery trade an industry specific portal with thousands of used machines ex-stock under the Internet address www.MachineStock.com

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MachineStock.com offers to the potential customer...

- ... an up-to-date overview of the market
- ... rapid, comprehensive information about the machines offered
- ... delivery ex-stock, no waiting
- ... no brokerage, direct contact with the dealer/owner
- ... user-friendly operation of the software

www.ToolStock.com - Quality in Surplus

Beside, MachineStock.com the FDM now offers a further Internet portal called ToolStock.com. The main reason for the tool dealers organized in the FDM was to create, thereby, a special commercial solution for surplus in tools. Have a look on this "youngest child" of the FDM under www.ToolStock.com

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ASCOMUT

The following press release was received from the Italian Associations following their Extraordinary General Assembly on 2 March 2004.



ASSOCIAZIONE ITALIANA MACCHINE
TECNOLOGIE E UTENSILI

ASCOMUT Changes Name

During the extraordinary General Assembly of ASCOMUT – on March 2nd 2004 - the Steering Committee proposal of changing the name of the Association was accepted unanimously.

Henceforward ASCOMUT will be the **ITALIAN ASSOCIATION OF IMPORTERS AND DISTRIBUTORS OF MACHINES, TECHNOLOGIES AND TOOLS** while still maintaining its logo and the acronym ASCOMUT that has been marking the Association since its foundation.

When opening the meeting, Luciano Mascherpa – ASCOMUT President – explained the reasons of such an important shift, which is based on the acknowledgment that the relevant market is going through deep changes that involve also the companies playing a primary role in the background.

As stated by President Mascherpa "...in the present context, always frantically evolving, it seemed proper to adapt also the Association name. We abandoned the restrictive term "traders" which has sometimes created misunderstandings about the activities carried out by our company members; it was no longer considered appropriate to identify correctly the reality represented by ASCOMUT. The name we proposed - of course wider, less binding – is in line with the market perspectives we are facing, though allowing us to let unchanged the acronym ASCOMUT which is well known both on the national and the international market".

ASCOMUT – member of Confcommercio – is an entrepreneurial Association representing companies dealing with machines/technologies/systems and tools for the treatment of every sort of material, hand tools, ancillary equipment and accessories.

Milano, March 2nd 2004

For further details please contact:
[Italian Association of Importers and Distributors of Machines, Technologies and Tools](http://www.italianassociationofimportersanddistributors.com)

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