

CMTDA Annual General Meeting

November 20, Toronto Cricket, Skating and Curling Club



Robert Dunbar, former president of the CMTDA, addresses the recent annual meeting.



(Left to right): CMTDA Executive Director Jim Burrows; Albert Leblanc, past president of the CMTDA; and Kurt Neiman, president of the association.



(Left) CMTDA Executive Director Jim Burrows welcomes members to the association's recent Annual General Meeting



CMTDA's Board of Directors for 2004 (left to right): Joe Robb, Forward Precision Tools; John Manley, Machine Tool Systems; Albert Leblanc, Past President; Jim Burrows, Executive Director; Kurt Neiman, President; Darren Carroll, Ossco Machine; Brian Donnelly, Ferro Technique; and Michael Carr, Elliott-Matsuura.

The CMTDA recently held its Annual General Meeting at the Toronto Cricket, Skating and Curling Club in Toronto, ON. The meeting was attended by 75 members and guests. Alan Simmons of the Simmons Group was the guest speaker for the evening.



Jim Burrows (left), executive director of the CMTDA, receives a cheque from Bob Mathieu with Reed Exhibitions.

NEWS UPDATE

CMTDA has announced the election of **Joe Robb**, president of **Forward Precision Tools Ltd.**, as a director of CMTDA. Joe has extensive experience originating in the pulp and paper industry before purchasing Forward Precision Tools in 2000. His presence will enhance the CMTDA board.

We are pleased to welcome **All Fabrication Machinery Limited**, **Bob Gregory**, President, as a new member. All Fabrication Machinery is located in Leduc, AB and adds strength to our Western Membership.

The new 2004 edition of the CMTDA directory will go to

print soon. Look for your personal copy in the mail. If you do not receive a copy and would like one, contact the CMTDA office.

Congratulations to **Bob and Cathy Ide**, Honorary Members of CMTDA, who recently celebrated their 57th wedding anniversary on November 20.

CMTDA

The newsletter of the Canadian Machine Tool Distributors' Association

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PO Box 262, Minden, ON KOM 2KO Phone: (705)286-6921 Fax: (705) 286-6905 www.cmtda.org

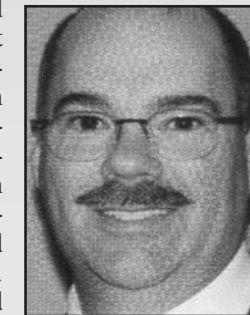
Newsletter



CANADIAN MACHINE TOOL
DISTRIBUTORS' ASSOCIATION

CMTDA President's Message

On November 20, CMTDA held its 61st Annual General Meeting at a new location, the Toronto Cricket, Skating & Curling Club in Toronto. All in all, it was an excellent meeting and evening. Association members listened to an accomplished speaker, Alan Simmons of the Simmons Group and enjoyed fine food and wine. Approximately 75 members and guests heard from our different committees pertaining to Trade Shows, Membership, Education, Government Relations and Statistics.



Kurt Neiman

Based on our Statistics report, the road of change and growth is never ending, and that road for 2003 has been a difficult one for some in our industry. Compared to the recorded high in November, 2002 today's metal cutting is down 47%, while metal fabrication's recorded high in October, 2002 is down 34.3%. The only sector to see positive growth during the period October, 2002 to September, 2003 was CNC and non-CNC fabricating machinery. However, the dollar value for this equipment was down 13.9% over the same period.

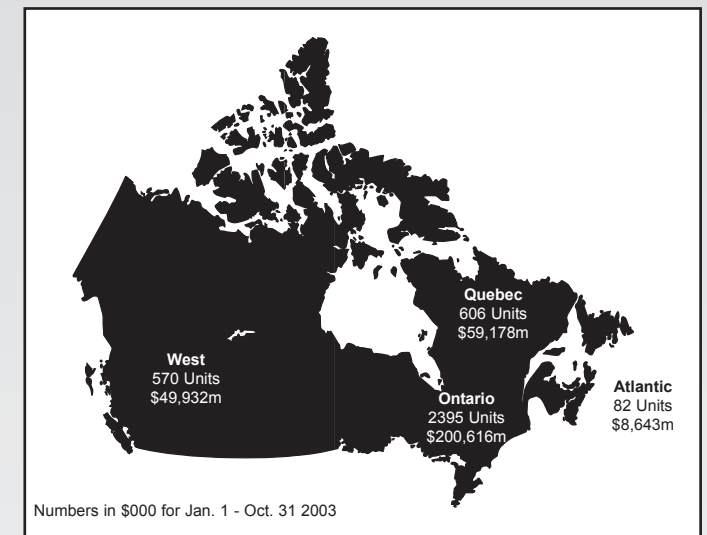
Thank you to all of our members and guests for making our meeting a success. We all owe Jim Burrows our appreciation for his coordination in scheduling our meeting.

Next, I would like to introduce myself. My name is Kurt Neiman. I have been serving as a Director of the CMTDA since the fall of 1999. My first job as a Director was responsibility for Trade Shows. For the past two years, I have served as Vice-President. This year, as President, I am replacing Albert LeBlanc who so generously gave us his time, dedication, guidance and effort serving the CMTDA. Thank you, Albert!

Albert will continue with CMTDA as Past President. His support and advice is always welcomed.

Plans are well under way for 2004! Your CMTDA Board of Directors is working on many issues that concern all of us, which will be addressed in future issues of our newsletter or

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Machine tool sales not recovering

by CMTDA Executive Director Jim Burrows

Sales for machine tools in Canada show a drop in units of 13% and in dollars of 6% at the end of October compared to 2002. While interest at CMTS was brisk, resulting orders have been disappointing. Average order size in CNC metal cutting was \$225,000 for horizontal spindle lathes; \$381,000 for vertical spindle lathes; \$160,000 for VMCs; \$421,000 for HMCs; \$688,000 for boring mills; \$199,000 for wire EDM; \$131,000 for sinker EDM; \$284,000 for grinders; and \$158,000 for CMMs. Conventional metal cutting machine tools averaged \$18,300. In the CNC fabricating area, press brakes totalled \$100,000; turret presses were \$319,000; profile cutting was \$680,000; and an average CNC fabricating machine was \$186,000. In the non CNC fabricating area, the average sale was \$17,000, while metal stamping and forming averaged \$46,000. There has been a significant increase in vertical spindle lathes while larger equipment like vertical and horizontal boring mills have been hit hard and numbers have decreased substantially since 2000. Conventional metal cutting machine tools have also suffered a 17% decrease in units and 15% decrease in dollars from this period last year.

More industry statistics on page 3

President's Message Continued from Page 1

via e-mail. We also have some social events planned including the annual Spring Boat Cruise on the Toronto Harbourfront and the 3rd annual CMTDA Golf Classic in August.

In case you haven't heard, CMTDA has a new website. Check it out at www.cmtda.com. Here, you can directly make changes to your own listing, create links to your own page and/or your builders, as required. If you haven't done so already, we urge you to input your information as soon as possible. As we come to the close of the year, I would like to wish our members, associates and friends Season's Greetings. I hope you will always feel free to share your thoughts, concerns and ideas with us - we are only a phone call or e-mail away. We look forward to seeing everyone in 2004 and wish you safety, happiness and prosperity in the coming year.

Best regards,

Kurt Neiman, President

The CMTDA's purpose and objectives

The Canadian Machine Tool Distributors Association was founded in 1942 as a trade association dedicated to the marketing of machine tools and services in Canada through distributorship companies.

Its aims are:

- To promote friendly business relations among its members
- To provide means whereby problems affecting the industry can be readily discussed and to co-operate, as a group, to further the interests of the industry by all desirable and lawful means
- To stimulate growth in the use of machine tools and secure wider markets for these tools
- To advertise the industry and the specific advantages attainable through the use of machine tools
- To make available information which will assist users and prospective users to obtain properly selected machine tools
- To collect and disseminate statistics on market capacity and other pertinent matters
- To exchange information among members for the purpose of reducing distribution costs and eliminating waste and duplication of efforts
- To enable the members, as a group, to discuss with the government, if need be, tariff problems and other issues relating to machine tools.

HOW TO JOIN THE CMTDA

Any individual, partnership, firm, company or corporation may be elected to membership in the CMTDA by an affirmative vote of not less than 2/3 majority of the current directors of the Corporation. A regular member is one which maintains an office or other recognized place of business, represents at least one recognized manufacturer of machine tools on an exclusive basis in a designated territory, carries its own accounts, is established and actively engaged in the distribution of machine tools in Canada for at least one year at the time of application, does at least 51% of its business in new machinery and provides monthly orders booked data in the format set out by the Corporation. Contact the CMTDA at P.O. Box 262, Minden, ON K0M 2K0. Phone (705) 286 6921 or fax (705) 286 6905.

CMTDA's 4th annual golf classic a success

On August 21, members of CMTDA and their guests participated in the CMTDA's annual golf classic at Pheasant Run Golf Club, Newmarket, ON.

The event drew a total of eight foursomes and the weather (35°C) provided us with a gorgeous day.

Pheasant Run is a par 72 course with 27 championship holes over three distinctive nines. During our tournament, the Scramble Format rules were observed.

The winning foursome, with a score of -6, was comprised of Bob Kanarek of A.W. Miller, Greg Papke of Mazak, Bob Mathieu of Reed Exhibitions and Ted Rimmer. In addition to a trophy, each player also received a top quality driver. The trophy and the drivers were donated by MP&P. Our second place winners, with an even par, were Colin Parkin, Stan Krajewski of Commerce Custom Brokers, Steve Stein of Ferro Technique and Tom Maduri of CIP. Tied for third place, with a score of +1 were Doug Young, Mazak Laser; Albert Leblanc, A.W. Miller; Matthew O'Dwyer, Matcom Industrial Installations; and Colin Klein, CIP. Peter Turton of 600 Machine Tools, Wayne Piplivka of Ferro Technique, Harsh Bibra of Fagor Automation and Glen Alton of Canadian Machinery and Metalworking (Rogers Media) made up the other foursome. Colin Parkin won closest to the pin, and Jeff Girodat had the longest drive. Special thanks to all of our sponsors' and congratulations to all the winners. Next year's CMTDA Golf Classic will be announced shortly. Watch for further information to follow and be sure to book early. Many thanks to our sponsors, MP&P, CIM, CM&M, Reed, National Trade Center, Commerce Customs Brokers, CIT, Fagor Automation, Royal Products and Matcom Industrial for the prizes.

Exhibitor seminar worthwhile

On Thursday, September 25, approximately 40 CMTDA members participated in a seminar sponsored by CMTDA and Reed Exhibitions at the Wyndham Bristol Place Hotel.

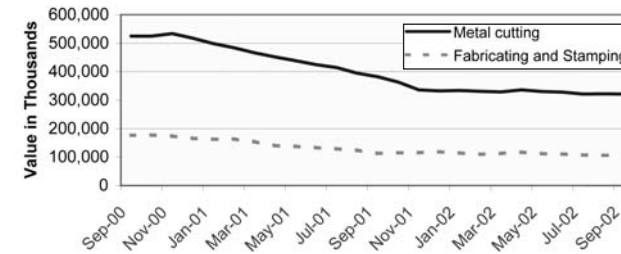
The subject covered "Breakthrough Thinking For Exhibitors", an Exhibitor Success Workshop with Fred Fox. Fox is a renowned presenter on the art of booth presentation, booth sales personnel training and lead follow-up after the show.

The session was a very worthwhile three hours covering ideas in time for the Canadian Manufacturing Technology Show. Everyone appeared to leave enthused and anxious to try something new.

Sales seminar assists members

The CMTDA Sales Seminar held on November 20 was helpful to the attendees that participated. While Dave Prentice was ill and could not conduct the presentation, the event was run by Warren Evans. Warren suggested several methods of improving relationships with customers and reviewed running a sales territory like it was your business. Everyone enjoyed the day and left with some new ideas to increase their market share.

MOVING AVERAGE ORDERS



The above moving average orders chart shows the decline in business since 2000. Metal cutting machine tools peaked in November, 2000 and now are -47.7%. Metal fabricating peaked in October, 2000 and are now -34.3%.

CMTS 2003 show report

This year CMTDA sponsored the Canadian Manufacturing Technology Show (CMTS) produced by Reed Exhibitions.

The show was recently held at the National Trade Centre in Toronto and ran from October 20 through to October 23, 2003. The total number of companies exhibiting was 469, covering a total of 176,000 sq. ft. net.

A total of 40 CMTDA exhibitors utilized a total of 66,450 sq. ft. net. of the 140,000 sq. ft. net occupied by the machine tool and metal fabricating distributors.

A total of 11,232 attendees from 5,597 companies attended this year's show. In comparison to the 2001 CMTS, attendance was 10,636 and 3,519 companies. That's 2,078, or 59% more companies visited this year's CMTS. Feedback from exhibitors at the time of this report was good; most exhibitors' expectations were exceeded with reports of orders taken. Over the next few months there will sure to be more sales closed.

Upcoming Events

May 17-19, 2004

AMTDA Spring Meeting, Carlsbad, CA

June, 2004

CMTDA Spring Meeting & Cruise, Toronto Harbour

August 26, 2004

Western Manufacturing Technology Show, Edmonton, AB

September 8-15, 2004

International Manufacturing Technology Show, Chicago, IL

CMTDA Board of Directors

President

Kurt Neiman, Neiman Machinery Sales Inc.

Past President

Albert Leblanc, A.W. Miller Technical Sales Canada

Director

Joe Robb, Forward Precision Tools Ltd.

Director

Darren Carroll, Ossco Machine Sales

Director

Michael Carr, Elliot Matsuura Can. Ltd.

Director

John Manley, Machine Tool Systems Inc.

Director

Brian Donnelly, Ferro Technique Ltd.

Director

Juergen Moeglich, UBJ-Boehringer Inc.

C.M.T.D.A. MEMBERS

600 Machine Tools
A.M.T. Machine Tools Ltd.
A. W. Miller Technical Sales Canada
Acme Saw Ltd.
Advanced Fabricating Machinery Inc.
Akhurst Machinery Ltd.
All Fabrication Machinery Ltd.
Amada Canada Ltd.
Amcan Machine Tool Technology Inc.
Barer Engineering Co.
Cahmac Int'l Machinerie Inc.
Canadian Hardinge Machine Tools
Canadian Measurement-Metrology Inc.
CIT Financial Ltd.
Citicapital Commercial Corp.
CML Machinery Inc.
Cutting Systems Inc.
DMG Canada Inc.
Elliott Matsuura (Canada) Inc.
Ellison Machinery Company
EMEC Machine Tools Inc.
Fagor Automation Canada
Ferro Technique Ltd.
Forward Precision Tools Ltd.
G.E. Capital Canada Equipment Financing
Gilbert C. Storey Machinery Ltd.
Graham Machine Sales & Service Inc.
Gross Machinery Group
Haco Canada Ltd.
Hartford Technology Ltd.
H. H. Roberts Machinery Ltd.
Heinman Machinery Ltd.
Huron Canada Inc.
Ian Jones Sales Ltd.
Industrial Machinery Exchange Inc.
Iscar Tools Inc.
KBC Tools & Machinery Inc.
Key Equipment Finance
MF Technologies Inc.
Machine Tool Systems Inc.
Machineries BV Ltee
Machinery Canada
Matcom Industrial Installations Inc.
Megatel Inc.
Mitutoyo Canada Inc.
National Leasing Group Inc.
Neiman Machinery Sales Inc.
OmniTrade Machinery
Ossco Machine Sales
Paine Machine Tool Inc.
Parpas America Inc.
Phoenix CNC Tech.
Powermaster Machinery Ltd.
Quickmill Inc.
Royal Products
Sirco Machinery Co. Ltd.
SMS Machine Tools Ltd.
Sparquetec Inc.
Stan-Canada Inc
Swiss Instruments Ltd.
TTL Inc.
Thomas Skinner & Son Ltd.
Toolmex Corp., Machine Tool Division
Top Tech Machinery Ltd.
Toshiba Machine Co. Canada Limited
Ultra Machine Sales Ltd.
Upton & Sullivan Co. Limited
UBJ-Boehringer Inc.
Wells Fargo Equipment Finance
Westway Machinery Limited
Yervant Industriel/AL Inc.