

Today's

Spring 2011

Machine Tools

The Newsletter of the Canadian Machine Tool Distributors' Association

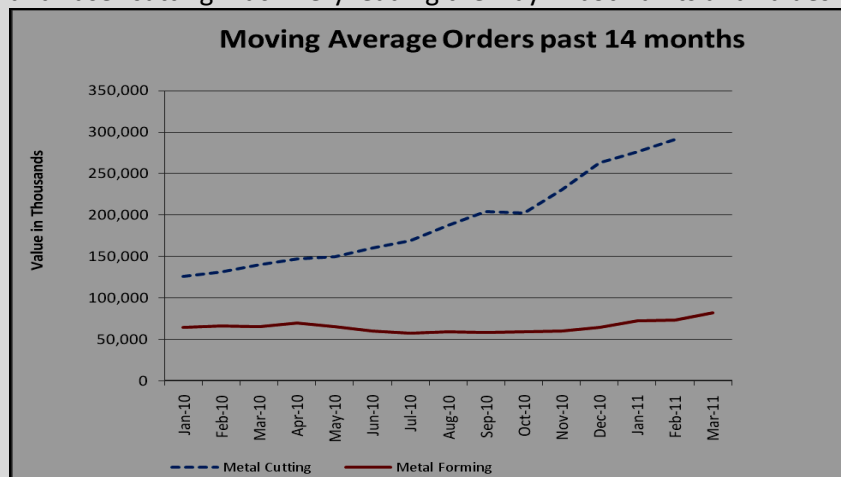
Machine Tool Orders

A robust recovery appears to be underway

Machine tool orders have seen a significant recovery since our last news letter with orders up by a staggering 110% for metal cutting and 160% for metal forming year over year as of the month of March 2011. While we were coming from a pretty low level after the recession these numbers are still fairly remarkable.

Almost all types of metal cutting machinery show gains with the exception of EDM machines which lost ground, sophisticated multitasking lathes and multi axis VMC's saw the greatest gains in both numbers of units and values

CNC Fabricating equipment showed similar gains with Press Brakes and Laser cutting machinery leading the way in both units and values.



Average order size for CNC metal cutting machinery YTD were as follows: horizontal lathes, \$179,000, vertical spindle lathes, \$179,000, multitasking lathes, \$275,000, VMC up to 40" travel, \$104,000, VMC above 40" travel, \$209,000, VMC five or more axis, \$561,000, horizontal machining centers, \$414,000, horizontal machining centers 5axis, \$268,000, milling machines, \$208,000, horizontal and vertical boring machines, \$668,000, wire EDM, \$153,000, sinker EDM, \$163,000, grinders, \$526,000, CMM, \$99,000, saws, \$189,000, others, \$177,000. Average order size for manual metal cutting machines was \$20,000.

Average order size for CNC fabricating machinery were: press brakes, \$121,000, shears, \$48,000, profile cutting laser, \$622,000, profile cutting plasma, \$49,000, profile cutting water jet, \$170,000, other lasers \$1,269,000, tube benders, \$23,000, others, \$278,000. Average order size for non CNC fabricating machinery was \$13,000 and for presses and equipment was \$68,000.

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President's Message

Machine Tool Systems Inc.

This is probably one of the most dramatic periods in our association's history. Rather than elaborate too much, I will simply highlight a few of the global and domestic events that have unfolded since our last newsletter:

Realizing that many of our distributors have strong connections to Japanese business partners, our deepest sympathies go out for both their personal and business losses that are a result of Japan's tragic earthquake, tsunami and subsequent nuclear disaster. In speaking with many associates, this tragedy is already having a massive impact on the machine tool and parts supply chains. Perhaps the biggest issue our associates will face in the short term is the apparent hoarding of parts that is now occurring on a global basis. Customer expectations will have to be managed as simple machining centers and lathes that were commonly stock items are now often four to six months delivery. More sophisticated solutions, especially automation, are often carrying into the New Year for deliveries.

Osama bin Laden's demise, a full decade after 9/11.

NDP is the official opposition party for the first time in Canadian history!

There will be some changes to our Board as Eike Huebner's responsibilities with DMG will now take him to the USA. We are sorry to lose Eike as an active board member. Eike... thank you very much for your insightful participation in our board these past two years! Should our readers have any candidates to offer, we will be seeking nominations for this board position prior to our fall AGM.

Another board member, James Rogowski, is being transferred back to Trumpf, USA, effective August 1st 2011, after having sat on our board for a little less than a year to date. The CMTDA board voted unanimously to have James remain active on the board as he is very well respected within the fabricating sector and has been instrumental as our liaison to the SME for the CMTS. We thank James for his ongoing commitment to the organization.

As part of his contribution, James is forming a show committee to come up with innovative ways to engage new customers to our machine tool shows. Volunteers are welcome to contact James Rogowski james.rogowski@ca.trumpf.com.

We have made very good progress with the SME in forming a new contract for the CMTDA for SME sponsored shows across Canada. The revised contract will replace a long-standing agreement with one that will address member concerns over the cost uncertainties of exhibiting at shows. Once the new agreement is finally ratified by the board the benefits that will be fully explained in a news letter

At the fall AGM, members will have the opportunity to have a demonstration of the working module of the newly refined Compensation Survey. This updated survey, a web-based module, much like the statistics module, will replace our past survey that was historically quite expensive to implement. Our goals with the new online survey are to offer a simple digital interview with data compiled instantly. Valuable year over year will be readily available. This will be launched in late 2011 for participation by all CMTDA full members.

We are also pleased to announce that our contributions to Skills Canada will also continue, with Paul Krainer working as our experienced liaison to the Skills Canada Competition. A commitment of \$5,000 annually has been made towards rewarding young skilled machinists at a provincial and national level <http://www.skillscanada.com>. Please note that the 2011 Skills Canada Competition will be held on June 1-4, 2011 in Quebec City.

We look forward to another successful Spring Cruise aboard the Mariposa Belle. Thanks in advance to Peter Turton, our executive Director, for all of his hard work leading up to the cruise!

Until the cruise,

John Manley

Skills Canada Update



CMTDA will continue with their sponsorship of Skills Canada but have changed the basis of the sponsorship to \$5,000 for the World Skills Competition which takes place every two years. Originally the money had been given directly to the competitors but it will now go to Skills Canada to be used for training budgets and travel for the two competitors attending worlds. In the alternating years \$5,000 will be donated directly to Skills Canada to support the annual Canadian skills competition to help them insure that the CNC machining competition can be held at the same site as the rest of the competition.

This year's Skills Canada competition will be held in Quebec City and details of the venue and events can be found by following this link

http://www.skillscanada.com/index.php?option=com_content&task=view&id=129&Itemid=175

The World Skills Competition will be held in London, UK from October 5th-8th 2011. CMTDA sponsors the two CNC machining competitions in milling and turning



Luke Moore is the representative in the CNC milling competition having won the gold medal at the Skills Canada competition in 2010. He is 21 years old and attends the SAIT Polytechnic in Alberta



Tyler Hackney is the representative in the CNC turning competition and placed second at the Skills Canada competition in 2010. He is 20 years old and attends Fanshawe College. Further information can be found at <http://www.worldskillslondon2011.com>

WMTS AND CMTS 2011 UPDATE

The WMTS scheduled for June 14th-16th 2011 is filling up fast with several CMTDA member companies taking some significant booth space. This should increase attendance at this important Western Canadian machine tool show.

CMTS scheduled for October 17th-20th 2011 is also shaping up to be a bigger show than 2009 with 31 member companies exhibiting.

The CMTDA show committee have been working hard with SME to come up with innovative ideas to improve both the technology content of the show and increase attendance. Contact James Rowgowski at james.rogowski@ca.trumpf.com if you are interested in being involved in these important discussions.

2010 Annual General Meeting

The AGM took place at the Country Club in Woodbridge, Ontario on November 11th 2010 at 3.00 pm. Approximately 80 members were in attendance. The year was reviewed by the various board members and budget for 2011/12 was presented. Peter Borden and Steve Lesnewich of AMTDA gave a presentation on their new statistics module and invited all CMTDA members to participate on a voluntary basis.

Dr Rhett Mayor of Georgia Tech gave a fascinating talk on developments in micro machining and was able to draw on his extensive personal experience in the field to explain both the process and applications of this emerging technology.

The meeting was followed by the Presidents cocktail reception and an excellent meal.

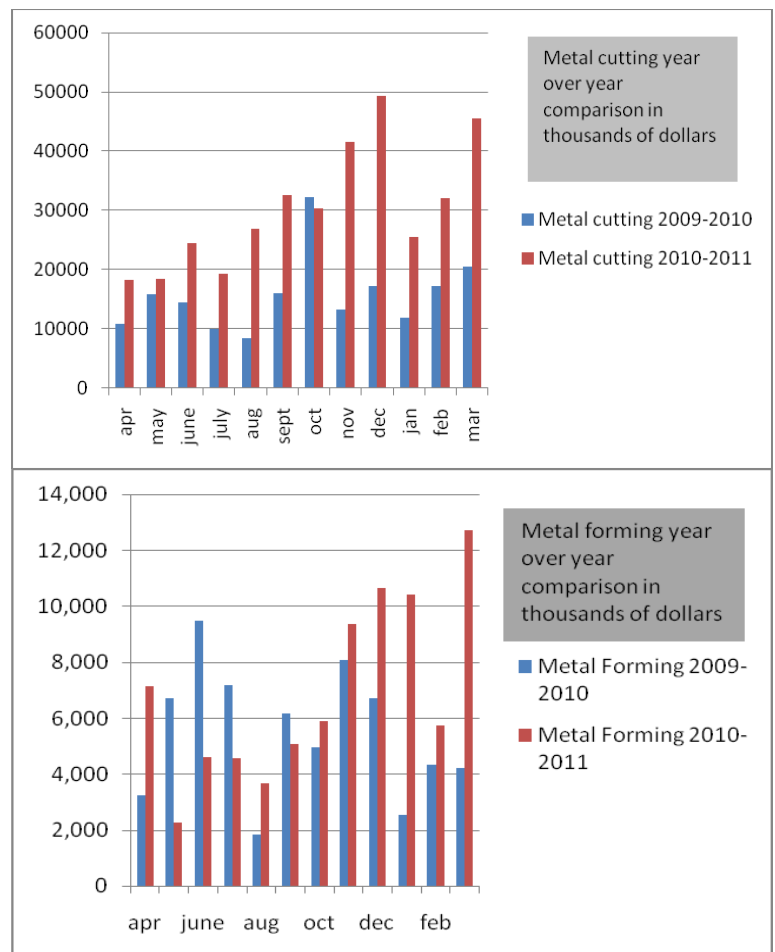
Our thanks go to Canadian Industrial Machinery and Canadian Metalworking for sponsoring the bar and for their continued support of CMTDA events.

SPRING MEETING

Back by popular demand the Spring Cruise is scheduled for June 22nd. We will be again cruising Toronto Harbour aboard the Mariposa Belle.



Leaving Queens Quay at 6.00 pm returning at 10.00 pm. The cruise will include a buffet style dinner of prime rib, chicken and seafood with wine and an open bar. A bargain at \$60.00 per person and great opportunity to meet old friends from the industry. Wives and significant others are welcome as usual and dress is casual. Contact info@cmtda.com for further details



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CMTDA Board of Directors

President	John Manley, Machine Tool Systems Inc.
Past President	Brian Donnelly, Ferro Technique Ltd.
Director	Steve Fitz, SparQuetec Inc.
Director	Frank Haydar, Elliott-Matsuura Canada Inc.
Director	Paul Krainer, Thomas Skinner & Son Ltd.
Director	Bill Mara, Emec Machine Tools Inc.
Director	Juergen Moeglich, Single Source Technologies
Director	James Rowgowski, Trumpf Canada Inc

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 challenges 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
- To promote advances in machine tool technologies
- To assist clients in finding distributors to supply 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 concerns and other issues relating to machine tools.
- To promote and sponsor machining skills development for youth Canada-wide.

How To Join

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 118 Landry Lane, PO Box 951
Thornbury, ON. N0H 2P0. Phone 519-599-2803,
fax 519-599-5154.

CMTDA

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.
Barer Engineering Co.
BLUM LMT Inc.
Cahmac International
Machinery Inc.
CAMfocus Consulting Inc.
Canadian Hardinge
Machine Tools
Canadian Industrial Publishing
Canadian Measurement-
Metrology Inc.
CAMfocus Consultants Inc
Canadian Metalworking
Capital North Corporation
Chipblaster Inc.
CLE Leasing Enterprise Ltd.
CML Machinery Inc.
DMG Canada Inc.
Edge Production Supplies Ltd.
Elliott Matsuura (Canada) Inc.
Ellison Technologies
EMEC Machine Tools Inc.
Empire Machinery & Tools
Ltd.
Enable Capital Corporation
Fagor Automation Canada
Feric Machinery
Ferro Technique Ltd.
Finn-Power Canada Ltd.
Forward Precision Tools and
Machinery
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Hartford Technology Ltd.
Hurco Companies
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SMS Machine Tools Ltd.
SMTCL Canada Inc.
Spark & Co. Inc.
SparQuetec Inc.
Stan-Canada Inc.
Team Machine Tools Inc.
Thomas Skinner & Son Ltd.
Toshiba Machine Co.
Canada Ltd.
TOS Trade Canada
Travellers Financial Corp
Trumpf Canada
Ultra Machine Sales Ltd.
Upton & Sullivan Co.Ltd.
Westway Machinery Ltd.
William M. Brennan Co.
(1978) Ltd.
Zoller Inc.



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