



Today's Machine Tools

Fall 2013

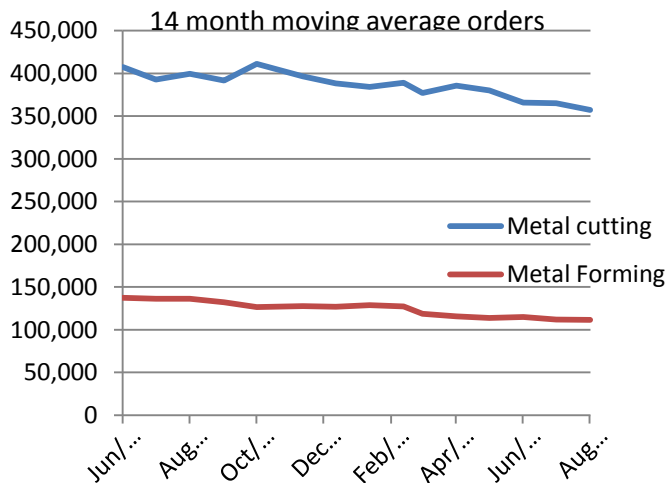
The Newsletter of the Canadian Machine Tool Distributors' Association

Machine Tool Orders

Orders have declined but better things to come

Orders for metal cutting machine tools have declined by 10% in value while units have declined by 12% when comparing August 2013 to August 2012. Orders for 5 axis machines have improved significantly whereas orders for commodity machines such as 2 axis CNC lathes have seen dramatic declines. Most distributors at CMTS seemed positive about the outlook for the balance of the year and quote levels were high

Forming machinery orders have fared much worse with unit sales down by 11% and values down by 19%. This is primarily as a result of declining orders for Laser cutting machines which are down by 38% in units and 46% in values. In all other categories of metal forming machines units sales were down but values were unchanged



Average order size for CNC metal cutting machinery YTD were as follows: horizontal lathes, \$189,000, vertical spindle lathes, \$282,000, multitasking lathes, \$308,000 VMC up to 40" travel, \$119,000, VMC above 40" travel, \$225,000, VMC five or more axis, \$496,000, horizontal machining centers, \$448,000, horizontal machining centers 5axis, \$1,465,000, milling machines, \$58,000, horizontal and vertical boring machines, \$617,000, wire EDM, \$160,000, sinker EDM, \$207,000, grinders, \$218,000, CMM, \$117,000, saws, \$32,000, others, \$144,000. Average order size for manual metal cutting machines was \$16,000.

Average order size for CNC fabricating machinery were: press brakes, \$135,000, shears, \$57,000, turret punches, \$454,000, profile cutting laser, \$592,000, profile cutting plasma, \$306,000, profile cutting water jet, \$241,000, other lasers \$489,000, tube benders, \$12,000, others, \$70,000. Average order size for non CNC fabricating machinery was \$13,000 and for presses and equipment was \$70,000.

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Frank Haydar Elliott Matsuura Canada

Presidents Message

So far, 2013 has been a hectic year for the North American machine tool market.

South of the border, latest AMT statistics for the month of July show sales of 1,937 units with a total value of \$341,191,000 – and an average value per unit of just over \$176,000. Unit sales in July were almost 2% higher than in 2012. Machine tool unit sales in USA have grown for the last three months. AP reported at the beginning of October that US factory activity expanded in September at the fastest pace in the last 30 months – an encouraging sign that manufacturing could lift economic growth in the coming month. ISM (the Institute for Supply Management – a trade group of purchasing managers) has announced that its manufacturing index rose in September to 56.2, the highest since April 2011 (a reading above 50 indicates growth). The strength at factories has the potential to set the stage for even faster growth in the October – December quarter. Many analysts are forecasting the annual growth, in 2013, for the manufacturing sector at the very healthy rate of 3%.

In Canada, CMTDA's statistics for the first eight months of the year (January to August, incl.) show declines over the previous year in all categories:

- Metal Cutting (CNC and non-CNC) is down 12% in units and 10% in sales value.
- Metal Forming (CNC and non-CNC) is down 11% in units and 19% in sales value.

But good news seems to be just around the corner in Canada as well. The seasonally adjusted RBC-PMI (Canadian Manufacturing Purchasing Managers' Index – a composite indicator designed to provide a snapshot of the health of the manufacturing sector) rose to 54.2 in September, up from 52.1 in August. Incoming new work at Canadian manufacturers increased for the sixth consecutive month in September, and the rate of new order growth was strong and the fastest in 15 months. Subsequently, I am quite confident that Q.4/2013 will be a successful selling period for our industry.

For most CMTDA members the event of the fall was the just ended Canadian Manufacturing Technology Show, which this year took place between September 30th and October 3rd. For 2013 the CMTS has returned to the International Center in Mississauga, just across from Toronto's Pearson Airport. Event producer SME has advised us following preliminary data regarding the show:

- Total net attendance: 7,576 (a 23% increase over the 2011 event).
- Total net exhibit space: 127,555 sq.ft. (an increase of 18% over the 2011 event).
- Total number of exhibitors: 390 (an increase of over 11% over the 2011 event).

SME made great efforts and succeeded in showcasing the great technology and variety of equipment exhibited on the floor. Media exposure, the shuttle bus service, the speakers, conferences, and the student program, as well as the spectacular Avro Arrow display, have all contributed to the success of the show - appropriately called by many in our industry as 'Canada's National Manufacturing Event.' 70% of the floor space has been rebooked for the 2015 event.

I would like to take this opportunity to welcome Luke Kerr of Amada Canada to the CMTDA board of directors', Luke will replace Daniel Medrea of DMG/Mori Seiki/Ellison Technologies who has resigned from the board due to the pressure of work. Many thanks go to Daniel for his effort and support.

The web based compensation survey is complete and should be ready to go shortly. As with statistics the information provided will be kept in strictest confidence and the compiled results will only be made available to those members that participate.

Our AGM will be held on December 5th at the Country Club in Woodbridge. The hockey fans who have enjoyed Wendel Clark's presence at CMTS, will have a great incentive to attend our AGM, as Scotty Bowman, the Hall of Fame coach will be our guest speaker along with Elliotte Friedman from CBC Sports who will discuss "Building a Winning Team" This should be an informative and fun evening.

As we enter the very important last quarter of the year, I wish you all a most successful year end, and look forward to see you at the forthcoming AGM.

We welcome new members who have joined the Association since our last newsletter as follows
B. W. Guild Equipment Inc., Ayr, Ontario. Contact Barry Guild, barry@bwguild.com Phone 519-624-9806
Compumachine Canada, Toronto, Ontario. Contact, Peter Ferry, peter@compumachine.ca Phone 416-291-9499
Synergy Machine Sales, Mississauga, Ontario. Contact, Danny Brewer, danny@synergymachinesales.com Phone 905-564-7600



71st Annual General Meeting

Please join us for the
71st CMTDA Annual General Meeting
with cocktail reception & dinner to follow.

Location: Rattlesnake Point Golf Club
Date: December 5th, 2013
Time: 3:00 p.m.

Building a Winning Team Scotty Bowman & Elliotte Freidman



Scotty Bowman
Former NHL Coach

A larger-than-life figure, Scotty Bowman is the "winningest" coach in NHL history. Bowman has made 28 total playoff appearances and won nine Stanley Cups in all. He has won the NHL Championship with three different teams, a feat

that has not been matched by any other coach in the NHL, NFL, NBA or MLB. He is a living legend in the world of professional sports.



Elliotte Friedman
CBC Sports Reporter

Elliotte Friedman is no ordinary sports announcer. Currently a reporter for CBC's Hockey Night in Canada, Friedman has also covered 4 Olympic Games, the World Series, and every Stanley Cup since 1988. He is known for his dedication to his work, his keen insights into the world of sports and his dry wit. His CBC blog series, "30 Thoughts," has become a must-read for hockey fans and insiders.

Rattlesnake Point Golf Club, 5107 Regional Road 15 Milton, ON December 5th, 2013 @ 3:00pm

The 71st annual general meeting will be held at Rattlesnake Point Golf Club on December 5th 2013 and each member company will be allowed to send up to 2 participants at no charge. The start time will be 3.00 pm and the meeting will be followed by a cocktail reception and dinner. Please mark your calendar accordingly. An official invite will be forwarded by e mail shortly.

CMTDA Directory.

The 2013 directory was published in June by Canadian Metalworking and was the first of its kind in a new format. There were few inaccuracies especially in the product section which should be resolved in the next issue. Canadian Metalworking will be contacting each member company to go through their listings individually and your cooperation in providing up to date information will be much appreciated. The old adage of "garbage in, garbage out" is true and we aim to make a directory that truly represents all our member company's product and contact information

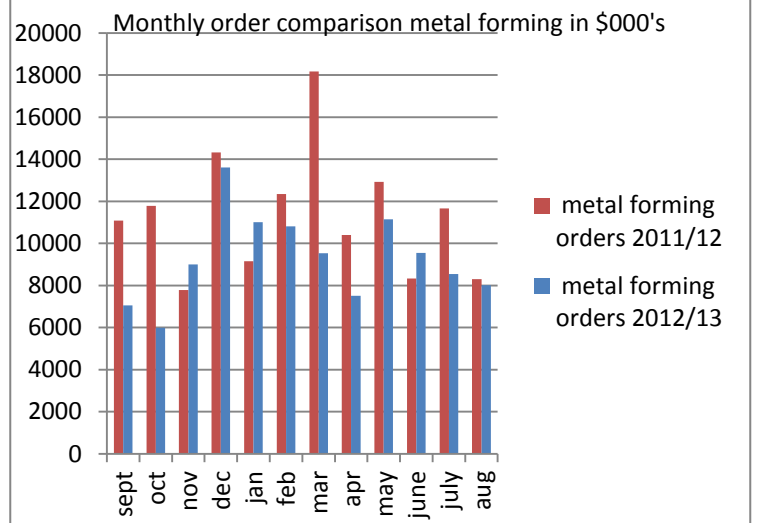
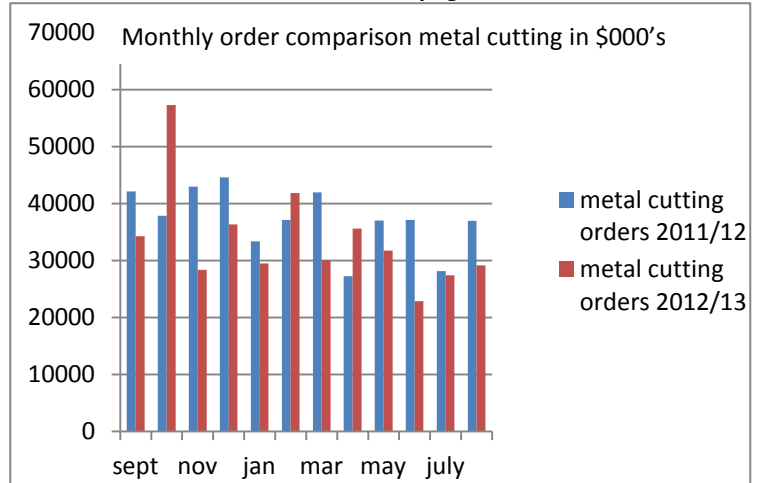
SPRING MEETING 2013

The spring meeting which took place at the sightlines restaurant in the Rogers Centre in June was a great success with almost 120 CMTDA members, spouses, friends and family in attendance. The buffet dinner was excellent and that along with an open bar made for a memorable evening.

The weather was perfect with the roof open and bright sunny skies and the Blue Jays topped it all off by beating the Colorado Rockies handily.

The consensus of all those who attended was that the evening was outstanding and should be repeated next year so look out for more information in the new year and plan to attend in 2014

Machine Tool orders continued from page 1



CMTDA Board of Directors

President	Frank Haydar, Elliott Matsuura Canada Inc
Past President	John Manley, Machine Tools Systems Inc
Director	Ray Buxton, Mazak Canada Inc
Director	Robert Dunbar, DMG/Mori Seiki/Ellison
Director	Luke Kerr, Amada Canada
Director	Tejal Mehta, Emec Machine Tools Inc.
Director	Stefan Schreiber, Trumpf Canada Inc

Executive Director **Peter Turton**

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, RR1, 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
Akhurst Machinery Ltd.
All Fabrication Machinery Ltd.
Amada Canada
Barer Engineering Co.
BLUM LMT Inc.
Buy Premium Tools
B W Guild Equipment Inc
Cahmac International
Machinery Inc.
Canadian Industrial
Machinery, CIM
Canadian Measurement-
Metrology Inc.
Canadian Metalworking
Capital North Corporation
CLE Leasing Enterprise Ltd.
CML Machinery Inc.
Compumachine Canada
DMG Canada Inc.
ECCO Machinery
Edge Production Supplies Ltd.
Elliott Matsuura (Canada) Inc.
Ellison Technologies
EMEC Machine Tools Inc.
Empire Machinery & Tools
Ltd.
Enable Capital Corporation
Fabricating Machinery
Solutions
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Ferric Machinery
Ferro Technique Ltd.
Garant Machinerie
Haco Canada Ltd.
Hartford Technology Ltd.
Heinman Machinery Ltd
Hurco Companies
Huron Canada Inc.
Ian Jones Sales Ltd.
Industrial Machinery
Exchange Inc.
Iscar Tools Inc
ITN Logistics Group
Kennametal Ltd, Canada
LaMarche Machinery Inc.
L.S. Walker Machine Tools
Inc.

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SMTCL Canada Inc.
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Team Machine Tools Inc.
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Thomas Skinner & Son Ltd.
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Canada Ltd.
TOS Trade Canada
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Ultra Machine Sales Ltd.
Westway Machinery Ltd.
William M. Brennan Co.
Zoller Inc



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