

# Newsletter



CANADIAN MACHINE TOOL  
DISTRIBUTORS' ASSOCIATION

## CMTDA President's Message

Welcome to our 8th edition of the newsletter.

We have recently held our Annual Spring Meeting and a special 60th Anniversary Celebration at Deerhurst Resort in Huntsville, Ontario.

We were delighted at the response from our Members having a total of 82 people attending the weekend of festivities.

It offered an excellent opportunity to network with competitors and friends alike.

The Speaker program gave some insight to all participants, covering subjects that included Lean Manufacturing, Stress Management and some new thoughts on Selling.

A special thank you to Bob Kups, vice president of manufacturing technology with Parker Hannifin Corporation for his time and effort. He came all the way from Cleveland, Ohio and made an excellent presentation on Lean for the attendees.

We were delighted to have Ralph Nappi, president of the American Machine Tool Distributors' Association, along with his wife Karen, and AMTDA Chairman Bob Johnson attend.

Ralph gave an excellent presentation relating to distributor focus for the future. Many thanks to all three of you for your contribution and for enhancing our meeting with your presence.

Darren Carroll presented an updated compensation survey to be sent to members shortly.

We are looking for a greater response from our members to make this a more valuable tool as the orientation has been changed to reflect more useful information.

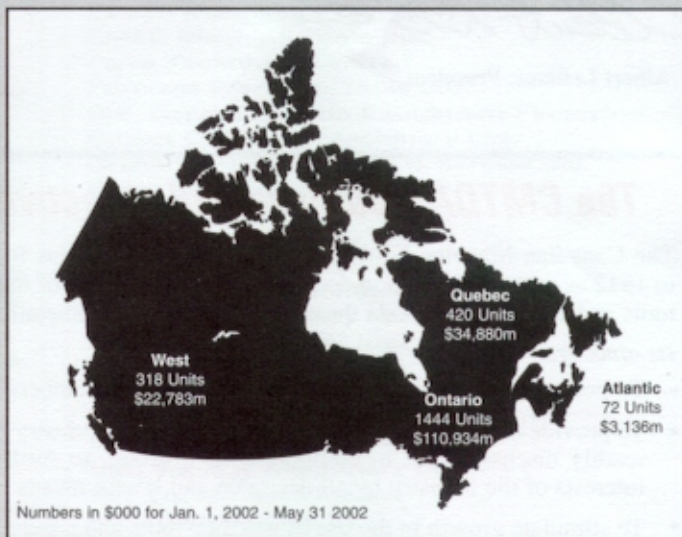
This new document will enable the recipient to evaluate their employees compensation compared to the rest of the industry. I urge you to fill it out as only members that supply input will receive output.

It was my pleasure to present Bob Burnside with an Honourary Membership to CMTDA. Jeff Pickup and Nigel Darbin, both Past Presidents, were also made Honourary Members but unfortunately were not able to attend. Congratulations to all three and we look forward to seeing more of you.

We have written a history of our Association covering six decades



Albert Leblanc



## Machine tool sales not responding with an improved economy

by CMTDA Executive Director Jim Burrows

All machine tool distributors are feeling continued depressed business conditions while reports of good economic growth and a stronger dollar push Canada's economy ahead.

The average order size remains similar with lathes averaging \$232,500, vertical machining centers, \$185,000 and horizontal machining centers coming out at \$385,000. Horizontal and vertical boring machines averaged a higher \$854,000, however there were 10 machines total sold rather than 23 for 2001 at this point. CNC EDM machine sales were similar to last year at \$204,000 but unit numbers increased from 28 to 42. CNC grinding was \$306,000 and an equal number of units as in 2001. Coordinate measuring machines averaged \$165,000, down from \$283,000 in 2001. Non CNC metal cutting machines maintained an average order of \$19,000 but were down 7% from last year. Machine tools for fabricating are down by 16% with profile cutting suffering 50% lower units and 25% lower dollars. The average sale in fabricating suffered by \$8,000, working out at \$45,000. Metal stamping kept a similar number at \$27,000. We have also produced a moving average chart showing results over the past two years.

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More industry statistics on page 3



from 1942 to 2002.

The document highlights the many achievements over 60 years starting from an original 10 companies and now boasts a membership of 60 regulars and 10 associates for a total of 70 members. Should you wish to have a copy, please contact the CMTDA office.

Thanks to all the Directors for their support on this 60th Anniversary Celebration and a special mention to both Jim and Marilyn Burrows for the many hours resulting in a very memorable and successful meeting for all who attended. The enthusiasm and results were very gratifying for your Board.

My best wishes to all for a nice and relaxing summer.

Best regards,



Albert LeBlanc, 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 Spring Meeting, 60th Anniversary Celebration**

Eighty-two members and guests enjoyed a wonderful weekend attending the Annual Spring Meeting and 60th anniversary celebration. CMTDA President Albert LeBlanc welcomed all attendees, past presidents and honorary members. He then shared the CMTDA history over the past six decades. Darren Carroll discussed our upcoming compensation survey. All participants were treated to an excellent speaker program led by Bob Kups of Parker Hannifin Corp., Cleveland, OH. The next speaker was Ralph Nappi, president of AMTDA. Ralph provided insights on future considerations for machine tool distributors. Friday evening was spent networking and having an indoor barbecue because of the weather. Saturday featured two speakers. The first was Dr. Ken Shonk, presenting his ideas on stress management and adding some humour to your life. The second speaker, Doug West, gave some selling ideas for all to consider. This was followed by a rainy golfing afternoon. Dinner on Saturday evening included a photograph of each couple, a welcoming flute of champagne, a great dinner served by Deerpark Resort. Entertainment was provided by the Up Front Band. Sunday morning included a joint meeting with spouses, breakfast, and an enlightening and inspiring presentation by Gord Paynter. Jim Burrows presented the golf winners with a Deerpark golf shirt. The winning ladies were Sue Turton, Heather MacLean, Nancy Robb and Brenda Bishop. The winning men's team comprised Albert LeBlanc, Nigel Bishop and Jean Zangao. Congratulations to all. Albert LeBlanc wished all a safe trip home and a heartfelt thank you for attending.

## **New compensation survey approved**

The CMTDA Board of Directors approved a new compensation survey for members to cover the year 2001. The changes made have less emphasis on Owner/President remuneration and more coverage on the sales, service and application area. The Directors feel that the Association needs at least 25 participants to make the survey meaningful. This time around, there will be no cost to the members and the results will only be sent to the members that participate in the input. The CMTDA accounting and auditing firm of Martin, Dooley & Partners will tabulate the results and maintain complete confidentiality. The plan is to run the survey every two years.

## **Upcoming Events**

### **August 29, 2002**

CMTDA Golf Classic, Pheasant Run Golf Club, Newmarket, ON

### **October 22-24, 2002**

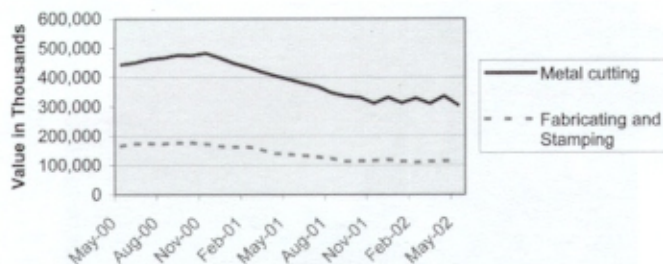
Weld Expo Canada; Canadian Fabricating and Stamp- ing Machinery Show, Finishing Expo Canada, National Trade Centre, Toronto, ON

### **November 21, 2002**

CMTDA Annual General Meeting; Toronto Board of Trade Country Club, Woodbridge, ON



## MOVING AVERAGE ORDERS



The most graphic representation of the market conditions is the Moving Average Orders chart, which plots the year over year moving average.

## Montreal Fabricating & Machine Tool Show A Success

CMTDA distributor members were very pleased with the quality of attendees at the recent Montreal Show.

Several member companies reported receiving orders at the show along with what they felt were excellent leads. The show was held on a Monday, Tuesday, Wednesday, May 13 - 15, with the Tuesday edition of the show being the most productive for exhibitors.

There were a total of 8,355 visitors, not counting the students attending the show. Place Bonaventure was booked to capacity with 256 exhibitors, 29 being CMTDA members.

CMTDA maintained a booth as well, from which we expect further membership for our association.

## CMTDA Supports AMTDA'S CMTSE Program

The Canadian Machine Tool Distributor's Association were pleased to promote a special examination site for the July 27, 2002 exam date.

Several companies have participated in the correspondence course to have their staff upgraded to a Certified Machine Tool Sales Engineer. The exam location will be at Ryerson Polytechnic University in Toronto for the first time. We are looking forward to sending our congratulations to the member participants. The CMTDA \$100.00 (US) rebate for successful students of CMTDA member companies is still in effect and will be sent upon completion.

The new CMTSE's will be proud to wear their identification at the upcoming International Manufacturing Technology Show in Chicago this coming September.

## CMTDA Board of Directors

### President

Albert Leblanc, A.W. Miller Technical Sales Canada

### Past President

Robert Dunbar, Toshiba Machine Co. Canada Ltd.

### Vice President and Trade Shows

Kurt Neiman, Neiman Machinery Sales Inc.

### Statistics

Darren Carroll, Ossco Machine Sales

### AMTDA Liaison

Michael Carr, Elliot-Matsuura Can. Ltd.

### Government Relations

John Manley, Machine Tool Systems Inc.

### Membership

Brian Donnelly, Ferro Technique Limited

### Education

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.  
Amada Canada Ltd.  
Amcan Machine Tool Technology Inc.  
Barer Engineering Co.  
Cahmac Int'l Machinerie Inc.  
Canadian Hardinge Machine Tools  
Citicapital Commercial Corp.  
Citicorp Vendor Finance  
Compumachine Canada Inc.  
CML Machinery Inc.  
Cutting Systems Inc.  
DMG Canada Inc.  
Elliott-Matsuura (Canada) Inc.  
Ellison Machinery Company  
EMEC Machine Tools Inc.  
Ferro Technique Limited  
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.  
Hascotech Inc.  
H. H. Roberts Machinery Ltd.  
Heinman Machinery Ltd.  
Hitachi Seiki U.S.A. Inc.  
Huron Canada Inc.  
Ian Jones Sales Ltd.  
Industrial Machinery Exchange Inc.  
Iscar Tools Inc.  
KBC Tools & Machinery Inc.  
Key Equipment Finance  
MF Technologies Inc.  
M. Jahn Machine Tools Inc.  
Machine Tool Systems Inc.  
Machineries BV Lt'ee  
Machinery Canada  
Megatel Inc.  
Matcom Industrial Installations Inc.  
Mitutoyo Canada 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 Bank of Canada, Royal Bank Leasing  
Royal Products  
Sirco Machinery Co. Ltd.  
SMS Machine Tools Ltd.  
Sparquetec Inc.  
Stan-Canada Inc  
Swiss Instruments Ltd.  
Thomas Skinner & Son Ltd.  
Toolmex Corp., Machine Tool Division  
Top Tech Machinery Ltd.  
Toshiba Machine Co. Canada Limited  
Upton & Sullivan Co. Limited  
UBJ-Boehringer Inc.  
Wells Fargo Equipment Finance Company  
Westway Machinery Limited  
Yervant Industriel/AL Inc.



# **CMTDA 60th Anniversary Celebration**

*June 14-16, Deerhurst Resort, Huntsville, ON*



*CMTDA President Albert Leblanc welcomes members and guests to the association's 60th anniversary celebration at Deerhurst Resort.*



*Ralph Nappi, president of the American Machine Tool Distributors' Association, discussed trends impacting on machine tool distributors.*



*CMTDA Past President Robert Dunbar (left) thanks guest speaker Robert Kups with Parker Hannifin.*



*CMTDA Executive Director Jim Burrows (left) makes a presentation to Nigel Bishop (center) and Albert Leblanc, who were on the winning men's golf team. The third member of the team, Jean Zangao, is not present.*

**The CMTDA recently held its 60th anniversary celebration at the Deerhurst Resort in Huntsville, ON. The three-day event was attended by some 82 members and guests. The event featured a number of guest speakers including Ralph Nappi of the American Machine Tool Distributors Association.**



*Tee-off at the first hole attracts an interested group of on-lookers.*

## **News Update**

The CMTDA recently welcomed seven new regular members and one new associate member to the association. New members joining include **Machineries BV Ltd.**, Claude Vignoul, president; **Sparquetec Inc.**, Steven Fitz, president; **MF Technologies Inc.**, Michel Favreau, president; **Huron Canada Inc.**, Bernard

Echevard, general manager; **Top Tech Machinery Limited**, Claudio Picchetti, president; **Cutting Systems Inc.**, William Ketelaars, president; **Canadian Hardinge Machine Tools**, William Zinn, manager international sales; and **Wells Fargo Equipment Finance Company**, Lee Vogan, managing director.

CMTDA President Albert Leblanc welcomed **Bob Burnside** as an Honorary Member of CMTDA at the Annual Spring Meeting and 60th Anniversary celebration at Deerhurst Resort on June 13. At the same time, he also announced the appointment of **Jeff Pickup** and **Nigel Darbin** as Honorary Members.