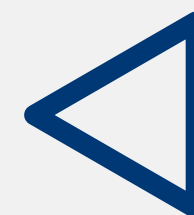




EMEA POWER TRANSMISSION
DISTRIBUTORS ASSOCIATION



EDITION **2019**
2020



BLUE BOOK

INDUSTRY REVIEW &
MEMBERSHIP DIRECTORY



Koyo

Tough on Friction, Kind to Earth

www.koyo.eu << visit our website



EPTDA BLUE BOOK INDUSTRY REVIEW & MEMBERSHIP DIRECTORY

The Blue Book is the master reference guide of all movers and shakers of the power transmission and motion control industry across Europe, the Middle East & Africa, and selected companies from the rest of the world.

The EPTDA Blue Book reaches thousands of PT/MC Manufacturers, Distributors, Associates, suppliers and end-users worldwide.

Launched in 2008, the Blue Book is acknowledged industry-wide as the one channel to find A-brand market players across EMEA and rest of the World. Being featured in the EPTDA Blue Book automatically gives a certain seal of quality and a stamp of approval for the genuine quality of the products and services offered by the companies represented. Since 2015, the Blue Book is also available online helping to amplify the reach and brand awareness of the association and its members.

The Blue Book provides exclusive, up-to-date information on all types of providers of power transmission and motion control-related systems, products and services. It devotes one full profile page on the description and contact details of each one of the members of this leading PT/MC association. The Blue Book's profile pages are listed in alphabetical order of company name, and divided into three categories: Distributors, Manufacturers and Associates. The Blue Book also features members in a country index and a product index.

The Blue Book also serves as the industry and association's business review providing the latest updates on EPTDA's initiatives, benefits of membership, governance, events, branding and communication, membership growth, market profiles, trends, best practices and business processes on the PT/MC community and industry.

The Blue Book is a global recognition of the EPTDA community and the role they play unitedly in helping advance industrial distribution around the world.

EPTDA hopes that our readers will find this publication of great value and reference. We also encourage our readers to refer to the online digital version, which is updated regularly, in the form of electronic addenda to the original version.

Welcome to the 2019-2020 edition of the EPTDA Blue Book.





EMEA POWER TRANSMISSION DISTRIBUTORS ASSOCIATION

www.eptda.org

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DISCLAIMER

All information presented in the 2019-2020 EPTDA Blue Book reflects data provided to EPTDA by its members.

While EPTDA has confidence in this data, it makes no guarantee as to its accuracy or completeness.

For the most up-to-date information on the association and its members, please visit www.eptda.org.

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**LEADING
ASSOCIATION
OF POWER
TRANSMISSION &
MOTION CONTROL**



3-YEAR STRATEGIC PLAN 2019-2021

Marking the successful completion of EPTDA's 2014–2018 five-year strategy, EPTDA is launching a new strategic plan to set the association up for success going forward and to ensure that the association remains relevant and delivers unparalleled value to its members. In light of the rapidly changing environment, EPTDA has developed a new three-year strategy, as opposed to the longer five-year term used previously. The plan was presented at the Annual Business Meeting in London in September 2018.



MISSION

EPTDA's mission is to strengthen its members in the industrial distribution channel to help them to be successful, profitable and competitive in serving customers according to the highest standards.



VISION

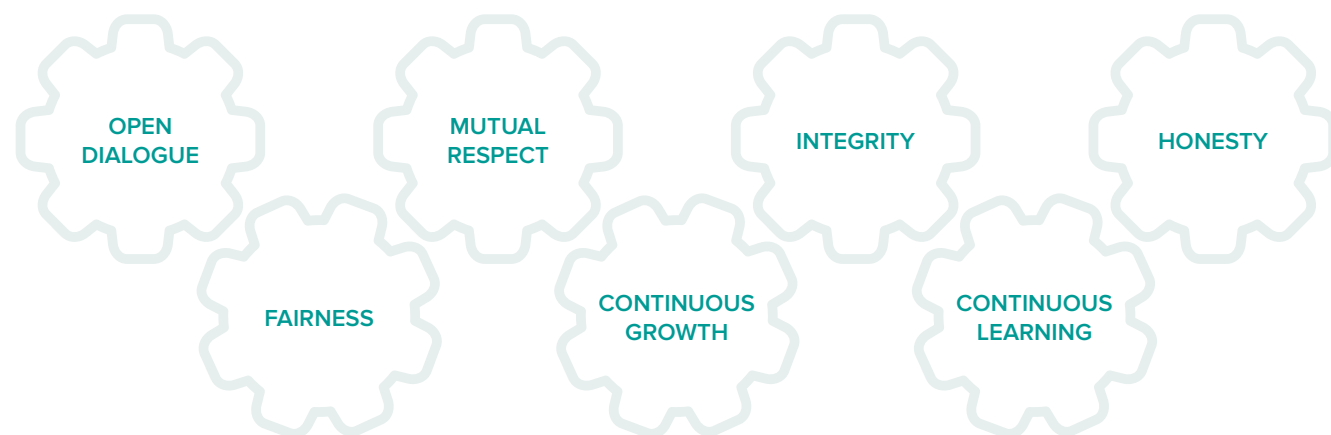
To be the leading community in the EMEA region for industrial distribution, as recognized by customers.



IDEAL FUTURE STATE

Industry professionals and authoritative bodies proactively seek out EPTDA as a result of its rich networking opportunities, and history of creating knowledge that forms the future of the industry and facilitates the advancement and success of its members.

EPTDA CORE VALUES



4 STRATEGIC INITIATIVES



MEMBERSHIP GROWTH

Grow EPTDA membership in a manner that is representative of the evolving PT/MC industry, thereby enhancing the organization's relevancy and influence.



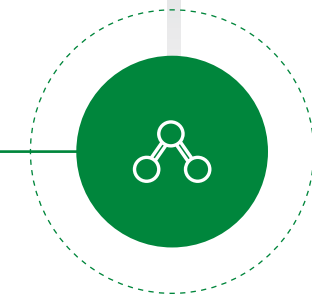
IN-PERSON NETWORKING

Position EPTDA as "the" hub of the industry by creating a menu of experiences that increase in-person business development opportunities and member engagement, while enhancing the association's financial stability.



CONTENT DEVELOPMENT

Create a robust menu of products and services that deliver unquestionable value to EPTDA members throughout the year.



EXTERNAL RELATIONS / COLLABORATION

- ▶ Increase the diversity of input for the purpose of making informed decisions related to member and industry value delivery
- ▶ Capitalize on collaboration and partnerships to deliver EPTDA's value proposition
- ▶ Increase EPTDA brand awareness, thereby better positioning EPTDA as an industry leader



▶ LEADING ASSOCIATION OF POWER TRANSMISSION & MOTION CONTROL

HISTORY AND KEY MILESTONES

Over a course of two decades only, EPTDA has grown into a leading organization for the mechanical power transmission and motion control industry, bringing together more than 250 qualified companies from across Europe, the Middle East and Africa, and the rest of the world. It has established a solid reputation and has become a reference channel for all industry decision-makers seeking top-level networking and business opportunities of the highest caliber.

EPTDA was founded in 1998 as the European Power Transmission Distributors Association. It was an initiative started by a group of power transmission and motion control (PT/MC) professionals who believed in bringing Distributors and Manufacturers together on one joint platform. The idea was officially kicked-off in Marbella, Spain in 1999 under the visionary leadership of Mr Heinz Landhäuser, EPTDA's Founding & Honorary President, and the Power Transmission Distributors Association (PTDA in the USA).

The very first companies that laid the foundations of the EPTDA membership base came from across Europe, with a shared faith in the power of joint efforts to build a better future for the industry and stakeholders:



**E. SCAZIKIS-L.
MARANGOS**



Greece



**FAG
PORTUGESA, S.A.**



Portugal



**RODAMIENTOS
FEYC, S.A.**



Spain



**MONDIAL
S.P.A.**



Italy



**ERIKS
GROUP**
(then called
Baudouin Industrielle
Toelevering)



Belgium



**RUBIX
GROUP**
(then called
Orefi, and then
IPH Group)



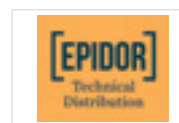
France



**FREUDENBERG
SEALING
TECHNOLOGIES**
(then called Technischer
Handel Freudenberg KG)



Germany



**EPIDOR
S.A.U.**
an EPI INDUSTRIES
family of
companies



Spain

HANNOVER MESSE

PIONEERS GET NEW TECHNOLOGY FIRST.

1–5 April 2019

Hannover • Germany

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Deutsche Messe

Home of industrial pioneers





▶ LEADING ASSOCIATION OF POWER TRANSMISSION & MOTION CONTROL

**FOUNDED IN 1998,
SUPPORTED BY SOME
38 DISTRIBUTOR AND MANUFACTURER
MEMBER COMPANIES,
EPTDA HAS NOW BECOME
THE LARGEST AND LEADING ASSOCIATION
FOR THE
POWER TRANSMISSION AND
MOTION CONTROL INDUSTRY IN EMEA.**

1998 Foundation of EPTDA.



1999 The first milestone of 100 members achieved triggering a steady rise in the years that followed.



2001 EPTDA introduces "Associate" membership category



2004 Critical mass of 190 members reached. From 2004 to 2008, the association's membership grew to 200 active companies.



2008 10 years anniversary unveils a revamped brand image. EPTDA welcomes 200+ members, taking its total portfolio to 207 eligible companies.



2009 Despite progressive consolidation, relocation in emerging countries and the global economic downturn that hit the industry, the association maintained its strong membership retention rate.



2014 EPTDA adds Middle East and Africa to its portfolio and launches a robust 5-Year Strategic Plan.



2018 Launch of a new three-year strategic plan focused on delivering four priority objectives:

1. Membership Growth
2. In-person Networking
3. Content Development
4. External Relations / Collaboration



▶ LEADING ASSOCIATION OF POWER TRANSMISSION & MOTION CONTROL

Since its inception, EPTDA has evolved and adapted to its own and its members' ever-changing and ever-growing needs. From a non-stock corporation registered in the US state of Delaware in 1998, EPTDA was established as a Belgian not-for-profit association in 2004. In 2003, the headquarters were moved to the European capital, Brussels – from Heidelberg, Germany (1998-2003) – to position the association as a pan-European, and later pan-EMEA organization with ambitious growth plans.

EPTDA started with only 38 members in 1998. The association has grown to over 250 member companies in 20 years. Over this short period of time, the association has raised its brand awareness, gained influence, helped to improve business practices and standards, attracted new members and launched its activities in emerging markets.

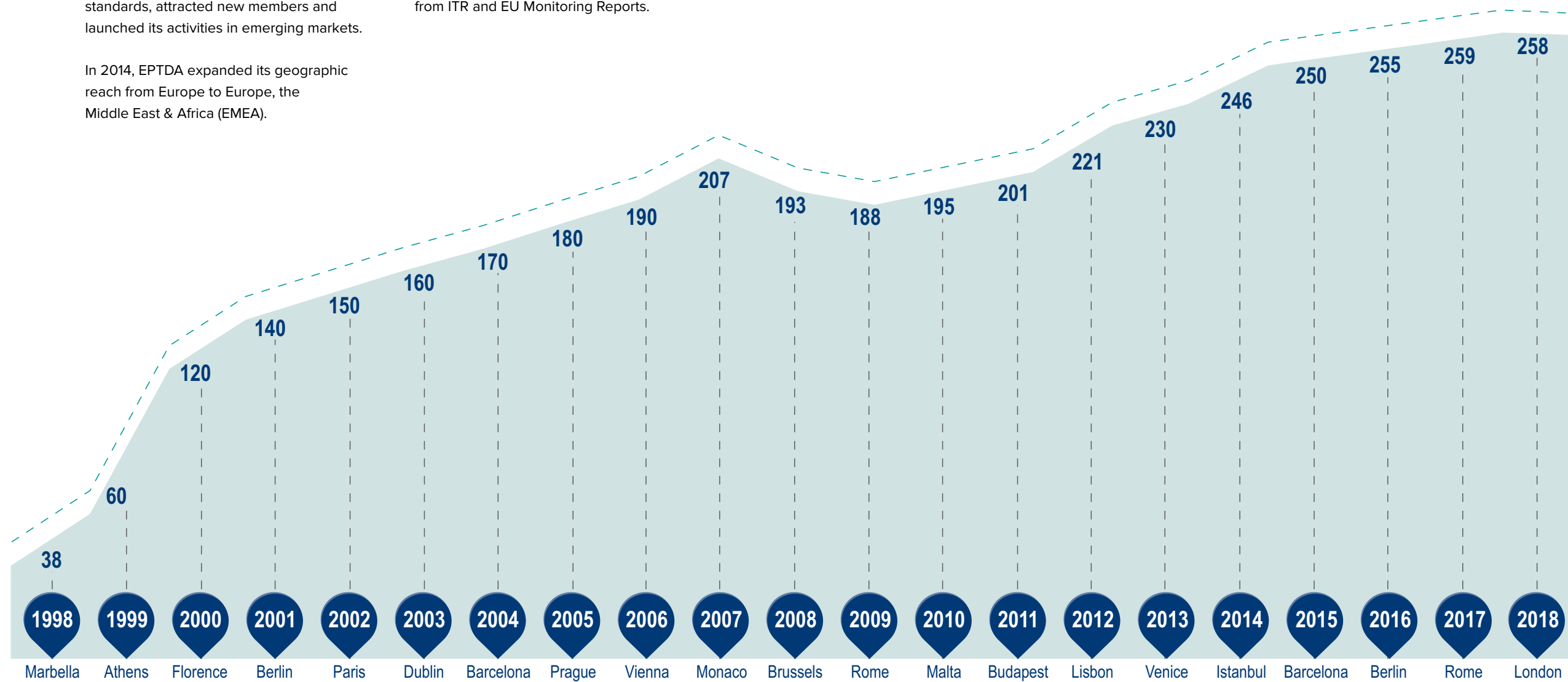
In 2014, EPTDA expanded its geographic reach from Europe to Europe, the Middle East & Africa (EMEA).

Today, EPTDA has become the largest and leading organization of PT/MC Distributors and Manufacturers across Europe, the Middle East and Africa. It is one of the most powerful and respected platforms of its kind for the industry worldwide.

EPTDA is the only community where Distributors and Manufacturers can network and share best practices in an informal way, while gaining unique insight into their specific sector and business. Over the past few years, EPTDA has developed powerful tools to support its members and help them stay competitive in today's constantly evolving marketplace and business environment. These include Product Line Intelligence, Oxford Economics Industry Forecast Report, Market Forecast Report from ITR, Bi-Monthly Economic Report from ITR and EU Monitoring Reports.

The association also provides best practice guides on GDPR, Anti-trust regulations, Environmental Responsibility policy changes to its members. Professional networking is one of the most important benefits of being an EPTDA member. EPTDA's unique series of events such as the Annual Convention, the MD-IDEX and D2D-IDEX platforms, Regional Conferences and Future Leaders events represent exceptional opportunities to meet with top level leaders of the member companies.

Moving forward, EPTDA will focus on further growth, on strengthening its presence in Western Europe and on finding more high-quality, independent Distributors with an international outlook. EPTDA also aims to help more quality Distributors and Manufacturers connect with the leading executives and professionals in the PT/MC industry. Furthermore, targeted personal and professional development opportunities are a cornerstone of EPTDA's member development and growth strategy. A special emphasis is directed on training the future leaders and offer continuing education for active business executives.



MEMBERSHIP GROWTH
(number of member companies at Annual Conventions)



EPTDA GOVERNANCE
BOARD OF DIRECTORS,
COMMITTEES &
COUNCIL LEADERS



A message from the

EPTDA
PRESIDENT
Zoltan Arkovics

MANAGING DIRECTOR
BDI Europe Ltd.
Hungary

EPTDA is a catalyst for ensuring transparent, ethical and beneficial relationships between distributors and manufacturers of the power transmission/motion control (PT/MC) industry. We are committed to providing membership value in many areas and promoting the transparent flow of new ideas and initiatives.

As the newly appointed President of EPTDA, I am honored to have earned your support. I also feel privileged to be given the opportunity to serve you during this exciting and everchanging time in our industry.

Over the past few months, we've discussed and debated subjects that touch our everyday business operations as well as ones affecting the industry as a whole – AI permeation, IoT, data centralization and protection, UI overhauls, drones, mergers and acquisitions – just to mention a few. Participating in these conversations, I've noticed a commonality among the most successful executives and companies among us – all are driven by a well-designed strategy.

EPTDA has a new 3-Year strategy of its own, focused on managing change and delivering on our vision to be the leading community in the EMEA region. The plan was conceived by many member volunteers, who have contributed and shared their visions and ideas for EPTDA's future.

EPTDA will continue to serve as a “melting pot” between distributor and manufacturer members of all types – big and small, global and local, well-known and new – providing productive networking opportunities and strong membership support. We will continue to forge ahead as an open-minded, innovation-focused, progress-oriented, entrepreneurial community that will empower, protect and promote the interests of our industry worldwide.

4 STRATEGIC INITIATIVES



MEMBERSHIP GROWTH



IN-PERSON NETWORKING



CONTENT DEVELOPMENT



EXTERNAL RELATIONS/COLLABORATIONS

All of us should be proud of the journey EPTDA has completed since our inception in 1998 as an affiliated organization of the PTDA.

On behalf of the entire leadership of EPTDA, I would like to thank you for being a valuable member of the organization, for all your contributions, for your commitment, and for your invaluable volunteer work.

Great opportunities and challenges await us, and with your help we will make the coming years our best!



A message from the

**EPTDA
EXECUTIVE
VICE PRESIDENT
Hans Hanegreefs**

EPTDA Association Headquarters
Belgium

In 1998, a small group of visionary and ambitious PT/MC leaders laid the foundations for EPTDA. 20 years on, EPTDA has become the leading industry association and one of the most trusted brand names across Europe, the Middle East and Africa among leading Distributors and Manufacturers.

More than 250 member companies from 34 countries share one common vision and mission. In this edition of Blue Book, we are pleased to present you with our new 3-year strategic plan, crafted by a dedicated Strategy Development Think Tank – made up of 13 EPTDA leaders including past leaders, board of directors, executive committee, volunteers and our members, who continue to demand excellence in every core of our benefits and initiatives.

EPTDA's ideal future state, as identified through the strategic plan will be: Industry professionals and authoritative bodies proactively seek out EPTDA as a result of its rich networking opportunities, and history of creating knowledge that forms the future of the industry and facilitates the advancement and success of its members.

EPTDA will step up its efforts to facilitate a powerful interaction between Manufacturers and Distributors. Every year, we continue to set an extraordinary stage for world's leading networking forum. We continue to serve as a trusted source for market intelligence and economic forecasts. We are investing greater amount of efforts and funds into market data, industry best practices and professional development of our Future Leaders. We are the voice of our industry in advocating ethical and responsible business practices across the global industry. We are the hub of all intelligence of PT/MC industry and the only executive network that connects the most influential Distributors and Manufacturers around the world.

As we enter a new era of transformation in trade developments, demographic shifts, and social and cultural upheavals, EPTDA invites you to help us maintain the momentum. We invite you to challenge us to adding more meaningful benefits to your membership, making bigger contributions to achieving your business objectives – whether through creating development-focused networking opportunities or through trend hunting, through expert advice from economists or through attracting the Future Leaders to join the industry, through our MD-IDEX forums where you meet the decision-makers for focused business discussions or through our annual conventions and industry trade fairs, where we build foundations for long-term, sustainable partnerships.

Whatever way the world moves, EPTDA will be at its members' side to ensure we add value and help you become more successful. Our recent member survey and attendance at the annual conventions, regional conferences, and other industry events, gives us great confidence that we are a strong community of trusted partners and advisors.

Over the last 20 years, we have laid solid building blocks for a strong future. We have achieved a great deal, and we are set out to achieve greater things. Our journey ahead is an inspiring one for our leaders and a rewarding one for our members, as we focus on delivering a robust three-year strategic plan. Our Board of Directors, Executive Committee, Distribution Development Committee, Know Your Market Committee, Education & Events Committee and Manufacturer Council are committed to making our plan a success.

After the incredible success of our 2018 Annual Convention in London with stronger than ever presence and business meetings, we are rolling out the red carpet for the next big rendezvous at a spectacular, memorable destination: The Ritz Carlton Hotel, Abama, Tenerife.

Here's to next three years and more. Onwards and upwards, we must go...



A message from the

EPTDA MANUFACTURER COUNCIL CHAIR Christoph Martin

MANAGING DIRECTOR
Georg Martin GmbH
Germany

I am privileged to represent the Manufacturer Council and the entire Manufacturer community and outline the role we will play in the future as part of the EPTDA's 3-Year strategic plan.

The Manufacturer Council represents the Manufacturer members of EPTDA and helps voice their interests and views to the association. Our prime role is to raise awareness around the business issues facing the Manufacturer community, through an open and transparent dialogue with our Distributors, and support them – in as many ways as we can – to be successful. These values can be summarized as follows:

BUSINESS OPPORTUNITIES: The MD-IDEX, EPTDA's highly successful B2B matchmaking event, are deeply embedded into the annual conventions program. These facilitate business opportunities and building new relationships, with distributors – existing and new – in a concentrated two-days period, on a pre-assigned, and pre-agreed period. It's cost-effective and high-impact! Members can meet up to 400+ global decision makers under the same roof, over two days. The Manufacturer Council actively works together with the Board and Distribution Development Committee to increase the numbers of new distributor members. We do that by tapping into our own pool of Distributors, to attract them to become members, or seek new connection points in the industry, through events, roadshows, personal meetings, Manufacturer Focus newsletters and other campaigns and initiatives, to raise awareness of EPTDA.

MARKET INTELLIGENCE: With the growing mergers and acquisitions in the industry around the world, to stay abreast of such changes can be tough. Manufacturer sales experts may feel the need of having multiple connection points with the market. With EPTDA, these connections are made easier. Especially for smaller players, who do not have the resources and funding to build these connections on their

own. Very often, businesses are confronted with the question of which communication channel and which sales tool shall they focus on the most, and which information is the most reliable to make a decision upon. EPTDA plays a critical role here. Members have access to a vast and credible pool of market intelligence, trend data analysis, economic forecasts and other reports, supported by a group of highly trusted advisors and economists, who stand ready to support the members.

BEST PRACTICES: Share the things that work and also things that don't work. You can help the industry and your peers avoid making the same mistakes. EPTDA's high quality, well-organized and structured Annual Conventions and Leadership Conference are designed to facilitate best practice sharing – formally and informally. EPTDA's pool of experts help you stay informed about the changes in EU regulations, laws and policy updates. Panel discussions and keyword speakers help spark and enrich conversations over strategic or operational questions. The contributions of different EPTDA committees and councils contribute to valuable and diverse stream of information for everyone involved in the distribution world of mechanical power transmission elements.

EPTDA covers a vast region – Europe, the Middle East & Africa – and, together with PTDA, quite possibly the rest of the world. This means the world is at our fingertips. To grow personally and professionally. All we need to do is share – the possibilities and the risks.

The EPTDA fosters a respectful and constructive atmosphere when facilitating meaningful exchange between different cultures. By all that, the EPTDA and its members serve and strive for stability of their environment. This is a key point beyond mere business that makes being an EPTDA member so valuable. Taking advantage of a membership within the EPTDA brings along both, benefits for the future of your own business and our world we live in.

EPTDA GOVERNANCE AND STRUCTURE

The General Assembly of the Members is the supreme body of a not-for-profit association. It has decision-making powers on issues such as amendment of the by-laws (the constitution), the appointment of directors, the approval of budgets and annual accounts, the discharge of directors and auditors, the exclusion of a member or a director, and the winding up or transformation of the association.

The **BOARD OF DIRECTORS** constitutes the governing body of the association. It shall be vested with full power and authority to put into effect the laws, resolutions and decisions of the association.

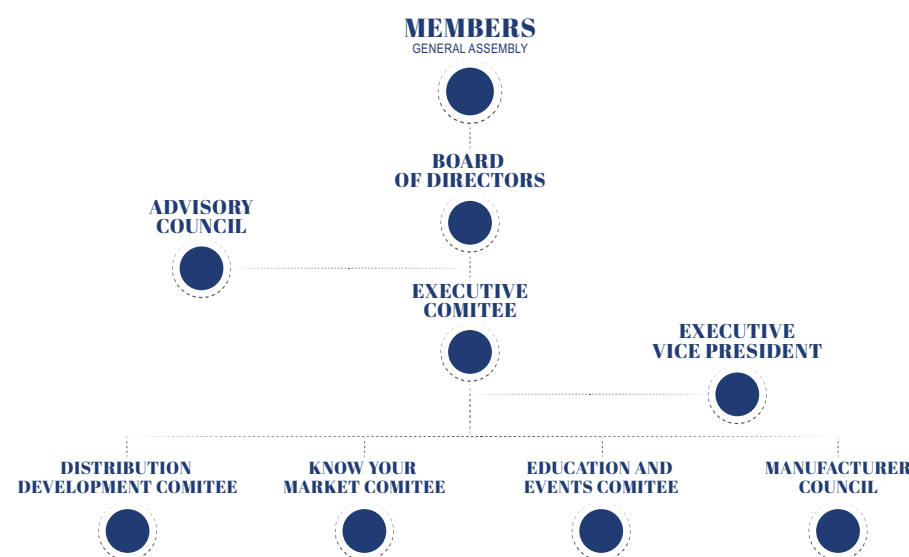
The **EXECUTIVE COMMITTEE**, composed of the 'Officers', is the executive head of the association. It shall enforce the laws and execute the orders of the association and of the Board of Directors.

The **ADVISORY COUNCIL** is composed of all active Past Presidents. Its prime objective is to provide guidance and support for the development of the association while perpetuating the original values and standards of the association.

The **MANUFACTURER COUNCIL** represents the Manufacturer members of EPTDA and is the platform for them to voice their interests and views to the distributor community represented at the association.

Other strategic and operational committees have been set up to meet the association's specific goals and activities - the **DISTRIBUTION DEVELOPMENT COMMITTEE**, the **KNOW YOUR MARKET COMMITTEE** and the **EDUCATION & EVENTS COMMITTEE**.

The **ASSOCIATION HEADQUARTER** is the executive body and official secretariat of EPTDA. It ensures constant communication between the association's leaders and its members, and carries out all related activities and projects initiated by the governing bodies and committees. The Association Headquarter is headed by the Executive Vice President, whose responsibilities encompass the daily management of the association, ensuring that all actions and projects are carried out accordingly, as well as the supervision of its general office (secretariat).



BOARD OF DIRECTORS

The Board of Directors is composed of the President, the Vice President, the Immediate Past President, the Treasurer, the Manufacturer Council Chair and Vice Chair, and other Directors.

RESPONSIBILITY

Determine the general direction and policies of the association

Constitute the governing body of the association

Serve as trustee for all properties and funds

Establish a strategic plan

Safeguard and promote EPTDA's brand values and promote awareness of the association

Ensure support for the association throughout the industry



PRESIDENT
ZOLTAN ARKOVICS
BDI Europe Ltd.



VICE PRESIDENT
PAUL DESMOND SPILLINGS
Acorn industrial Services Ltd.



PAST PRESIDENT & TREASURER
JAN FRIMAN
YTM Industrial Oy



MANUFACTURER CHAIR
CHRISTOPH MARTIN
Georg Martin GmbH



MANUFACTURER VICE CHAIR
LORETTA FEASBY
Fenner Drives



BOARD MEMBER AND ADVISORY COUNCIL LIAISON
ROBERTO CUGNASCHI
MONDIAL S.p.A.



BOARD MEMBER
ATHANASIOS KOUIMTZIS
Kouimtzis



BOARD MEMBER
KAREL KREIBICH JR.
Contra Praha s.r.o.



BOARD MEMBER
LUCA MARTELLI
TRM



BOARD MEMBER
ELISABETH MEISTER
Ludwig Meister GmbH & Co. KG



BOARD MEMBER
MEINO NOORDENBOS
RUBIX - Benelux



BOARD MEMBER
MORIS ROMI
Rima S.p.A.



ADVISORY COUNCIL

The Advisory Council is composed of EPTDA Past Presidents (professionally active in the industry). The Immediate Past President serves as Chair. Roberto Cugnaschi, 2006-2007 President, serves as the Permanent Liaison to the Board.

RESPONSIBILITY

The role of the Advisory Council is to advise and support the Board of Directors on strategic decisions and on organizational and other critical matters, based on its members' valued experience as Past Presidents and loyal members of the association.

CHAIR



2016-2018 PRESIDENT
JAN FRIMAN
YTM Industrial Oy

PERMANENT REPRESENTATIVES TO THE BOARD



2014-2015 PRESIDENT
ELISABETH MEISTER
Ludwig Meister GmbH & Co. KG



2013-2014 PRESIDENT
MEINO NOORDENBOS
RUBIX - Benelux



2008-2010 PRESIDENT
MANFRED BEITEL
ZITEC powered by RUBIX



2006-2007 PRESIDENT
PERMANENT ADVISORY COUNCIL
LIAISON TO THE BOARD
ROBERTO CUGNASCHI
MONDIAL S.p.A.



2005-2006 PRESIDENT
TILL BLÄSSINGER
Josef Blässinger GmbH & Co. KG



2003-2004 PRESIDENT
ANTONI CAMMANY
Epidor S.A.U.

EXECUTIVE COMMITTEE

The Executive Committee is composed of the President, the Vice President and the Manufacturer Council Chair, supported by the Immediate Past President & Treasurer.

RESPONSIBILITY

Take an active part in developing the association and helping it achieve its objectives

Monitor the implementation of the Strategic Plan established by the Board

Determine the allocation of resources through its budget responsibility



PRESIDENT
ZOLTAN ARKOVICS
BDI Europe Ltd.



PAST PRESIDENT & TREASURER
JAN FRIMAN
YTM Industrial Oy



VICE PRESIDENT
PAUL DESMOND SPILLINGS
Acorn industrial Services Ltd.



MANUFACTURER CHAIR
CHRISTOPH MARTIN
Georg Martin GmbH



DISTRIBUTION DEVELOPMENT COMMITTEE

RESPONSIBILITY ▶

The Distribution Development Committee is responsible for ensuring member development and for promoting and developing business best practices and education at executive level.

MANUFACTURER COUNCIL

RESPONSIBILITY ▶

The role of the Manufacturer Council is to represent the interests and views of Manufacturer members. The Manufacturer Council also aims to foster an open dialogue with Distributors to help enhance mutual understanding and promote good business practices.



CHAIR
PAUL DESMOND SPILLINGS
Acorn industrial Services Ltd.



VICE CHAIR
LUCA MARTELLI
TRM



CHAIR
CHRISTOPH MARTIN
Georg Martin GmbH



VICE CHAIR
LORETTA FEASBY
Fenner Drives



INCOMING VICE CHAIR
FRANK BORGMANN
Henkel AG + Co.KGAA



COMMITTEE MEMBER
ZOLTAN ARKOVICS
BDI Europe Ltd.



COMMITTEE MEMBER
ELENA AZCUE
Sociedad Industrial de Transmisiones, S.A.



COMMITTEE MEMBER AND ADVISORY COUNCIL LIAISON
ROBERTO CUGNASCHI
MONDIAL S.p.A.



COUNCIL MEMBER
THOMAS AMMERPOHL
NACHI Europe GmbH



COUNCIL MEMBER
LUCA BERTERO
Megadyne Spa



COUNCIL MEMBER
JOHN ELLINGSON
ABB – Dodge Mechanical Power Transmission



COUNCIL MEMBER
SASCHA HEYDE
ContiTech Antriebssysteme GmbH



COMMITTEE MEMBER
JAN FRIMAN
YTM Industrial Oy



COMMITTEE MEMBER
ATHANASIOS KOUIMTZIS
Kouimtzis S.A.



COMMITTEE MEMBER
ELISABETH MEISTER
Ludwig Meister GmbH & Co. KG



COUNCIL MEMBER
PAUL KERFOOT
Gates Industrial Europe SARL



COUNCIL MEMBER
THOMAS MOKA
Ringfeder Power Transmission



COUNCIL MEMBER
CARLO RONDELLI
Bonfiglioli Riduttori S.p.A.



COMMITTEE MEMBER
MEINO NOORDENBOS
RUBIX - Benelux



COMMITTEE MEMBER
GRZEGORZ SZPOTON
Prema S.A.



COMMITTEE MEMBER
HENRIK WALTER
Nomo Kullager AB



COUNCIL MEMBER
LAURENT SCHMIDT
ESCO Couplings N.V.



COUNCIL MEMBER
GREG SHARP
Tsubakimoto UK Ltd.



COUNCIL MEMBER
VOLKER STIENHANS
NTN-SNR



COUNCIL MEMBER
PHILIP STOCKDALE
SMC Europe



COUNCIL MEMBER
DANIELA TURCANU
URB Group



COUNCIL MEMBER
PAUL WEEDA
Diamond Chain UK



COUNCIL MEMBER
MASSIMO ZAMBONI
Regal Beloit Belgium NV



KNOW YOUR MARKET COMMITTEE

RESPONSIBILITY ▶

The Know Your Market Committee focuses on Market & Business Intelligence. This includes developing and continually improving intelligence reports and market trend analysis and identifying relevant sources of information on economic data or industry progress and challenges.



CHAIR
TRIBBY WARFIELD
Nitta Industries Europe GmbH



VICE CHAIR
TILL BLÄSSINGER
Josef Blässinger GmbH & Co. KG



COMMITTEE MEMBER
HASSANEIN ALWAN
Mineral Circles Bearings FZE



COMMITTEE MEMBER
JOANNA GANSEL
Fenner Drives



COMMITTEE MEMBER
HANS HAGEDOORN
KTR



COMMITTEE MEMBER
KEITH JOHNSON
Timken Europe



COMMITTEE MEMBER
KAREL KREIBICH JR.
Contra Praha s.r.o.



COMMITTEE MEMBER
ANDRÉ LOPEZ
CIR



COMMITTEE MEMBER
FRANS MORSKATE
Donghua International BV



COMMITTEE MEMBER
ROBERT MOTYSIA
NACHI Europe GmbH



COMMITTEE MEMBER
FLORIAN OSTENDARP
Ludwig Meister GmbH & Co. KG



COMMITTEE MEMBER
TILMAN PITTELKOW
Optibelt GmbH



COMMITTEE GUEST MEMBER
JOHN MILLER
e-t²i (t-squared-i) Ltd

EDUCATION & EVENTS COMMITTEE

RESPONSIBILITY ▶

The role of the Education & Events Committee focuses on fostering networking opportunities for PT/MC Distributors and Manufacturers, and organizing successful annual conventions and other meeting platforms such as the Future Leaders Conference and social media.



CHAIR
STEFANO BANDELLI
MONDIAL S.p.A.



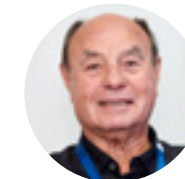
VICE CHAIR
BOB CALLAHAN
SENQCIA MAXCO, Ltd.



COMMITTEE MEMBER
ANTONI CAMMANY
Epidor S.A.U.



COMMITTEE MEMBER
MORIS ROMI
Rima S.p.A.



COMMITTEE GUEST MEMBER
JEAN-MARIE FINK
JMF Consulting



FUTURE LEADERS
TALENT DEVELOPMENT
FOR THE PT/MC INDUSTRY



On the Safe Side. CONTI® V FO PIONEER Generation II.

High power transmission with very smooth running at the same time – that is what the new CONTI® V FO PIONEER Generation II heavy-duty V-belt offers. Compared with its predecessor, the belt delivers over 5% more power, is temperature-resistant from -40°C to +130°C, maintenance-free and, thanks to its hard-wearing compound, particularly durable.

www.contitech.de/ptg-ind-en

FUTURE LEADERS

EPTDA set up a Next Generation Forum in 2010 in order to address the challenges of the ‘new generation’ of industry professionals and leaders. Since then, the number of participating young talents has continued to increase and a distinct community inside EPTDA has emerged. In 2018, EPTDA Leaders transformed this powerful and important community to the EPTDA Future Leaders to represent, identify and address the specific challenges faced by high potential leaders of the industry.

The EPTDA Future Leaders community benefits exclusively from:

- ▶ Insight into the industry and business by sharing knowledge and experience with, and learning from, senior professionals
- ▶ Access to relevant education to gain the knowledge and information required to boost effectiveness and competitiveness
- ▶ Development of leadership skills while mingling and working with other PT/MC leaders
- ▶ Access executive networking opportunities to create partnerships paving the way for future career success
- ▶ Having a say in the association strategic development through committee work and helping to shape the future of the profession



MEINO NOORDENBOS
CEO
Rubix-Benelux
The Netherlands

“As one of Europe’s largest suppliers of industrial maintenance, repair and overhaul (MRO) products and services with 650+ locations across 23 countries, RUBIX plays a crucial role in the development of communities it operates in. Our long-term partnership with EPTDA allows us an incredible opportunity to connect with business leaders of the entire industry, to be able to make the right decisions at the right time – not only for our own business but the wider industry. RUBIX is proud to be associated with EPTDA and looks forward to continuing its commitment to develop Future Leaders of the industry.”

EPTDA is now focusing on promoting the importance of the Future Leaders program by creating an exclusive platform for young high potential business leaders. The association will continue to feature special executive seminars at its Leadership Conference to attract more Future Leaders and giving them the unique opportunity to network with senior leaders of the industry.

EPTDA and Future Leaders will jointly seek and create new innovative opportunities to stimulate and develop the future leaders of the PT/MC industry and is working out a plan to develop the following programs in the near future:

- ▶ Raise awareness about EPTDA Future Leaders, in order to create a structure group valuing its members’ worth and contribution

- ▶ Organize thought-provoking Future Leaders dedicated events at the Annual Conventions
- ▶ Define a Future Leaders education program for 2019-2020, collaborating with the Education and Events Committee
- ▶ Engage the Future Leaders in committee work
- ▶ Engage the Future Leaders in EPTDA social media activities and content calendar to raise awareness about the challenges facing the next leaders of the industry
- ▶ Build further on the EPTDA young community idea, while using the latest communication channels (e.g. social media), keeping a continuous and open dialogue throughout the year



**COMPLIANCE,
CODE OF CONDUCT
& RESPONSIBLE
BUSINESS**



ANTI-TRUST POLICY STATEMENT

EPTDA's Anti-Trust Policy Statement is to comply fully and strictly with both federal and state anti-trust laws. This policy is motivated by a firm respect and belief in the anti-trust laws and the recognition of the potentially severe detrimental consequences of antitrust violations.

The basic objective of the anti-trust laws is to preserve and promote competition. These laws are premised on the assumption that private enterprise and free competition are the most efficient ways to allocate resources, produce goods at the lowest possible price, and assure the production of high quality products.

EPTDA's aim is that its members conduct themselves in such a way as to avoid any potential for anti-trust exposure. Full compliance with the anti-trust laws is a requirement for EPTDA membership, and responsibility for compliance rests with each member. To comply with the anti-trust laws, members should not discuss certain subjects when they are together — either at formal meetings or in informal contacts with other industry members. Topics to avoid discussing with competitors include, but are not limited to: price trends, timing of price changes, terms of sale, discounts and rebates (or any kind of information that is not publicly available). Further, EPTDA and its members are prohibited from collectively discussing any company's confidential strategy or any other confidential information.

Participants in EPTDA's meetings have an obligation to terminate any discussion, seek legal counsel advice, or, if necessary, terminate any meeting if the discussion might be construed to raise anti-trust risks. All EPTDA meetings and activities are held for the purpose of transacting the appropriate business of EPTDA and to further its goals and must be conducted in a manner consistent with this policy.

ETHICAL ROADMAP FOR THE PT/MC INDUSTRY

EPTDA is the leading association for industrial distribution across Europe, the Middle East and Africa (EMEA), setting the highest commercial, environmental, social and ethical standards.

The association's Ethical Roadmap came into effect in 2007 as a set of guidelines for corporate responsibility beyond legal requirements and contractual obligations. EPTDA members' ethical commitment to sustainable and competitive business practices is based on three key principles: environmental commitment, social & ethical commitment, and fair competition. Endorsement of the Ethical Roadmap is an integral part of EPTDA membership for all existing and new members.

GDPR POLICY STATEMENT

The EU General Data Protection Regulation (GDPR) came into force on 25 May 2018 and brought forward the most significant changes to data protection law across the European Union. Based on privacy by design and taking a risk-based approach, the GDPR has been designed to meet the requirements of the digital age.

EPTDA is committed to ensuring the security and protection of the personal information that we process, and to provide a compliant and consistent approach to data protection. The association has always had a robust and effective data protection program in place, which complies with existing law and abides by the data protection principles.

However, it was recognized as a mandatory obligation in updating and expanding this program to meet the demands of the GDPR and European legislation.

THE FOLLOWING STEPS HAVE BEEN TAKEN IN ORDER TO OBSERVE GDPR REQUIREMENTS



EPTDA documented its entire process of collecting any member data follows the regulations and requirements of GDPR policy.



EPTDA contacted all their third party service providers to formally disclaim that they too are complying with all GDPR regulations within their own business.



EPTDA reviewed all its databases and contact mailing lists, and asked for a formal consent from all its member company representatives. This consent was granted.



EPTDA reviewed and updated its Privacy and Cookies Policy and updated its website content accordingly.

For additional information, please log on to www.eptda.org and refer to the EPTDA's Privacy and Cookies Policy page.



CODE OF CONDUCT

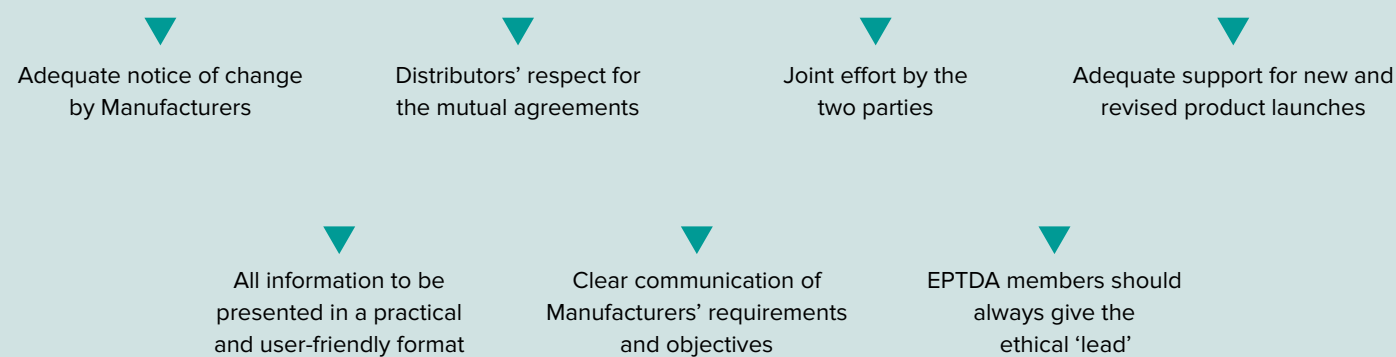
The Required Information Change Process (RICP) constitutes a basic Code of Conduct between a Manufacturer and Distributors, with regard to exchange of information, data format, and timelines for delivery of information and change notifications.

The RICP formalizes 'best practice', ensuring that all existing EPTDA members and future applicants understand what is required. When the RICP was launched in 2010, half of EPTDA's members – both Distributors and Manufacturers – endorsed the initiative.

The adoption rate has remained constant to date, mirroring the continuous growth in membership. These statistics demonstrate EPTDA's commitment to encouraging an open dialogue between the Manufacturer and Distributor communities. In particular, it shows the members' willingness to create a favorable context for the success of Distributor-Manufacturer relationships.

The EPTDA Distribution Development Committee is currently reviewing the RICP, in order to stay in line with the rapidly changing and fast-growing PT/MC industry.

ESSENTIALS OF THE RICP



For more information on RICP, please log on to www.eptda.org to download the comprehensive guidelines.

ENVIRONMENTAL RESPONSIBILITY POLICY

EPTDA introduced its Environmental Responsibility policy in 2016, encouraging its members to take the environment into careful consideration in all business processes.

The document sets forth a set of guidelines to be applied by EPTDA members in relation to their customers, to Manufacturers, and within their own organizations. These include using energy and natural resources more efficiently, promoting systems for recycling materials and energy, and of course preventing and minimizing environmental pollution.

Download EPTDA's policy on Environmental Responsibility on www.eptda.org.



BUILDINGS



CONSUMPTION



CUSTOMERS



MANUFACTURERS



TRANSPORT



WASTE MANAGEMENT

COMBATTING COUNTERFEITING

Counterfeiting is not only limited to consumer goods. Power transmission products (particularly bearings) are also being widely counterfeited.

Concerns about counterfeit products are not only confined to Manufacturers wanting to protect their brand reputation and intellectual property, copyright, trademarks and brands. Distributors are also exposed to liability and can be at the risk of facing legal actions for selling a counterfeit product (with or without knowledge that it is counterfeit).

In March 2012, the PTDA and EPTDA Boards of Directors jointly adopted a statement with respect to anti-counterfeiting: PTDA and EPTDA jointly support and promote among their members the highest standards of quality, authenticity, legality, safety and ethics in the supply of industrial products and equipment, and do not condone the distribution of illegal counterfeit products.

For more information on EPTDA's ethical commitment, please log on to www.eptda.org.

CHARITY PROGRAM

As part of its commitment to responsible and ethical business, EPTDA started its very own Charity Program in 2007, with the aim of contributing to the welfare of society and the environment. EPTDA and its members jointly donate, every year, to selected causes fulfilled by organizations operating in the destination of EPTDA's annual convention destination.

2007
MONACO

UNICEF became the first large organization to partner with EPTDA. The donations collected benefited the 'Schools for Africa' project, dedicated to giving access to safe drinking water and hygienic sanitation facilities in six sub-Saharan African countries.

2008
BRUSSELS

EPTDA contributed to special projects endorsed by the Belgian King Baudouin Foundation, joining forces with the **VVA – Vlaamse Vereniging Autisme (Flemish Autism Association)** – to support children with autism disorder.

2009
ROME

EPTDA joined the Italian **Telefono Azzurro Onlus Foundation** to help its fight for the protection of children. EPTDA's donations went to enhancing the helpline services of Telefono Azzurro.

2010
MALTA

EPTDA donated to a Maltese not-for-profit organization **Puttinu Cares Children's Cancer Support Group**.

2011
BUDAPEST

All donations collected in 2011 went to the Hungarian organization **Together for Children with Tumors Foundation**, based in Budapest.

2012
LISBON

EPTDA selected the **ABC Real Portugal Foundation**, supporting the treatment of autistic children and youngsters based on the method of Applied Behavior Analysis.

2013
VENICE

EPTDA supported **IESCUM (European Institute for the Study of Human Behavior)**, which aims to foster the scientific study and advancement of research in, and applications for, human behavior in the broadest sense.

2014
ISTANBUL

EPTDA chose to donate to **Tohum (Turkey Autism Early Diagnosis and Education Foundation)**, based in Istanbul. Tohum is a health and education organization that seeks to ensure early diagnosis of children with autism and pervasive developmental disorders, striving to help them play an active part in society. The collected funds covered full one-year scholarships for two children with autism.

2015
BARCELONA

EPTDA supported **Fundació Magone** from Catalonia. The Magone Foundation strives to make society more sensitive towards vulnerable children and young people and raise the funds needed to give them a chance to grow and develop as citizens. Channeled through the Salesian Social Action, Salesians Sant Jordi is in charge of its main projects.

2016
BERLIN

The association donated funds to **Die Arche**, a local charity supporting children who are living in poverty. From providing free, healthy hot meals to the kids to assisting them with their schoolwork, Die Arche supports, encourages and inspires children in many different ways.

2017
ROME

EPTDA donated funds to **Peter Pan**, an Italian organization that has the mission to implement and support actions in favor of children and adolescents with onco-hematological diseases and their families – especially supporting those families who do not reside at the place of care – creating support structures that facilitate and welcome them during the whole period of therapy.

2018
LONDON

EPTDA donated its annual funds to **Richard House Children's Hospice**, from London, UK. The house cares for children and supports the whole family, from residential clinical care, to music therapy to enable a child with sensory needs to communicate through sound, to end of life care with pre and post bereavement support for all the family.



EVENTS, NETWORKING AND INDUSTRY FAIRS



As a leading organization for power transmission and motion control professionals, EPTDA strives relentlessly to achieve its mission in supporting its members' efforts and quest to become more successful, profitable and competitive in a constantly changing marketplace. Over the

years, EPTDA has been steadily strengthening its value proposition to meet its members' ever-growing needs and expectations. It offers them tangible benefits, such as cost-saving programs, effective tools, up-to-the-minute resources, various powerful networking platforms and unexplored business opportunities.

“Posi Lock has been an EPTDA member since 2007 and I have had the privilege to serve on several committees of EPTDA to help drive its strategic growth. We are honored to be part of this leading PT/MC organization who has played a crucial role in the international development of our brand and products. Thanks to EPTDA, we look forward to expanding our footprints further across EMEA.”

TAMARA SOMERVILLE
CEO
Posi Lock Puller, Inc.
USA



ANNUAL CONVENTIONS

EPTDA's Annual Convention is highly acclaimed by PT/MC professionals as being a leading event in the industry, providing outstanding time- and cost-saving solutions for expanding business networks and enhancing knowledge.

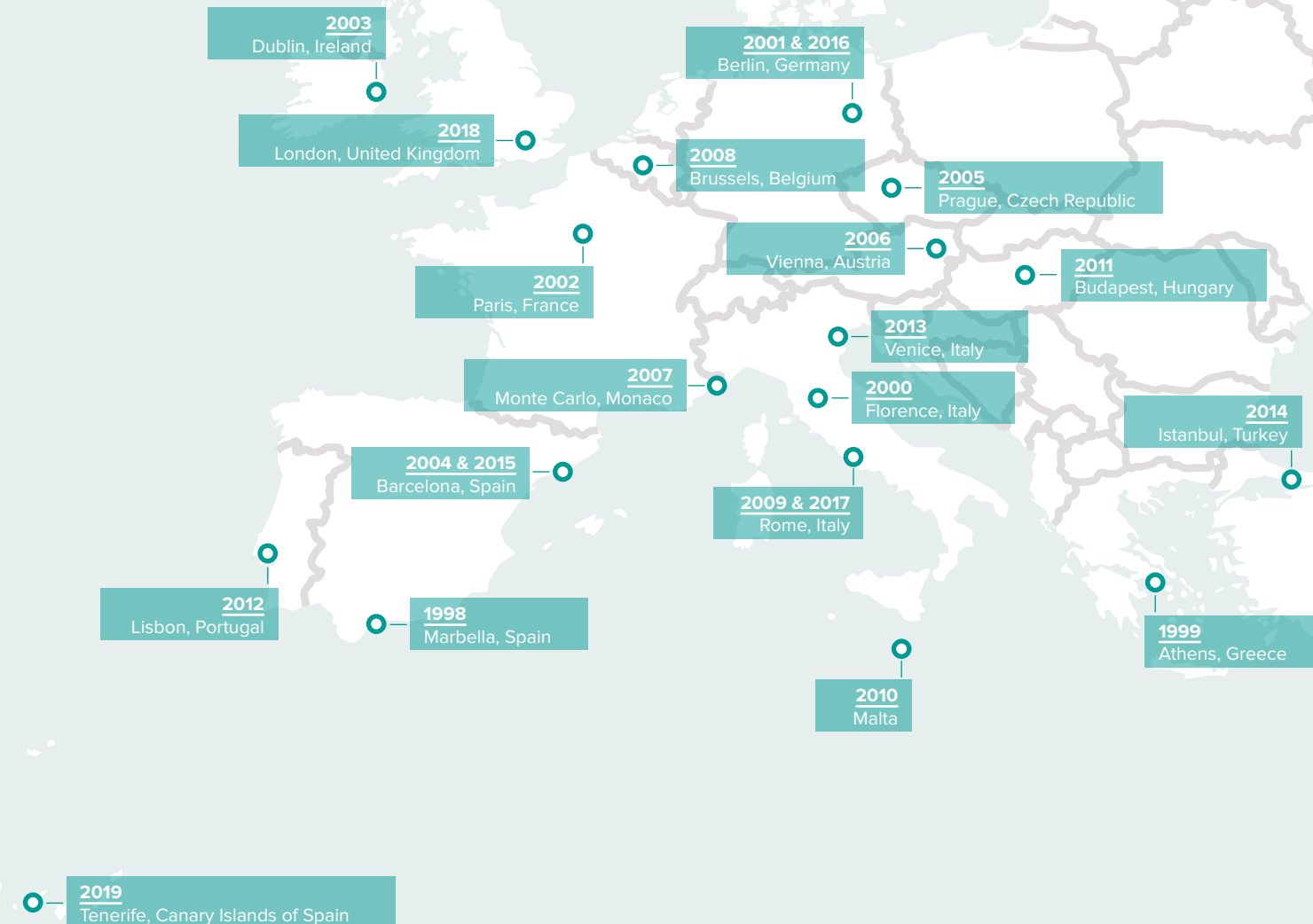
Consistently rated as one of the most influential executive platforms in the international power transmission and motion control industry, it attracts 350-400 entrepreneurs and leaders of well-respected PT/MC Distributor and Manufacturer companies, together with their guests. Offering invaluable opportunities to network with peers and potential contacts, both formally and informally, this renowned event also presents inspiring and thought-provoking educational programs and business case studies for the member and non-member attendees.

This professional industry summit is always held at the end of September, in a different destination each year. In this way, EPTDA aims to cover its members' geographical representation as much as possible, but also to explore new ground in emerging regions, and at times, treat its members to an extraordinary destination.

The EPTDA Annual Convention is open to both members and non-members, and offers tangible benefits, such as:

- ▶ A premium hub for global PT/MC Distributors and Manufacturers, where both communities can learn from each other and exchange information in a convenient setting
- ▶ The only executive networking event gathering 400+ PT/MC leaders, entrepreneurs and other key decision-makers in one place, at one time
- ▶ Powerful and cost-efficient B2B meeting platform for Distributors and Manufacturers (MD-IDEX)
- ▶ Inspiring, leading-edge educational program featuring prominent business leaders
- ▶ Informal D2D (Distributors to Distributors) meeting sessions, with a tailor-made program addressing subjects of particular interest to Distributors
- ▶ Future Leaders Seminar and Open Forum to support high potential talent
- ▶ Extensive opportunities to discuss business issues, best practices and innovative ideas both formally and informally
- ▶ An entertaining social program for partners and spouses
- ▶ The opportunity to meet and interact with peers in some of the most sought-after destinations and venues in the world

EPTDA Annual Conventions are the most desired executive networking event for the industry leaders worldwide. Our delegates and their spouses and partners, business professionals and our staunchest supporters, join forces every year, in some of the most iconic destinations of EMEA to celebrate the strengths of this unique community. Attendees can count on a high-energy, inspirational, all hands-on-business, educational program and a meticulously crafted social program. EPTDA Annual Conventions are signature event of the industry, and the only place to meet all the leaders of the business in one place, over three days.





Without a doubt, EPTDA is a continuous source of inspiration and endless opportunities to examine one's own ideas, and compare your company's reality with that of others. This benchmarking and evaluation is precious and crucial, because they allow you to evaluate the whole process of your business from a broader perspective rather than focus only on a few individual aspects.

ROBERTO CUGNASCHI

Vice General Manager
Mondial S.p.A.
Italy

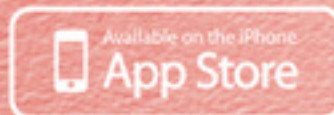
ANNUAL GALA DINNER

Always hosted in the most stylish and charming venues, the EPTDA Gala Dinner, the official closing event of the intensive three-day convention, is one of the most glamorous events in our industry. A perfect combination of additional high-class networking opportunities, yet in a relaxed atmosphere with entertainment and the finest dining, EPTDA's Grand Finale Event brings a more personal and celebratory touch to this important annual event.





EPTDA 2019 CONVENTION APP



2019 ANNUAL CONVENTION TENERIFE

EPTDA invites its members to conduct business in an unusual setting on the colorful Canary Islands of Spain. After a hardcore business gathering in London, a global metropolis, EPTDA looks forward to hosting its members and partners in a more relaxed and warm setting of one of the most wanted resorts of Europe – The Ritz Carlton, Abama.

The Ritz-Carlton Abama in Tenerife is one of the most picturesque luxury resorts in Europe, if not the world. Located in the peaceful enclave of Guía de Isora, this resort displays a strong Moorish influence and is a paradise for the golf lovers and aficionados of haute-cuisine. Twelve dining venues on-property including the two Michelin-starred M.B. offer Basque cuisine and the Michelin-starred Abama Kabuki Japanese-fusion restaurant.



THE RITZ-CARLTON

ABAMA

The resort has an impressive collection of wellness facilities including seven swimming pools, seven tennis courts, four paddle courts and a state-of-the-art fitness center. Its indoor, outdoor and beachfront venues for meetings, weddings and other events, complemented by professional planning services and custom catering make it a unique place to host EPTDA delegates and guests, amidst stunning panoramic views of the Atlantic Ocean.

More information on The Ritz-Carlton Hotel Abama is available on www.ritzcarlton.com



MANUFACTURER-DISTRIBUTOR IDEA EXCHANGE PROGRAM

At EPTDA's Annual Conventions, Distributors and Manufacturers meet in a more formal and structured framework called the MD-IDEX, over 1.5 days. MD-IDEX is hailed as the most valuable feature of the Annual Convention. MD- IDEX sessions are a set of pre-set (30 minutes each), mandatory meetings between Manufacturers and Distributors, where the two communities can discuss business opportunities in an open, transparent, regulated environment.

At 2018 Annual Convention,
the association facilitated

1,000+
business meetings

over

1.5 Days





Warsaw

LEADERSHIP CONFERENCE / FUTURE LEADERS CONFERENCE
7-9 MARCH 2019 / 6-7 MARCH 2019



LEADERSHIP & FUTURE LEADERS CONFERENCE

EPTDA's Leadership Conference (formerly called All Committees Days) is an exclusive and strategic event for volunteers and leaders of the EPTDA, hosted twice a year, in March and September. These events bring together senior representatives of Distributor and Manufacturer member companies, who have volunteered to serve on the EPTDA Committees, Councils and/or Board of Directors, to drive the association's strategic roadmap, initiatives and growth plan. EPTDA's Leadership Conference is an exclusive and powerful channel for high-profile networking, while driving the association's future.

During the Leadership Conference, the EPTDA leaders and volunteers address critical issues, industry challenges and topical subjects over a period of two days, defining the future priorities and strategies of the association and the PT/MC industry.

Investing personal time as volunteers, to help steer and drive the strategic roadmap of a non-profit association, is a great personal commitment and EPTDA strives to ensure that it makes its Annual Conventions and Leadership Conference worthwhile for its committed leaders. All committees and council members benefit from complimentary access to the Executive Development Seminars, which are tailor-made and relevant to the needs of the senior PT/MC executives. The seminars are hosted by critical business and thought leaders, who bring forward unique insights into business strategies and industry developments. These bespoke events also allow EPTDA volunteers to voice their business and personal interests openly, influence the strategic direction of EPTDA and identify relevant projects aimed at advancing distribution globally.

The EPTDA Leadership Conference in March is always hosted at the recommended venue of the upcoming Annual Convention. The 2019 Leadership Conference will be hosted on March 7 & 8 in Warsaw, Poland.

For more information on the Leadership & Future Leaders Conference, please refer to Events section of www.eptda.org



INDUSTRY TRADE FAIRS & EVENTS

EPTDA firmly believes in sustaining and fostering solid partnerships with leading industry event and trade fair organizers to create competitive solutions that secure cost-effective and optimum brand visibility for its members across EMEA. EPTDA also believes that networking and brand amplification at global events bring added awareness to the association's recognition and credibility.

To further solidify this commitment, in 2010, EPTDA signed a formal alliance with Deutsche Messe, opening up the network of professional industry fairs worldwide for EPTDA members, under preferential conditions. The partnership allows for affordable access to new markets, international peers, partners and potential customers. Through Deutsche Messe, EPTDA represents its membership at the annual MDA Fair in Hanover, and continues to explore new venues in additional markets of UK (Drives & Control), (WIN) Turkey, Czech republic (BRNO) and much more. In 2019, EPTDA will seek additional opportunities to host a roadshow in the Middle East.

At these global industry fairs, EPTDA usually hosts a dedicated Member Pavilion for its members, so they can benefit from competitive exhibiting conditions, turnkey solutions, premium on-site services and full-range support at reduced member rates. The Member Pavilion conditions are available to both EPTDA and PTDA members.

Centrally located within the main exhibition space, the EPTDA Member Pavilion offers both Manufacturer and Distributor members of all sizes, a highly cost-effective opportunity to have a visible presence at renowned international fairs, while still maintaining their individual company identity. The proposed low-cost turnkey solutions provide exhibitors with all the necessary amenities without the cost of their own large island booth.

For more information on trade fairs and events selected by EPTDA for 2019, please refer to Events section of www.eptda.org





BRAND, COMMUNICATIONS & PR



▶ BRAND, COMMUNICATIONS & PR

CORPORATE WEBSITE AND SOCIAL MEDIA

A dedicated and always up-to-date, EPTDA website is the members' and industry's 'the place to go' for all relevant information and updates on the association and the industry. To stay connected to the latest updates, members and industry peers can follow the social media channels of the association.

In its quest to stay abreast of the latest market and business trends, the association focuses on end-user-oriented interfaces, making its websites more attractive and providing a valuable source of information for potential members.

As part of its communication and branding strategies, EPTDA ensures that its websites offer various member-support features:



MEMBER LOCATOR



ENHANCED PRODUCT SEARCH AND REFERENCING



PRODUCT LOCATOR



DEDICATED INTERACTIVE MEMBER LOGO BANNER



SEARCH ENGINE



SOCIAL MEDIA CHANNELS



NEWSROOM



CONVENTION AND MEMBERSHIP INTERFACES AND APPS

THERE ARE SEVERAL WAYS TO STAY TUNED TO EPTDA AND FOLLOW PROGRESS ON ITS VARIOUS COMMUNICATION CHANNELS:



www.eptda.org

www.eptdaconvention.org



PRESS RELATIONS AND NEWS RELEASES

EPTDA wants to ensure that its voice reaches out to the largest possible professional audience on all possible channels in a consistent and integrated manner.

Over the past few years, the association has built up a solid media network and strengthened its relationship with key media titles and journalists of the PT/MC trade media around the world.

EPTDA publishes news about its activities, events and meetings, and also shares short summaries of the market forecasts and economic outlooks available on a bimonthly basis for its members. The EPTDA news reports allow sharing relevant data with the rest of the world on the progress, developments and challenges of the industry and the association.

Unstinting in its efforts to promote its mission, values and industry standards, EPTDA issues its press releases in five global languages: English, German, French, Spanish and Italian.

MEMBERS NEWS

EPTDA is also a trusted platform for its members to republish their news and updates. We help our members get their message across a wider, more global audience. EPTDA encourages all its members to share their press releases and news updates to be re-published on EPTDA's corporate website under Members News, as well as amplification through EPTDA global social media channels.

NEWSLETTERS

e-Motion

EPTDA's bi-monthly electronic newsletter for all members

Market Insights

All relevant economic updates in one newsletter

Manufacturer Focus

Quarterly update from the EPTDA Manufacturers community

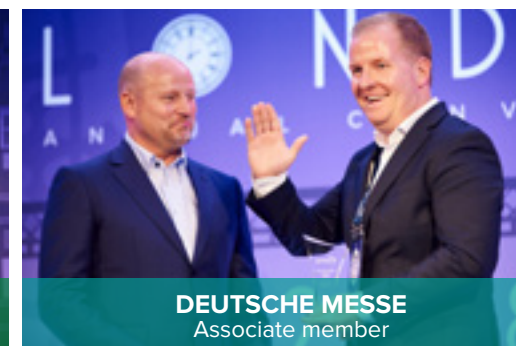


THE EPTDA BEST PROMOTER AWARDS

Launched in 2011, the EPTDA Promoters Awards recognize the member companies that have been the most active or the most successful in promoting the EPTDA through their corporate website, social media and other communication channels.

All EPTDA member companies are invited to join their fellow members and participate actively to make the most of the additional brand recognition that EPTDA can bring to their company and the PT/MC industry.

The Best EPTDA Promoter Awards are officially presented at the EPTDA Annual Convention, during the Annual Business Meeting, in each membership category – Distributor, Manufacturer and Associate. This public recognition is also reported in the formal post-event press release.



TO BE ELIGIBLE FOR AN AWARD, MEMBERS NEED TO UNDERTAKE THE FOLLOWING STEPS:

1.

Place the EPTDA Member logo on your company's corporate website with a hyperlink to EPTDA's website.

2.

Display the EPTDA Member plaque in a visible place at your company's premises (e.g. reception area, product display areas, showrooms, etc.).

3.

Print the EPTDA Member logo on your corporate stationery: letterheads, catalogues, business cards, etc.

4.

Introduce EPTDA to your employees and clients using the PROUD TO BE AN EPTDA MEMBER brochure, and explain the benefits they can derive from it.

5.

Sign up your employees to receive the EPTDA newsletters e-Motion and Manufacturer Focus.

6.

Encourage your employees to use the EPTDA website and engage with social media channels.

7.

Present EPTDA and its Unique Selling Proposition during sales and customer meetings.

8.

Use the EPTDA BLUE BOOK to promote the association and its members.



EDUCATION AND BUSINESS INTELLIGENCE

KUKKO // Pull forward



100

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 Heinrich-Hertz-Str. 5 • 40721 Hilden • GERMANY
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info@KUKKO.com • www.KUKKO.com

EDUCATION AND TRAINING

Education and training are among the most pressing needs of our times, where PT/MC industry professionals are constantly striving to be more competitive, innovative, efficient and successful. Since 2007, EPTDA's Leaders, with the support of the Distribution Development Committee and the Manufacturer Council, have strengthened the association's strategic focus on education and training as one of its main priorities. EPTDA is now opening up new pathways to relevant, leading-edge education, with the help of the Education & Events Committee.

BUSINESS EDUCATION

During the EPTDA Annual Conventions, on an average, more than 400 delegates from over 30 countries gather for three days of business, education and networking. One of the most valued aspects is therefore having access to up-to-date, business-oriented insights and facts, new theories and concepts that raise questions and ideas in entrepreneurial minds.

This is the purpose of the sessions featured in the Convention program as Opening and Closing Keynote Addresses, Future Leaders Seminar and Executive Seminar. World-class speakers are engaging the audience with topics concerning reinvented capitalism, the ultra-modern firm, communication, profit maximization, e-commerce and many others.

EXECUTIVE EDUCATION

The Executive Development seminars address industry-related topics that help participants enhance their business expertise and leadership skills. The program offers hands-on insight into business practices and provides a pragmatic view of the challenges ahead. The format of these seminars allows direct interaction with the guest speakers, while also featuring high-profile networking opportunities guaranteeing a quality learning experience in a

time- and cost-effective way. The most recent seminars have focused on communication, technical maintenance as part of the distribution model, wind energy, customer service and innovation, and have generated great value and good feedback from the attendees.

The Executive Development seminars are held during the Leadership Conference in March, when EPTDA volunteers gather for the bi-annual Board and Committee meetings. Since 2015, the session has been open to all EPTDA members, as an additional opportunity to gain practical knowledge and network with other members.

FUTURE LEADERS SEMINARS

One of EPTDA's main objectives is to establish a defined Future Leaders community inside the association and industry. The association takes initiatives and organizes meeting platforms that enhance communication between the Future Leaders and experienced leaders.

These young business potentials or future leaders become more involved in the association's volunteer work and committees decisions, and can help positively influence the future course and shape of the industry.



BUSINESS INTELLIGENCE AND ECONOMIC REPORTS

Competitiveness and successful business decisions depend greatly on accurate data, up-to-date market information, market outlook and trend analysis. As one of the many tangible benefits, EPTDA members have valuable access to targeted intelligence analysis and other global reports provided regularly by the association and its global business analysts and advisors.

PRODUCT LINE INTELLIGENCE (PLI) REPORTS

The EPTDA Know Your Market Committee has worked intensively to create a new in-house Product Line Intelligence report, with the main purpose of fostering better understanding of local markets with regard to production processes and local production facilities.

Most Distributors – regional, national or international – rely on a number of key industries that are active in the vicinity of their offices, branches, warehouses or shops. In-depth analysis of these key industries, as set forth in the EPTDA PLI reports, not only contributes to increasing market knowledge, but also facilitates the process of identifying and creating new growth opportunities.

END-USER VIDEO SERIES

EPTDA strives to build and continuously strengthen its members' relationships with end-users in the PT/MC industry, with the goal of enabling its members to gain a better understanding of end-users' needs, increasing the potential for business development and raising awareness of EPTDA among end-users. The Know Your Market Committee has made it an ongoing task to find new ways of reaching end-users and to have their voice heard by EPTDA members. One of the initiatives in this regard is the End-User Video series. The first series was showcased during the EPTDA 2016 Annual Convention in Berlin, presenting the perspective of professionals who are dealing with PT/MC Distributors' services on a daily basis.

QUARTERLY MARKET FORECAST REPORTS

EPTDA has launched its new Quarterly Economic Dashboard in partnership with ITR Economics and Oxford Economics. These comprehensive reports provide valuable insights into any changes to previous forecasts and market trends that EPTDA members should be aware of, and an overview of Markets of Opportunity and Markets of Concern.

The dashboard also provides a detailed Industry Outlook for each country/region represented within EPTDA – with a 12-month rolling Data Trend Chart, Rate of Change Chart, Current Phase of the Business Cycle, Current Rate of Change, Growth Rate of the Market and a 2-Year Forecast. Regional highlights of the dashboard include Industrial Machinery Production, Food & Beverage Machinery Production and Agriculture Machinery Production.

BI-MONTHLY ECONOMIC OUTLOOK

EPTDA's bi-monthly Economic Outlook Reports set forth the latest economic developments and industry trends, creating the opportunity for EPTDA members to anticipate the impact that these might have on their business and local business environment.

INDUSTRY TRENDS

For EPTDA members, the Quarterly Oxford Economics Industry Forecast report provides important insights into any changes and valuable information that members should be aware of. The reports present detailed outlook for all main countries represented within the EPTDA community.

PRODUCT LOCATOR

Aimed at PT/MC industry professionals and end-users, the EPTDA Product Locator was launched in December 2011. It is a unique web-based product search engine – available on EPTDA's corporate website – to locate EPTDA Distributor and Manufacturer member companies and

increase accessibility to their products. Both products and product lines are featured in the locator as a free member benefit. The result is an enhanced brand presence on the web that no PT/MC business can afford to miss.

By allowing users to search by free entry, company type (Distributor/Manufacturer), country and product, the EPTDA Product Locator is useful for suppliers, dealers and customers alike. This unique search tool, combined with strong search engine optimization, enables EPTDA to address many more PT/MC professionals and customers looking for products, by directing them towards its member companies.

EU LEGISLATION

The European Union is the source of 70-80% of the legislation governing everyday life and business practices of European businesses. EPTDA's member companies are vulnerable to change in many policy areas, such as the environment, energy, trade and consumer protection, which can influence the industry's competitiveness and profitability. With the aim of informing its members about such potential effects, EPTDA launched its EU Legislation Monitoring report series back in 2007. Primarily focusing on topics like the metric directive, energy-saving, waste management, work health & safety, chemical use and pollution, EPTDA has gained tremendous expertise and insight into legal developments at EU level. The association has published almost 60 EU Legislation Monitoring reports till date.

Today, the association is further sharpening its focus on pressing issues in European legislation affecting Distributors and Manufacturers. These include e-commerce, counterfeiting, the Late Payments Directive, the Small Business Act, distribution law in the EU, advertising and employment.

For more on EPTDA's EU Legislation Monitoring reports, please log on to the association's comprehensive website www.eptda.org



MEMBERSHIP GROWTH



MEMBERSHIP GROWTH

NATIONAL COORDINATORS

Since 2008, EPTDA maintains an active network of National Coordinators across EMEA with the general aim of expanding its membership and raising brand awareness, while considering local business needs and languages.

Today, EPTDA has nine national “ambassadors” dedicated to addressing queries from national EPTDA members and potential contacts about the benefits of EPTDA membership, programs and events:



BENELUX
MEINO NOORDENBOS
CEO
RUBIX - Benelux



EASTERN EUROPE
ZOLTAN ARKOVICS
Managing Director
BDI Europe Ltd.



GERMANY
ELISABETH MEISTER
General Manager
Ludwig Meister GmbH & Co. KG



GREECE
ATHANASIOS KOUIMTZIS
General Manager
Kouimtzis S.A.



ITALY
ROBERTO CUGNASCHI
Vice General Manager
MONDIAL S.p.A.



MIDDLE EAST
HASSANEIN ALWAN
Managing Director
Mineral Circles Bearings FZE



NORDICS
JAN FRIMAN
Sales Director
YTM Industrial Oy



SPAIN
ELENA AZCUE
Manager
Sociedad Industrial de Transmisiones, S.A.



UNITED KINGDOM
PAUL DESMOND SPILLINGS
Managing Director
Acorn industrial Services Ltd.

EPTDA members interested in becoming a national coordinator, and benefiting from the special incentive program for recruiting new members, should contact EPTDA Association Headquarters at +32 2 660 05 01 or info@eptda.org

BUDDY PROGRAM

The EPTDA Buddy Program is the fast-track way of getting to know other EPTDA members and building a solid network from day one of the entry into EPTDA, as a first-timer.

HOST PROGRAM

In an ongoing effort to attract new members to join the association, the Host Program is designed specifically for non-member company representatives attending the EPTDA Annual Convention.

By voluntarily taking on the role of host, EPTDA members secure a privileged access to prospective customers or partners, hence boosting their networking and business potential. The success of this program is measured in terms of the number of these prospects who become active EPTDA members.

AMBASSADOR PROGRAM

EPTDA rewards ambassadors who contribute to the growth of the association by turning potential candidates into active members. The criteria and rewards are summarized as follows:

- ▶ Manufacturer members will be granted specific incentives for participation in the Annual Convention or other programs for every new member they bring to EPTDA.
- ▶ Distributor members will be offered special conditions on convention attendance or other programs for every company they turn into an active member.
- ▶ These incentives apply in proportion to the number on new members introduced.

Over 100 member companies have already benefitted from these special incentives since its inception in 2009.

MEMBERSHIP GROWTH INITIATIVE

As a complement to the Ambassador Program, the EPTDA leaders and the Manufacturer Council have implemented a powerful new approach to drive Distributor membership growth.

EPTDA encourages member companies to invite two of their non-EPTDA member Distributor company contacts to attend the Annual Convention on a complimentary basis (applicable to Convention Registration Fees only).

All guests invited will be subject to review, before acceptance, to ensure that they would meet the criteria for membership, should they wish to join.



AFFILIATION WITH PTDA (USA)



EPTDA and PTDA (US based) have been officially affiliated sister organizations since 1998. Together, EPTDA and PTDA represent over 600 key Distributor and Manufacturer companies in the PT/MC industry worldwide.

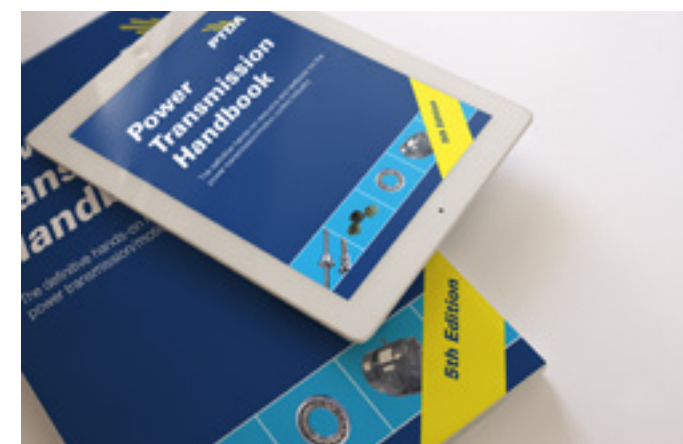
This long-running affiliation has matured into a strong partnership benefiting both organizations. This peer-to-peer collaboration has given birth to several joint projects that help bring together the global membership groups:

- ▶ Global Economic Forecast reports
- ▶ Educational programs
- ▶ Best-practice sharing
- ▶ EPTDA EU Monitoring supporting PTDA members' understanding of the EU's legal requirements to enter European markets
- ▶ EPTDA Member Pavilion offering exhibition opportunities at member conditions at key European industry fairs such as Hanover Fair (Germany) and Drives & Controls (UK)
- ▶ Purchase of branded goods and materials
- ▶ Joint social media outreach
- ▶ Reciprocal membership facilities and privileges
- ▶ Preferred access to both associations' annual events at member rates

Each organization contributes to the strategic development of its sister organization through mutual board representation between EPTDA and PTDA.

EPTDA is clearly the premier association in all of Europe, the Middle East & Africa, and as we expand our business throughout this region, we look forward to leveraging the EPTDA's distributors network in our key markets. Its leadership is most conducive and continues to produce an environment most conducive to our growth objectives.

BOB CALLAHAN
Executive Director
Senqcia Maxco, Ltd.
USA





MEMBERSHIP CATEGORIES & CRITERIA



EPTDA is the largest EMEA organization for the mechanical power transmission and motion control industry, bringing together Distributors and Manufacturers on one common platform. In addition to these two membership categories, EPTDA also welcomes Associate members that provide services directly or indirectly related to running a business in this specific sector. In accordance with the association's official by-laws, all member companies and applicants must meet the requirements of the relevant membership category, as outlined in the following page.



DISTRIBUTOR MEMBERS CRITERIA

A Distributor Member is a firm, corporation or partnership whose primary business is the stocking and distribution of power transmission and/or motion control (PT/MC) products to Original Equipment Manufacturers (OEMs) and/ or end-user markets, and which provides value-added services to its customers.

The business entity must stock and distribute at least one of the PT/MC or related products listed on the next page, or it must derive the majority of its sales from one category of such PT/MC products.

The business entity must be an authorized stocking Distributor for at least one internationally reputed Manufacturer of PT/MC products.



MANUFACTURER MEMBERS CRITERIA

A Manufacturer Member is a firm, corporation or partnership that manufactures a PT/MC or related product line. The business will be operating in EMEA and should have a sales force for the marketing of its various product lines. It should also have a policy of supplying its products through authorized Distributors, which has been followed for at least two years. Alternatively, a Manufacturer of PT/MC products that has previously qualified for PTDA membership is eligible for EPTDA membership.

The business entity must manufacture the majority of its products itself, as well as market and support at least one of the PT/MC or related products represented within EPTDA under its own brand name, on a broad basis, through authorized EMEA Distributors.

The business entity must be committed to running its business in line with local laws and policies, as well with environmental standards, ensuring fair labor policies and using fair competition practices, in accordance with EPTDA standards.

The business entity must provide sufficient documentation to support its policy of using authorized Distributors.



ASSOCIATE MEMBERS CRITERIA

An Associate Member is a firm, corporation or individual that provides services directly or indirectly related to operating a business in the PT/MC industry.

▼
Applicants must provide services directly related to operating a business in the PT/MC industry

▼
Applicants must display ethical conduct in dealings with EPTDA members

▼
Applicants must not qualify for EPTDA membership under any other category

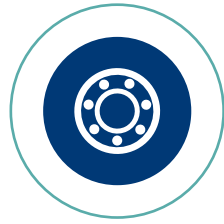


PRODUCT CATEGORIES

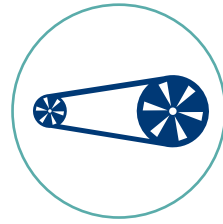


▶ PRODUCT CATEGORIES

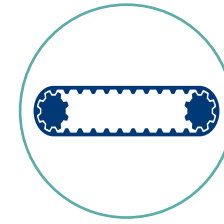
EPTDA MEMBERS REPRESENT 16 DIFFERENT MAIN PRODUCT CATEGORIES FOR MECHANICAL POWER TRANSMISSION AND MOTION CONTROL



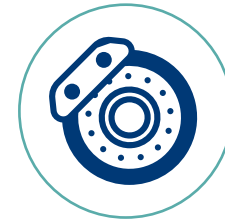
BEARINGS



BELTS & BELT DRIVES



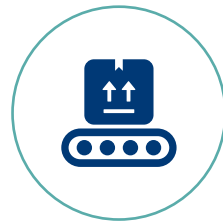
CHAINS & CHAIN DRIVES



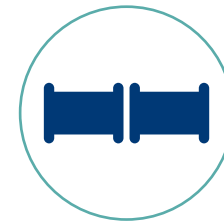
CLUTCHES & BRAKES



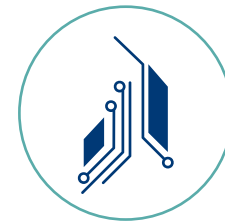
CONTROLS & SENSORS



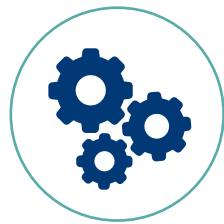
CONVEYOR COMPONENTS



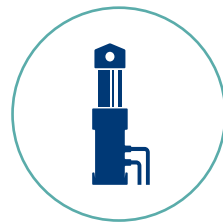
COUPLINGS



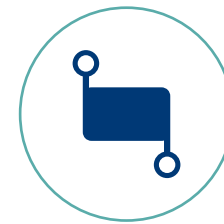
ELECTRONIC DRIVES



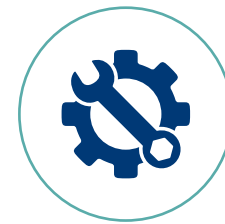
GEARS & GEARBOXES



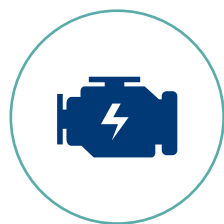
HYDRAULICS



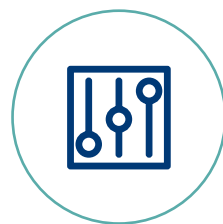
LINEAR MOTION / ACTUATORS



MAINTENANCE PRODUCTS



MOTORS



PENUMATICS



SEALS



OTHER PRODUCTS



MEMBERSHIP PROFILE

Sector 1	Sector 2	Sector 3	Sector 4	Sector 5
\$ 31,965.00	\$ 82,710.00	\$ 56,325.00	\$ 45,120.00	\$ 19,483.00
\$ 56,032.00	\$ 43,685.00	\$ 37,120.00	\$ 14,000.00	\$ 9,950.00
\$ 68,728.00	\$ 34,548.00	\$ 52,101.00	\$ 19,228.00	\$ 22,758.00
\$ 27,862.00	\$ 15,001.00	\$ 7,307.00	\$ 28,764.00	\$ 60,791.00
\$ 21,784.00	\$ 9,822.00	\$ 69,486.00	\$ 28,675.00	\$ 50,791.00
\$ 53,225.00	\$ 30,359.00	\$ 29,705.00	\$ 12,281.00	\$ 16,415.00
\$ 16,477.00	\$ 27,176.00	\$ 10,545.00	\$ 58,929.00	\$ 49,106.00
\$ 47,572.00	\$ 15,818.00	\$ 42,794.00	\$ 79,104.00	\$ 78,910.00
\$ 41,374.00	\$ 39,268.00	\$ 11,971.00	\$ 20,953.00	\$ 75,538.00

MEMBERSHIP PROFILE

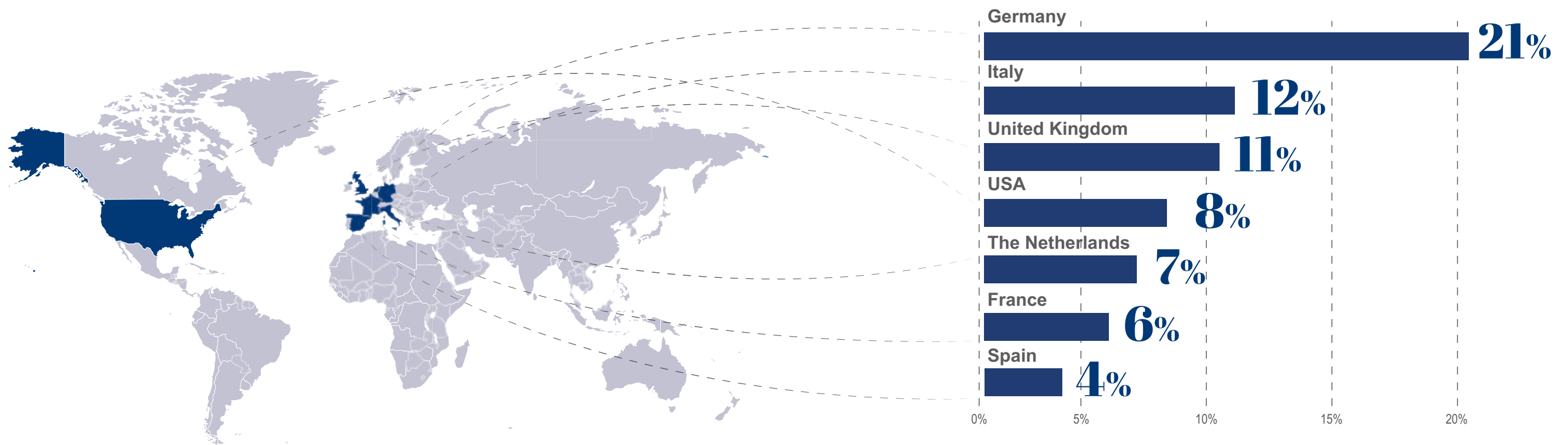
EPTDA's membership directory is updated in real time, offering information on company profiles, product lines, sales indicators, business structure, employment, services and contact details.

This enables EPTDA and its members to:

- ▶ Shape the profile of the EPTDA membership overall
- ▶ Evaluate the position and ranking of EPTDA as a group in the PT/MC industry
- ▶ Stay connected thanks to accurate contact information
- ▶ Maintain effective, unbroken communication

The EPTDA membership profile can be used as a valuable benchmarking tool for every member company to assess its status against the other EPTDA member 'groups' represented.

GEOGRAPHICAL REPRESENTATION OF MEMBERS



COMPANIES
250+



ANNUAL SALES
€23 BILLION



EMPLOYEES
310,000



COUNTRIES
34



Turkey
Switzerland
Poland



Belgium
Finland
Greece
Sweden
UAE



Ireland
Austria
Canada
Czech Republic
Hungary
Norway
Romania
Russia
Slovenia

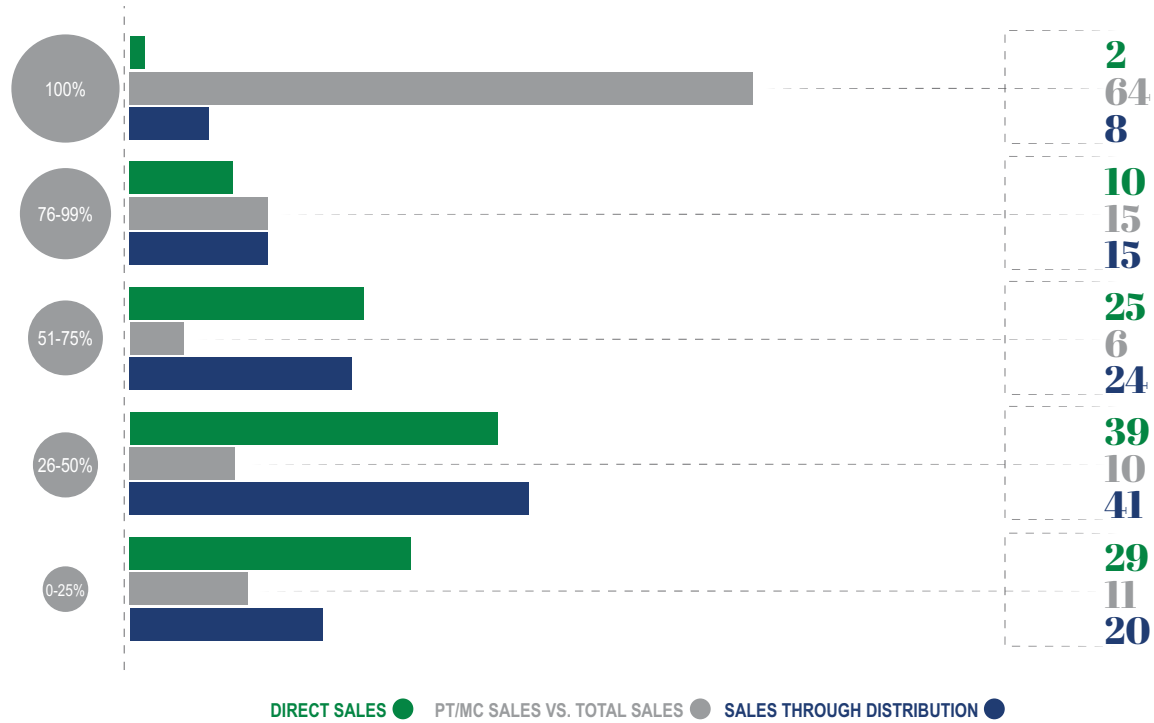


Australia
Denmark
Egypt
Estonia
Latvia
Nigeria
Portugal
Scotland
South Africa
Ukraine

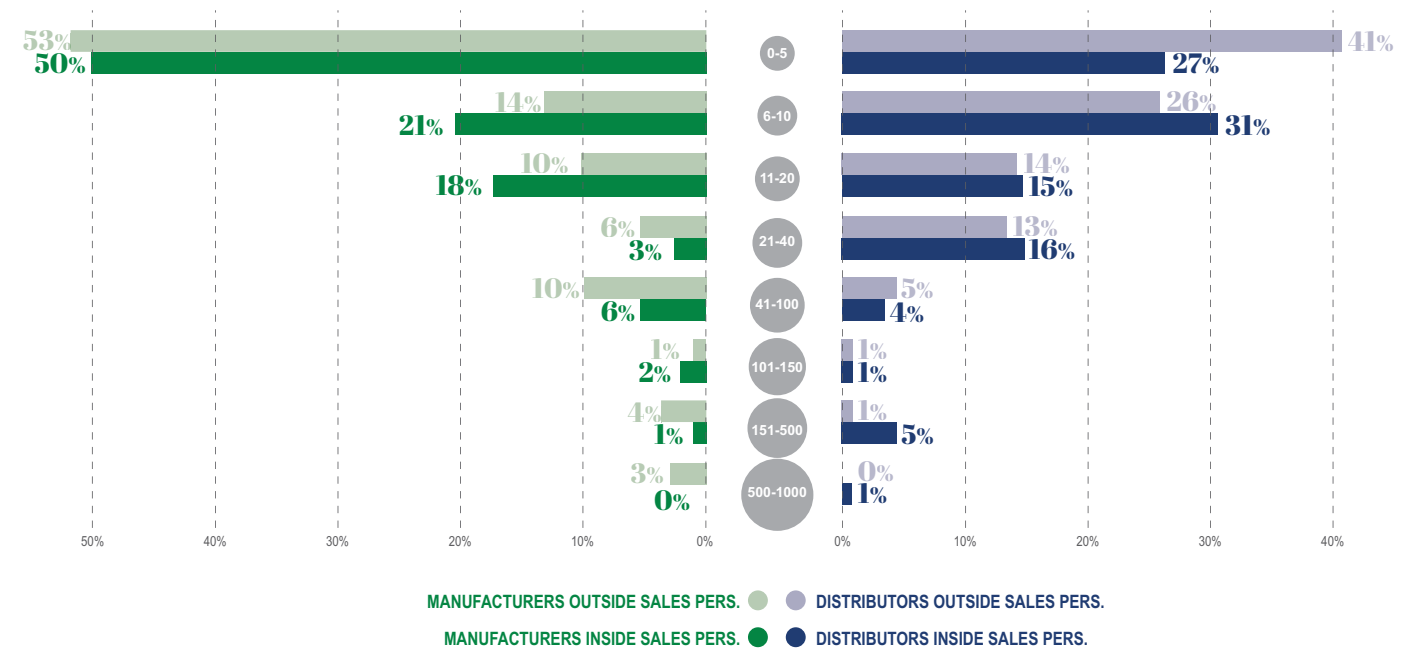


MEMBERSHIP PROFILE

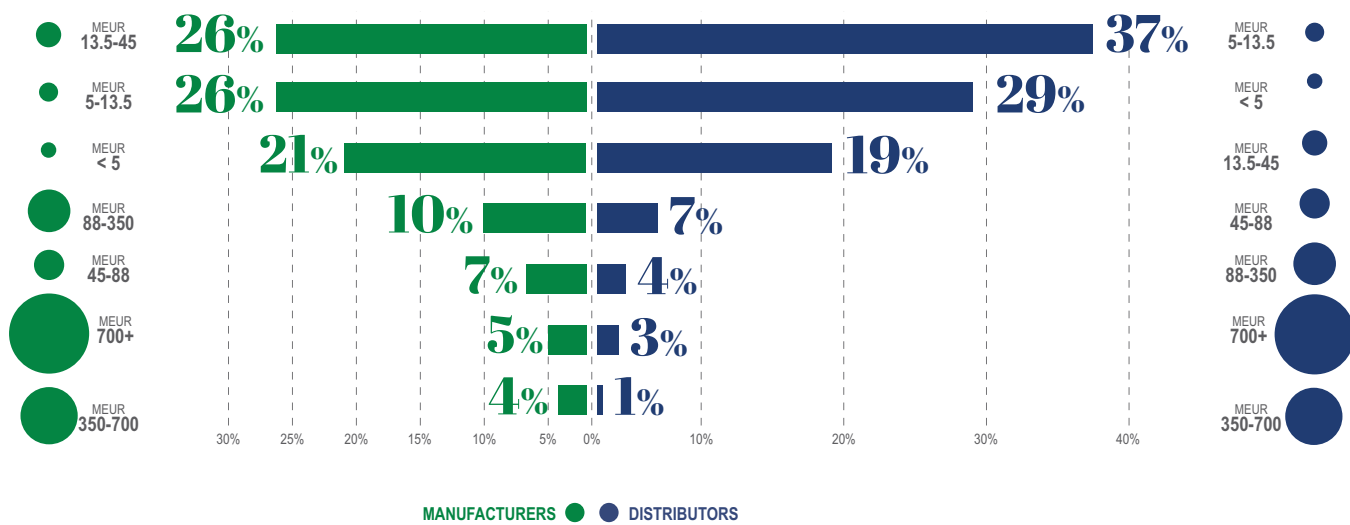
SALES STRUCTURES



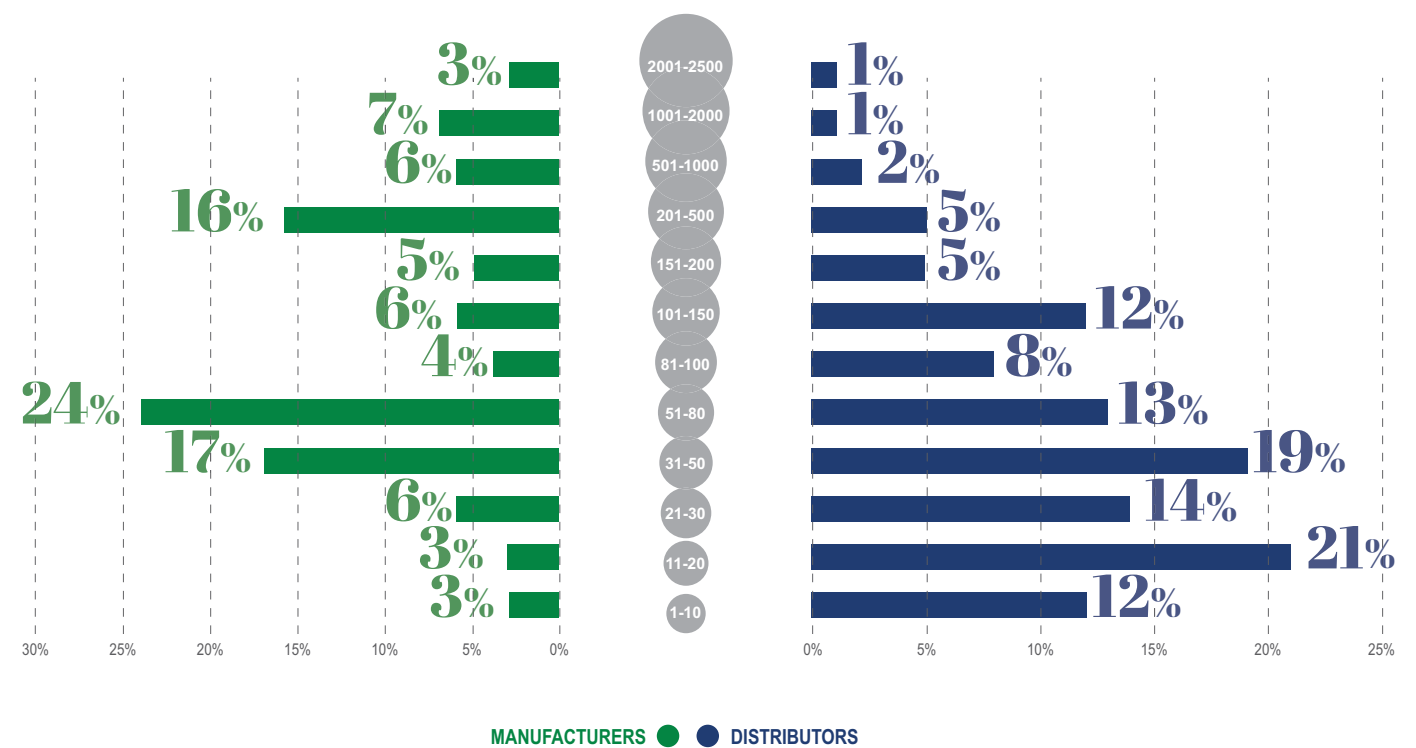
SALES STAFF



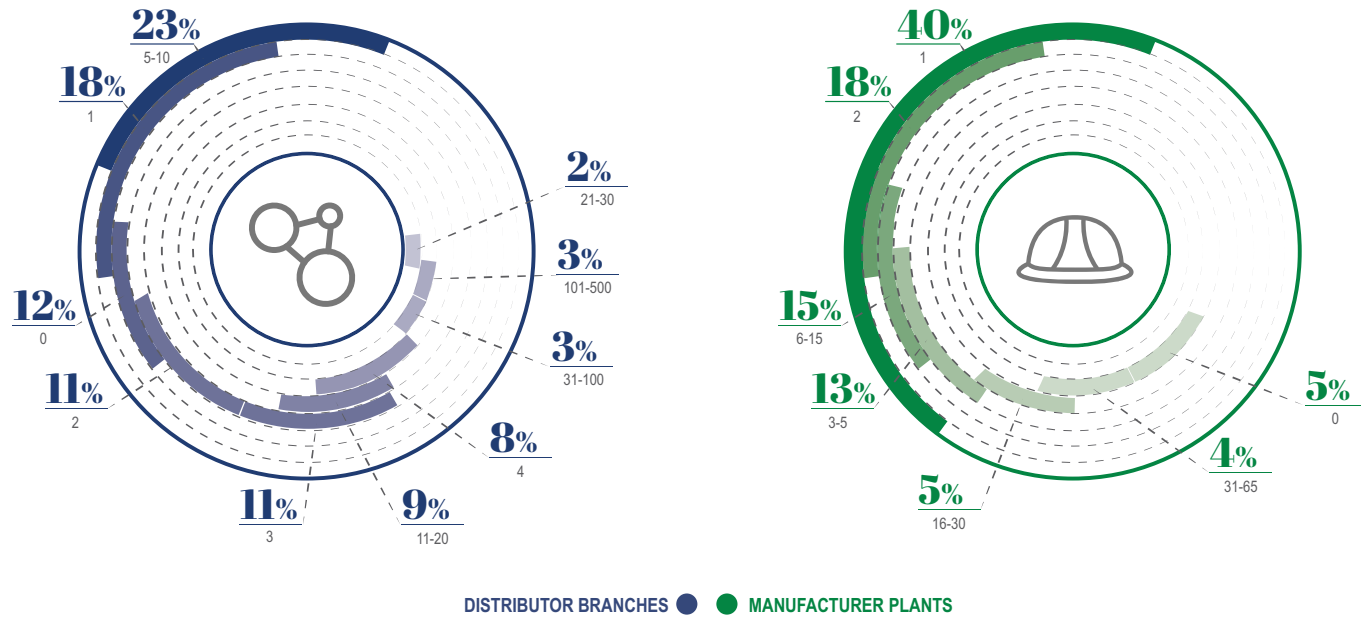
SALES VOLUMES



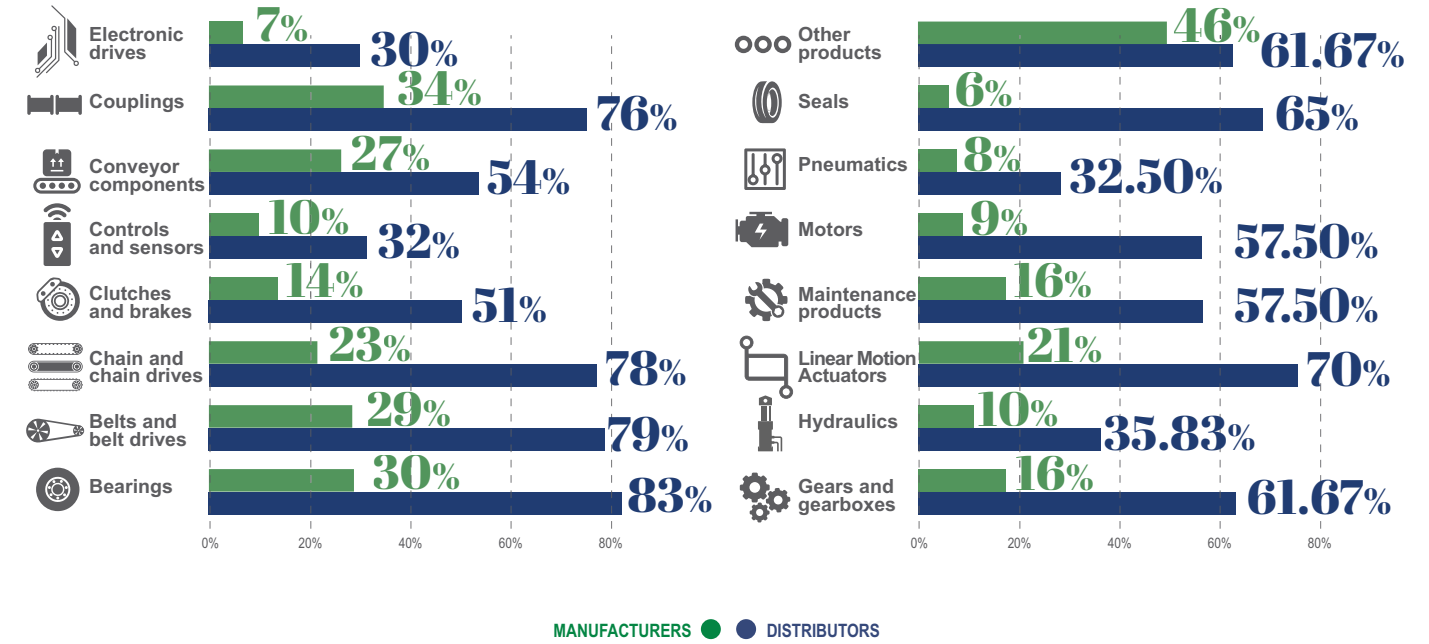
EMPLOYMENT



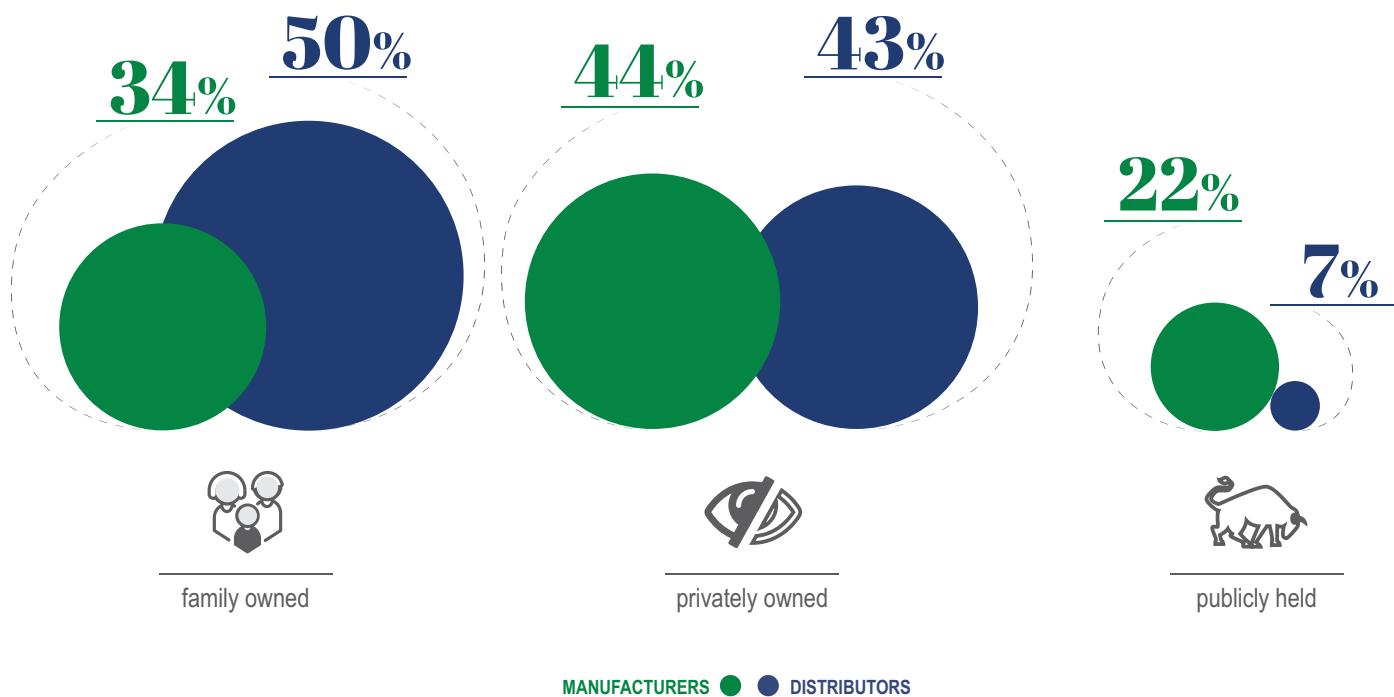
DISTRIBUTORS BRANCHES & MANUFACTURER PLANTS



PRODUCT LINES



MEMBER OWNERSHIP



As a member of EPTDA since 2010 – and one of the leaders of the Manufacturer Council since 2015 – Henkel has truly benefitted from the executive networking and business development opportunities that EPTDA creates for its member companies. It's an association recognized for serving end-users and strengthening its members to be successful, profitable and competitive in serving customers according to the highest standards. These are exactly the values that Henkel promotes and stands by.

FRANK BORGMANN
Channel Manager Distribution Europe
Henkel AG & Co. KGaA
Germany

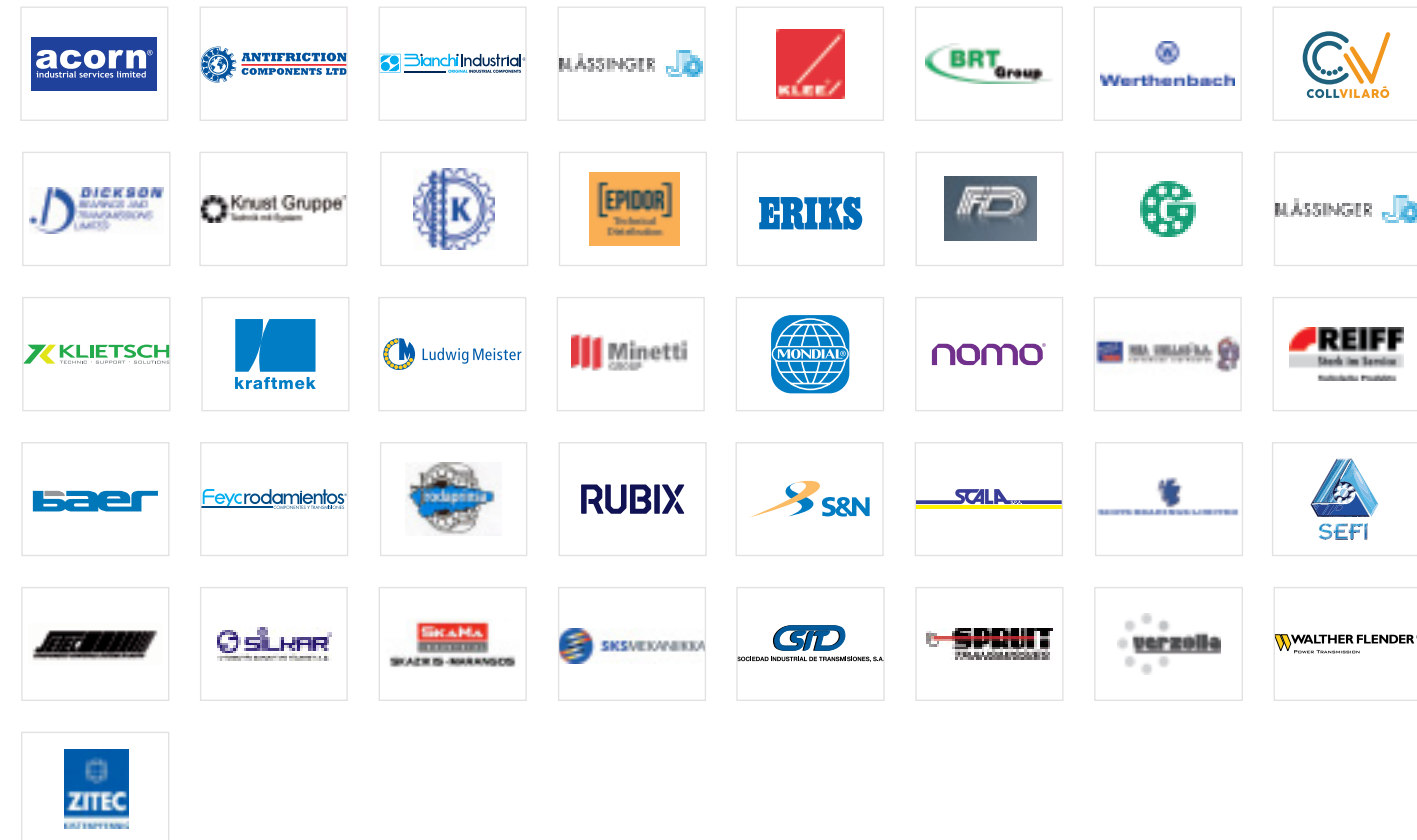


OUR DIAMOND MEMBERS

No fewer than 78 companies have been loyal supporters and are members of EPTDA since 2004 or before. With their steadfast trust and faith in the association over the past 15 years and more, they have contributed to its growing success and have helped advance the power transmission and motion control industry by nurturing mutual understanding between the distribution and manufacturing communities. EPTDA is forever grateful to its Diamond members for their devotion and looks forward to many more years of continued success and growth together.



DISTRIBUTORS



MANUFACTURERS





EPTDA MEMBERS ONLY

DISTRIBUTOR MEMBERS



EPTDA MEMBERS ONLY

MANUFACTURER MEMBERS



EPTDA MEMBERS ONLY

ASSOCIATE MEMBERS



EPTDA MEMBERS ONLY

**MEMBER
COMPANIES INDEX
BY COMPANY NAME (A-Z)**



EPTDA MEMBERS ONLY

**MEMBER
COMPANIES INDEX
BY COUNTRY**



EPTDA MEMBERS ONLY

**MEMBER
COMPANIES INDEX
BY PRODUCTS**



EPTDA
EMEA POWER TRANSMISSION
DISTRIBUTORS ASSOCIATION

ANNUAL CONVENTION
TENERIFE
25 - 27 SEPTEMBER
2019

LEADING EXECUTIVE EVENT
FOR THE
PT/MC INDUSTRY



HANNOVER MESSE
WORLDWIDE

HANNOVER
SINGAPORE
CHICAGO
SHANGHAI
ISTANBUL
WUHAN
SHENZHEN
MEXICO CITY
BEIJING
LEÓN

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