

[About EPTDA](#)[Governance](#)[Responsible Business](#)[Meetings & Events](#)[Product Categories](#)[Member Profiles](#)[Distributor Members](#)[Manufacturer Members](#)[Associate Members](#)

EMEA POWER TRANSMISSION
DISTRIBUTORS ASSOCIATION



BLUE BOOK

ANNUAL BUSINESS REVIEW
& MEMBERSHIP DIRECTORY

2020
EDITION



Koyo

Tough on Friction, Kind to Earth

www.koyo.eu << visit our website



EPTDA BLUE BOOK ANNUAL BUSINESS REVIEW & MEMBERSHIP DIRECTORY

The EPTDA Blue Book is the master reference guide of all decision makers of industrial automation across Europe, the Middle East & Africa, and selected companies from the rest of the world.

The Blue Book reaches all Manufacturers, Distributors, Associates & Suppliers and end-users worldwide from the power transmission and motion control industry.

Since its inauguration in 2008, the Blue Book is acknowledged as the most credible guide to find A-list market players in the world. Being featured in the Blue Book automatically gives the companies the highest seal of quality for the products and services offered. The Blue Book is also available online helping a truly digital experience and amplification of 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 serves as the industry and association's annual 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.

For all essential updates from the EPTDA, please watch our social media channels and association website www.eptda.org.

JTEKT

Koyo | **TOYODA**

EPTDA member



EMEA POWER TRANSMISSION
DISTRIBUTORS ASSOCIATION

www.eptda.org

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All information presented in the 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.

CONTENTS

LEADING EXECUTIVE ASSOCIATION OF INDUSTRIAL
AUTOMATION

Strategic Plan 2019-2021	5
4 Strategic Initiatives	6
History and Key Milestones	7
	8

EPTDA GOVERNANCE: BOARD OF DIRECTORS,
COMMITTEES & COUNCIL LEADERS

Message From The President.....	15
Message From The Manufacturer Council Chair.....	16
Message From The Executive Vice President.....	18
EPTDA Governance & Structure.....	20
	22

FUTURE LEADERS TALENT DEVELOPMENT

	31
--	----

COMPLIANCE, CODE OF CONDUCT & RESPONSIBLE
BUSINESS

Anti-Trust Policy Statement.....	35
Ethical Roadmap For The PT/MC Industry	36
Data Protection Policy Statement	36
Code Of Conduct (RICP).....	37
Environmental Responsibility Policy	38
Combatting Counterfeiting	39
Global Charity Partnerships	39
	40

EVENTS, NETWORKING & INDUSTRY FAIRS

Annual Business Conventions (ABC)	43
Annual Charity Gala Dinner	46
2020 Annual Business Convention - Warsaw	48
Manufacturer-Distributor Idea Exchange (MD-IDEX)	51
Leadership & Future Leaders Conference	52
Industry Trade Fairs & Events	54
	55

BRAND, COMMUNICATIONS & PUBLIC RELATIONS

Corporate Website and Social Media	57
Press Relations and News Releases	58
The Best Ambassador Awards	60
	61

EDUCATION AND BUSINESS INTELLIGENCE

Education and Training	63
Business Intelligence & Economic Reports	65
	66

MEMBERSHIP GROWTH

Regional Leaders.....	69
Buddy Program	70
Host Program	71
Ambassador Program	71
Membership Growth Initiative	71
Affiliation with PTDA (USA)	72
	73

MEMBERSHIP CATEGORIES & CRITERIA

Distributor Members Criteria.....	75
Manufacturer Members Criteria	77
Associate Members Criteria	77

PRODUCT CATEGORIES

	79
--	----

MEMBERSHIP PROFILE

Geographical Representation of Members	83
Sales Structures.....	85
Sales Volumes.....	86
Sales Staff.....	86
Employment.....	87
Distributors Branches & Manufacturer Plants.....	87
Member Ownership.....	88
Product Lines.....	88
Our Diamond Members	89
	90

DISTRIBUTOR MEMBERS

	93
--	----

MANUFACTURER MEMBERS

	209
--	-----

ASSOCIATE MEMBERS

	329
--	-----

MEMBER COMPANIES INDEX by company name (a-z)

	347
--	-----

MEMBER COMPANIES INDEX by country

	359
--	-----

MEMBER COMPANIES INDEX by products

	373
--	-----

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KUKKO Werkzeugfabrik Kleinbongartz & Kaiser oHG	64



LEADING EXECUTIVE ASSOCIATION OF INDUSTRIAL AUTOMATION



STRATEGIC PLAN 2019-2021

EPTDA Strategic Plan is crafted to set the association up for success going forward and to ensure that the association remains relevant and delivers unparalleled value to its members.



EPTDA 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.



EPTDA VISION

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



THE 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

OPEN
DIALOGUE

MUTUAL
RESPECT

INTEGRITY

HONESTY

FAIRNESS

CONTINUOUS
GROWTH

CONTINUOUS
LEARNING

4 STRATEGIC INITIATIVES



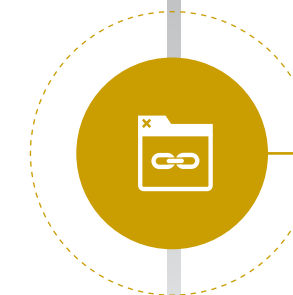
MEMBERSHIP GROWTH

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



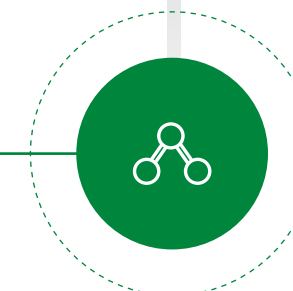
IN-PERSON NETWORKING

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



HISTORY AND KEY MILESTONES

The mechanical power transmission and motion control (PT/MC) industry encompasses a vast range of products that drive machinery, equipment and processing. These products are found in a myriad of industrial, as well as every-day applications and devices. The PT/MC distributors and manufacturers serve industries as diverse as automotive manufacturing, mining, pulp & paper, food & beverage processing, wind energy, packaging, forestry and printing - to name but a few; as well as MRO (maintenance, repair and operations) and OEM (original equipment manufacturers) markets.

Industrial distribution plays a key role in the supply chain, providing not only products, but also services and maintenance. To serve this purpose and bring the decision-makers together on one platform, 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).

Over a course of 20 years, 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 calibre.

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
Toelevring)



Belgium



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



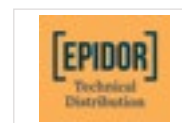
France



**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

hannovermesse.com #HM19



Deutsche Messe

Home of industrial pioneers





**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

2019

EPTDA launches the industry's first-ever Power Transmission Monthly Index (with Redburn) and publishes the 4th issue of Production Line Intelligence Report on Material Handling
EPTDA publishes its interactive, all digital Blue Book – Annual Business Review and Membership Directory



▶ 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 ca. 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.

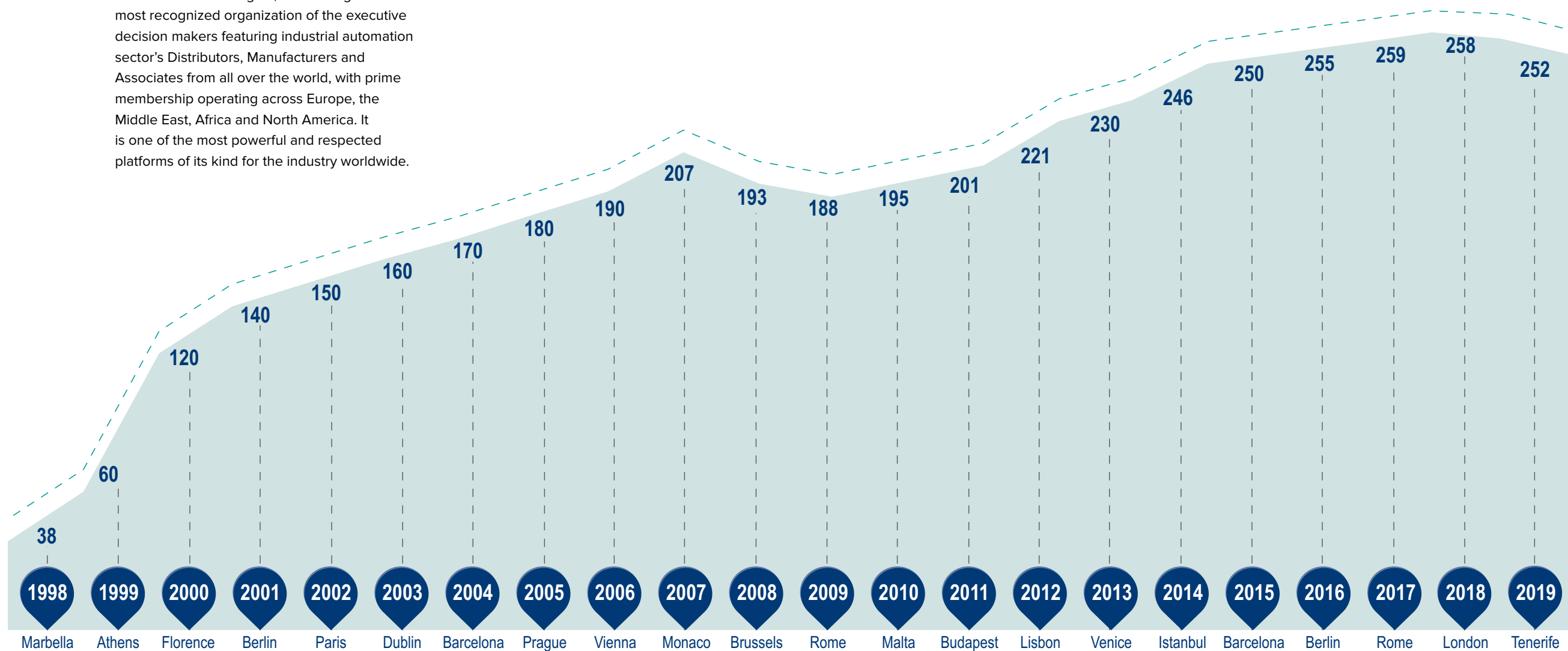
EPTDA is now the largest, the leading and most recognized organization of the executive decision makers featuring industrial automation sector's Distributors, Manufacturers and Associates from all over the world, with prime membership operating across Europe, the Middle East, Africa and North America. 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 a highly regulated yet 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 Power Transmission Monthly Index (PTMI), Product Line Intelligence Reports, Oxford Economics Industry Forecast Reports, ITR Economics Market Forecast Reports and the European Union (EU) Monitoring Reports.

The association also provides regular guides on Privacy Policy, Anti-trust regulations, Environmental Responsibility and other 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 Business Convention, the MD-IDEX, Regional Conferences and Future Leaders programs represent exceptional opportunities to meet with top level leaders of the member companies.

EPTDA continues to strengthen its presence in Western Europe and on finding more high-quality, independent Distributors with an international outlook across EMEA and North America. EPTDA aims to help prime 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 industrial automation industry. We are committed to providing membership value in many areas and promoting the transparent flow of new ideas and initiatives.

As the 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 year, 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's 3-Year strategy focuses on managing change and delivering on our vision to be the leading community in the EMEA region. The plan is being delivered consistently and effectively 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 MANUFACTURER COUNCIL CHAIR Loretta Feasby

SALES DIRECTOR
Fenner Drives
United Kingdom

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 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 business 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 consolidation and disruption in our industry around the world, staying on top of the trends 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 Business 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, North America – 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.



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 the progress we are making on our 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 is when 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, Manufacturers and Associates around the world.

As we enter the greatest age of disruptions in technological innovations, trade developments, demographic shifts, and social and cultural upheavals, EPTDA invites you to help us drive the momentum. We invite you to step up to have more meaningful conversations, challenge the status quo at EPTDA and within your own organizations, understand your own strategy within the wider eco-system and make bigger contributions to achieving your business objectives – whether through creating development-focused networks 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 executive decision-makers for focused business discussions or through our annual business conventions and industry trade fairs, where we build foundations for long-term, sustainable partnerships; or another venue that we haven't yet thought of.

Wherever the future disruptions and innovations may come from, EPTDA will be at the side of its members to ensure we help them understand and analyze the opportunities. Our history has proven that we are not here merely to inform, but to advise and help you move forward – personally and professionally.

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 strategy. Our Board of Directors, Executive Committee, Distribution Development Committee, Know Your Market Committee, Education & Events Committee and Manufacturer Council are committed to making this plan a success.

We are committed to making industrial automation a success. Join us, and experience the momentum!



EPTDA GOVERNANCE & 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.

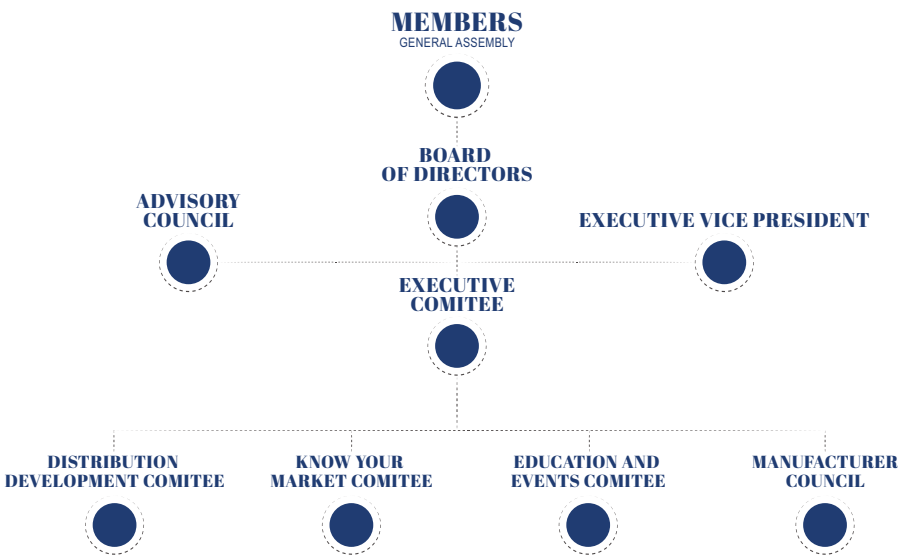
The **EXECUTIVE COMMITTEE**, composed of the ‘Officers’, is the executive head of the association. It shall enforce the laws and execute the orders of the association and of the Board of Directors.

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 (THE BUREAU)** 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 – as well as the Executive Vice President.

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
PAUL DESMOND SPILLINGS
Acorn industrial Services Ltd.



VICE PRESIDENT
LUCA MARTELLI
TRM



PAST PRESIDENT & TREASURER
ZOLTAN ARKOVICS
BDI Europe Ltd.



MANUFACTURER CHAIR
LORETTA FEASBY
Fenner Drives



MANUFACTURER VICE CHAIR
FRANK BORGMANN
Henkel AG + Co. KGaA



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



BOARD MEMBER
JAN FRIMAN
YTM Industrial Oy



BOARD MEMBER
ATHANASIOS KOUIMTZIS
Kouimtzis



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



BOARD MEMBER
MORIS ROMI
Rima S.p.A.



PTDA PRESIDENT
BRIAN DAVIS
B&D Industrial



PTDA VICE PRESIDENT
JEAN-PIERRE BOUCHARD
General Bearing Service Inc.



ADVISORY COUNCIL

The EPTDA Advisory Council is composed of the current President and Past Presidents (active in the industry, and represented by a member company). The Immediate Past President serves as Chair. Roberto Cugnaschi, 2006-2007 President, is appointed 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



2020-2021 PRESIDENT
PAUL DESMOND SPILLINGS
Acorn industrial Services Ltd.

PERMANENT REPRESENTATIVES TO THE BOARD



2018-2020 PRESIDENT
ZOLTAN ARKOVICS
BDI Europe Ltd.



2016-2018 PRESIDENT
JAN FRIMAN
YTM Industrial Oy



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
PAUL DESMOND SPILLINGS
Acorn industrial Services Ltd.



VICE PRESIDENT
LUCA MARTELLI
TRM



PAST PRESIDENT & TREASURER
ZOLTAN ARKOVICS
BDI Europe Ltd.



MANUFACTURER CHAIR
LORETTA FEASBY
Fenner Drives



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.



CHAIR
LUCA MARTELLI
TRM



VICE CHAIR
HENRIK WALTER
Nomo Kullager AB



COMMITTEE MEMBER
ZOLTAN ARKOVICS
BDI Europe Ltd.



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



COMMITTEE MEMBER
PAUL BRUIN
Bruin Aandrijftechniek B.V.



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



COMMITTEE MEMBER
JAN FRIMAN
YTM Industrial Oy



COMMITTEE MEMBER
ATHANASIOS KOUIMTZIS
Kouimtzis S.A.



COMMITTEE MEMBER
PAUL DESMOND SPILLINGS
Acorn industrial Services Ltd.



COMMITTEE MEMBER
ANDRÉ LOPEZ
CIR

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
LORETTA FEASBY
Fenner Drives



VICE CHAIR
FRANK BORGMANN
Henkel AG + Co. KGaA



COUNCIL MEMBER
THOMAS AMMERPOHL
NACHI Europe GmbH



COUNCIL MEMBER
JOHN ELLINGSON
ABB – Dodge Mechanical
Power Transmission



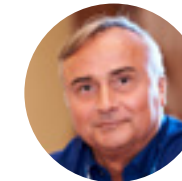
COUNCIL MEMBER
PAUL KERFOOT
Gates Industrial Europe SARL



COUNCIL MEMBER
CHRISTOPH MARTIN
Georg Martin GmbH



COUNCIL MEMBER
THOMAS MOKA
Ringfeder Power Transmission



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



COUNCIL MEMBER
GREG SHARP
Tsubakimoto UK Ltd.



COUNCIL MEMBER
VOLKER STIENHANS
NTN-SNR



COUNCIL MEMBER
PAUL WEEDA
Diamond Chain UK



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
FLORIAN OSTENDARP
Ludwig Meister GmbH & Co. KG



VICE CHAIR
JOANNA GANSEL
Fenner Drives



COMMITTEE MEMBER
HASSANEIN ALWAN
Mineral Circles Bearings FZE



COMMITTEE MEMBER
TILL BLÄSSINGER
Josef Blässinger GmbH & Co. KG



COMMITTEE MEMBER
STEFAN BRUIN
Bruin Aandrijftechniek B.V.



COMMITTEE MEMBER
HANS HAGEDOORN
KTR



COMMITTEE MEMBER
KEITH JOHNSON
Timken Europe



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



COMMITTEE MEMBER
FRANS MORSKATE
Donghua International BV



COMMITTEE MEMBER
ROBERT MOTYSIA
NACHI Europe GmbH



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



COMMITTEE GUEST MEMBER
MICHAEL SCHLEMBACH
PIEL & SCHLEMBACH
GmbH & Co. KG

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 Business 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



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



JOANNA GANSEL

Sales Representative
Fenner Drives
United Kingdom

“Fenner Drives has been a proud EPTDA member since 2001, and my first Annual Business Convention was Istanbul in 2014. As a young sales representative, I was overwhelmed with size of the event but quickly recognized that EPTDA was THE place for executive networking, growth opportunities and amplification of distribution. MD-IDEX meetings, in particular, are a solid forum for maintaining these partnerships with existing distributors and recruiting new ones. In 2016, I took my role at EPTDA a step further by becoming a Future Leader Ambassador and have learned so much from my fellow colleagues, seminar speakers and guests of the EPTDA Leadership teams on critical issues of digitalization, global trade, sustainability, leadership skills development, future of new distribution and much more. As a young leader, I’ve received enormous opportunities to grow with the association and the industry. I invite and recommend all future leaders of PTMC industry to attend and see for yourself the windows of opportunities that EPTDA can open for your personal and professional development.”

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 Business Conventions
- ▶ Define a Future Leaders education program for 2020-2021, 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.

DATA PROTECTION 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 HAS BEEN SECURED TO FOLLOW 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 (RICP)

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

▼
Adequate notice of change by Manufacturers

▼
Distributors' respect for the mutual agreements

▼
Joint effort by the two parties

▼
Adequate support for new and revised product launches

▼
All information to be presented in a practical and user-friendly format

▼
Clear communication of Manufacturers' requirements and objectives

▼
EPTDA members should always give the ethical 'lead'

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.



GLOBAL CHARITY PARTNERSHIPS

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 Business 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.

2019
TENERIFE

EPTDA and its members jointly donated a sum of €17,000 for its annual charity to [Pequeño Valiente](#) ("the Little Brave One"), during their Grand Finale Dinner. Thanks to its members, especially, BTC Engineering, Bega Special Tools and Godiva Bearings, EPTDA could help the organization which was founded in 2006 by a group of parents on the Canary Islands, whose children are affected by cancer. The charity aims to provide families and children who have the disease all the necessary support in the best possible conditions, trying to improve the quality of life throughout the disease.



EVENTS, NETWORKING & INDUSTRY FAIRS



London
Rome
Budapest
Paris
Brussels
Vienna
Malta
Monaco
Dublin
Prague
Berlin
Istanbul
Lisbon
Tenerife
Barcelona
Warsaw
Venice

As a leading organization for executive decision makers of industrial automation industry, 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.



JOHN ELLINGSON
International Sales Director
ABB Motors & Mechanical Inc.
USA

“Distributors have played a central role in our growth for more than 100 years. That's why we have been committed members of both PTDA and EPTDA from the very beginnings of each organization. ABB's Dodge brand is one of the oldest in the mechanical power transmission industry, but as an American brand, the EPTDA plays a critical role in helping us stay current with ever changing trends in EMEA markets. I also enjoy being a member of the Manufacturer's Council because it helps me better understand the day-to-day challenges that face our distributors and I believe the distributor members in turn, benefit from the diverse insights we manufacturers provide. The EPTDA is a unique organization that provides tremendous value to distributors and manufacturers alike. Recently, EPTDA guest speakers have advised all members should be prepared for a significantly different future because of the 4th Industrial Revolution in the mechanical PT industry. Our company listened to that advice and learned that to thrive during Industry 4.0, we need to focus on launching new Dodge product innovations and develop the young talent that will lead us to another 100 years of success. I'm proud to be a member of an organization dedicated to advancing industrial distribution around the world.



ANNUAL BUSINESS CONVENTIONS (ABC)

EPTDA's Annual Business Conventions are highly acclaimed by all executive decision makers of the global power transmission and motion control industry as one-of-a-kind leading events in the industry, providing outstanding time- and cost-saving solutions for expanding business networks and enhancing knowledge.

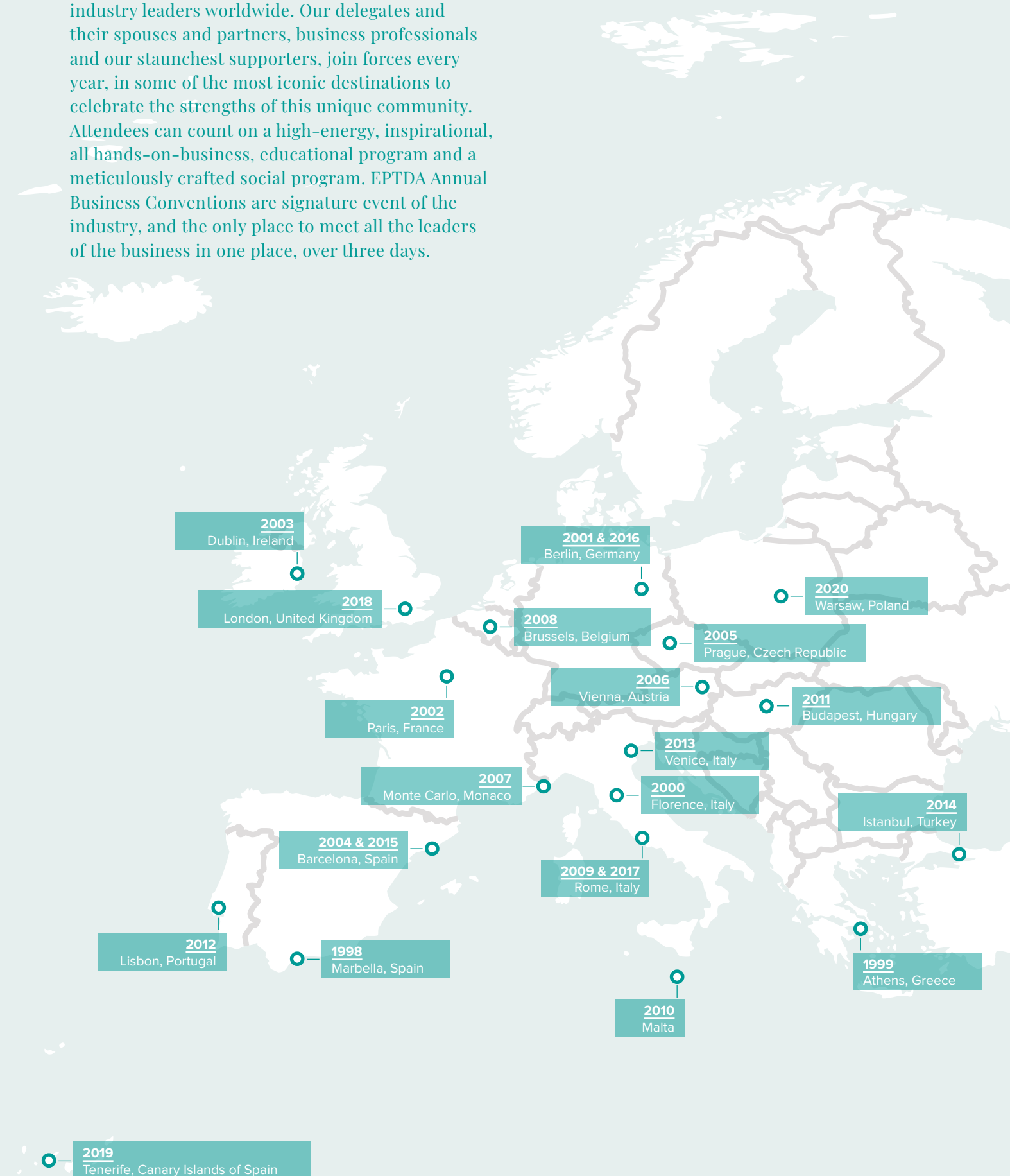
Consistently rated as one of the most influential executive platforms internationally, EPTDA ABCs attract 350-400 entrepreneurs and leaders of the well-respected Distributor, Manufacturer and Associate companies and guests. Offering invaluable opportunities to network with peers and potential contacts, both formally and informally, our world-class events also presents inspiring and thought-provoking educational programs and business case studies for the member and non-member attendees.

These professional business conferences are always held around end of September, in a different destination each year. In this way, EPTDA aims to cover its members' geographical representation as much as possible, explore new ground in emerging regions, and at times, pamper its members to an extraordinary destination.

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

- **BUSINESS DEVELOPMENT:** Participate in 1.5 days of pre-scheduled 30-minutes speed-B2B meeting between Distributors and Manufacturers.
- **EXECUTIVE NETWORKING:** Meet the major global decision makers, thought leaders and influencers of the PT/MC industry under one roof over two days.
- **BRAND AWARENESS:** A highly cost-effective way to promote your brand, see and be seen with senior leaders of the industry.
- **BEST PRACTICE:** Discuss innovative solutions, industry issues and personal development – formally and informally – with global leaders.
- **KNOWLEDGE & DATA:** Listen to world's most wanted and celebrated keynote speakers and industry specialists on global economic, social and political issues.
- **FUTURE LEADERS:** Meet and join the Future Leaders of the industry that EPTDA is committed to promoting and profiling on a global stage.
- **A GLOBAL COMMUNITY:** Make the industry more successful, profitable and competitive in serving customers according to the highest standards.

EPTDA Annual Business 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 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 Business 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.



**LUCA MARTELLI**

CEO

TRM

Italy



EPTDA has been indeed a very good decision for my company and myself. Even as a small player in the industry, EPTDA opened up many doors to our company, allowing us to further develop our business network and generate new leads. As a member, we benefit from valuable market intelligence, data and research generated by highly specialized analysts on a global level, to have a broader and deeper market knowledge to make decisions that impact the regional and local level. I truly got inspired thanks to the personal learning opportunities created during EPTDA Annual Events and Committee work. The informal mentoring, coaching and best practice sharing is simply priceless. These opportunities – especially for a small distributor – are in my opinion key to be more successful, and we surely have been able to support our growth effectively also thanks to them – with this premium access to EPTDA community. I'm honoured to serve on the association's Board of Directors & Distribution Development Committee to contribute to the growth of the association and positively influence the strategic development of our industry.



ANNUAL CHARITY GALA DINNER

Always hosted in the most stylish and charming venues, the EPTDA Charity Gala Dinners, the official closing event of the intensive three-day convention, are 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, while raising essential funds and awareness to support a local charity organization in need.





ANNUAL BUSINESS CONVENTION 2020

Leading Executive Association for
Power Transmission & Motion Control Industry

16 → 18
SEPTEMBER
— WARSAW —

2020 ANNUAL BUSINESS CONVENTION - WARSAW

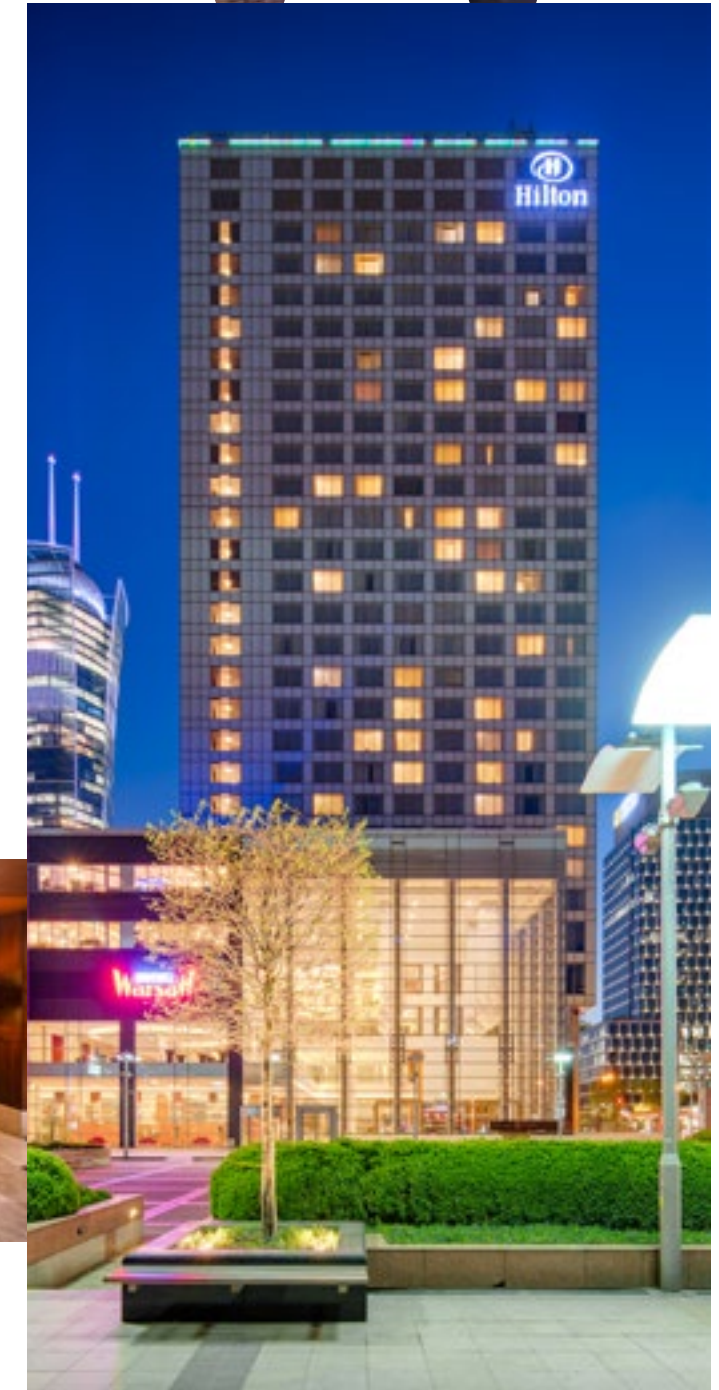
EPTDA its members to one of the most promising economic capitals of Europe – Warsaw – a unique story of rebirth, as described on Lonely Planet guide. A phoenix arisen from the ashes, Poland's capital impresses with its resilience, respect for history, contemporary style and sheer joie de vivre.

#EPTDA2020ABC VENUE

HILTON WARSAW HOTEL AND CONVENTION CENTER

The grand dame of convention hotels, Hilton is chosen as EPTDA partner yet again, to live up to the global standards of service and product that our delegates and guests are used to. Hilton Warsaw Hotel and Convention Center offers five-star hospitality facilities in Warsaw's busy financial district within walking distance of shops, museums and a lively dining and entertainment scene.

More information on www.eptdaconvention.org



#EPTDA2020ABC

www.eptdaconvention.org

EPTDA
EMEA POWER TRANSMISSION
DISTRIBUTORS ASSOCIATION



MANUFACTURER-DISTRIBUTOR IDEA EXCHANGE (MD-IDEX)

At EPTDA's Annual Business 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 Business 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.





LEADERSHIP & FUTURE LEADERS CONFERENCE

4 – 6 MARCH 2020

BRUSSELS



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 a highly exclusive, well-selected 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 global industrial automation industry as a whole.

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 Business 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 Business Convention.

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 Hannover Messe (Germany) and Drives & Control (UK), 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.

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 2020, please refer to Events section of www.eptda.org





BRAND, COMMUNICATIONS & PUBLIC RELATIONS



CORPORATE WEBSITE AND SOCIAL MEDIA

In 2020, EPTDA members can look forward to a **BRAND NEW**, fully responsive and dynamic new website. Our new central hub for all things essential to EPTDA, its member companies and the industry. Highly visual, highly mobile, and highly energetic, we are creating a new industry's 'the place to go' for all relevant information and updates.

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

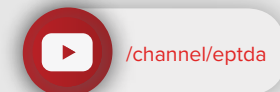
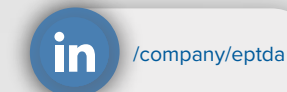


NEWSROOM



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 quarterly newsletter for all members



Market Insights

All relevant economic forecast and EU Policy Change updates in one newsletter

THE BEST AMBASSADOR AWARDS

Since 2011, the Best Ambassador 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 Ambassador Awards are officially presented at the EPTDA Annual Business 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.



MONDIAL S.P.A.
Distributor member



RINGFEDER POWER TRANSMISSION GMBH
Manufacturer member



TPR INTERNATIONAL
Associate member

CRITERIA FOR WINNING EPTDA BEST AMBASSADOR AWARDS

1.

Overall ambassadorship, loyalty and commitment to EPTDA

2.

Referral of new potential members to join EPTDA

3.

Promotion of EPTDA logo on the website / traffic referral to www.eptda.org

4.

Promotion of EPTDA at company's sales and client events

5.

Promotion of EPTDA Member Plaque in Client areas

6.

Engagement with EPTDA social media activities

7.

Promotion of EPTDA with internal audience and employees

8.

Attendance at EPTDA Annual Business Conventions & other industry events

9.

Contribution to EPTDA's strategic roadmap and Leadership team, as a volunteer

10.

Compliance and promotion of EPTDA ethical roadmap and responsible business activities



EDUCATION AND BUSINESS INTELLIGENCE



KUKKO // Pull forward



100

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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 Business Conventions, on an average, some 350 delegates from over 34 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. The seminars are 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 & 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.

REDBURN

POWER TRANSMISSION MONTHLY INDEX (PTMI)

At its 2019 Annual Business Convention, EPTDA launched the much awaited Power Transmission Monthly Index (PTMI) in collaboration with Redburn and e-t2i associates. PTMI is now available, monthly, exclusively for those EPTDA members who participate in providing data for PTMI. It provides the following crucial information to the EPTDA Community:

- Up-to-date 'real-time' information on the status of the Industry
- Unique – no one else has, or can get, this information
- Enables competitor benchmarking - answering the question "How is my business doing against the competition?"
- Valuable for short-term planning
- Check & balance between Order Intake, Revenue, Stock levels
- Useful for longer-term performance assessment
- Can be compared to other indices and economic forecasts – for 'sanity checking'

The 2019 debut report included a thorough analysis of data provided by EPTDA members on their:

- Annual Data (per year)
- Annual Sales (€ million)
- Monthly Data (per month)
- Input Required ["like for like" – i.e. without FX, Acquisition, Divestment]
- PT 'Year on Year - Order Value Change', Sales Value Change' and 'Inventory Value Change'



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 regards to production processes and local production facilities.

Most Distributors – regional, national or international – rely on several 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.

EPTDA PLI Reports now feature exclusive insights on Material Handling, Automotive Industry, Confectionery Industry and Soft Drinks Industry.



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 Business 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.



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. the Small Business Act, distribution law in the EU, advertising and employment.



EU MONITORING REPORTS

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 more than 65 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 Monitoring reports, please log on to the all-new www.eptda.org





MEMBERSHIP GROWTH



REGIONAL LEADERS

EPTDA drives forward in delivering its strategic plan 2019-2021, with the appointment of its 2020 Regional Leaders. EPTDA Regional Leaders across EMEA support the association in raising brand awareness of the EPTDA membership benefits, market intelligence reports and trend analysis activities, and meetings and events with a unified ambition of recruiting new members.

The EPTDA Regional Leaders act as the official voice and representative of the association on a local/regional level, to ensure we stay relevant to the local needs and overcome any languages barriers. This senior Regional Leadership team will support EPTDA in reaching its strategic objectives of Membership Growth, In-Person Networking, Content Development, External Relations & Collaboration on a Local, National and Regional level.

More details about the role of a EPTDA Regional Leader can be found on EPTDA website.



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 Regional Leaders and benefiting from the special incentive program for recruiting new members, should contact EPTDA Association Bureau 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 Business 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 Business 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

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 Business 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.



HANS HAGEDOORN

Managing Director
KTR Systems GmbH
The Netherlands

KTR joined the EPTDA in 2015 as a means of promoting our company, but more so to support our existing partners in distribution and make new connections. The EPTDA provides one of the best meeting places for the industry, where you can network with industry leaders and stay informed of the current trends and important issues. The association is always thinking forward, reinventing itself and continuing to add new features and services, to support, sustain and grow its membership, which keeps the network and events valuable. Serving as a leader of EPTDA for almost five years, in my role as the member of the Know Your Market Committee, has allowed me additional opportunities to get involved in the development of our industry – and not just our business. I am proud of the contributions we have made in developing Product Line Intelligence Report Series for EPTDA, where KTR provided expertise in the area of power transmission connections. Along with my fellow members, we are committed to aligning different pieces of the puzzle for new applications, solutions, innovations and progress.



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.





MEMBERSHIP CATEGORIES & CRITERIA



EPTDA is the largest 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.

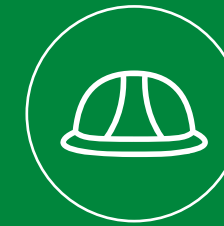


DISTRIBUTOR MEMBERS CRITERIA

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

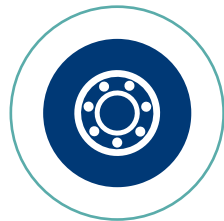


PRODUCT CATEGORIES

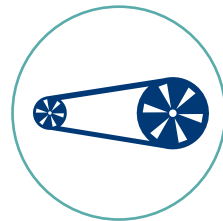


▶ PRODUCT CATEGORIES

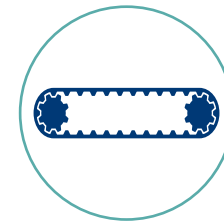
EPTDA MEMBERS REPRESENT **16 DIFFERENT** **MAIN PRODUCT CATEGORIES** FOR MECHANICAL POWER TRANSMISSION AND MOTION CONTROL



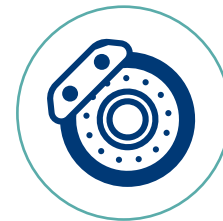
BEARINGS



BELTS & BELT DRIVES



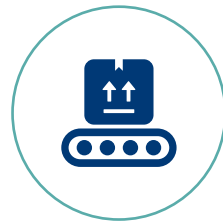
CHAINS & CHAIN DRIVES



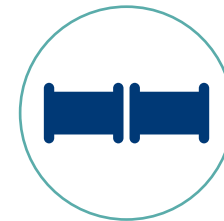
CLUTCHES & BRAKES



CONTROLS & SENSORS



CONVEYOR COMPONENTS



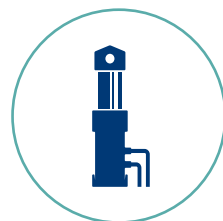
COUPLINGS



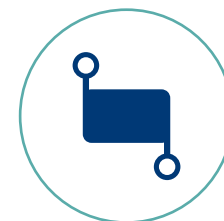
ELECTRONIC DRIVES



GEARS & GEARBOXES



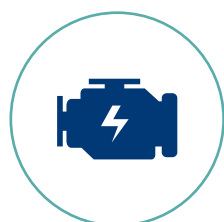
HYDRAULICS



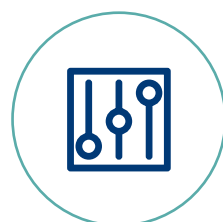
LINEAR MOTION / ACTUATORS



MAINTENANCE PRODUCTS



MOTORS



PNEUMATICS



SEALS



OTHER PRODUCTS



MEMBERSHIP PROFILE



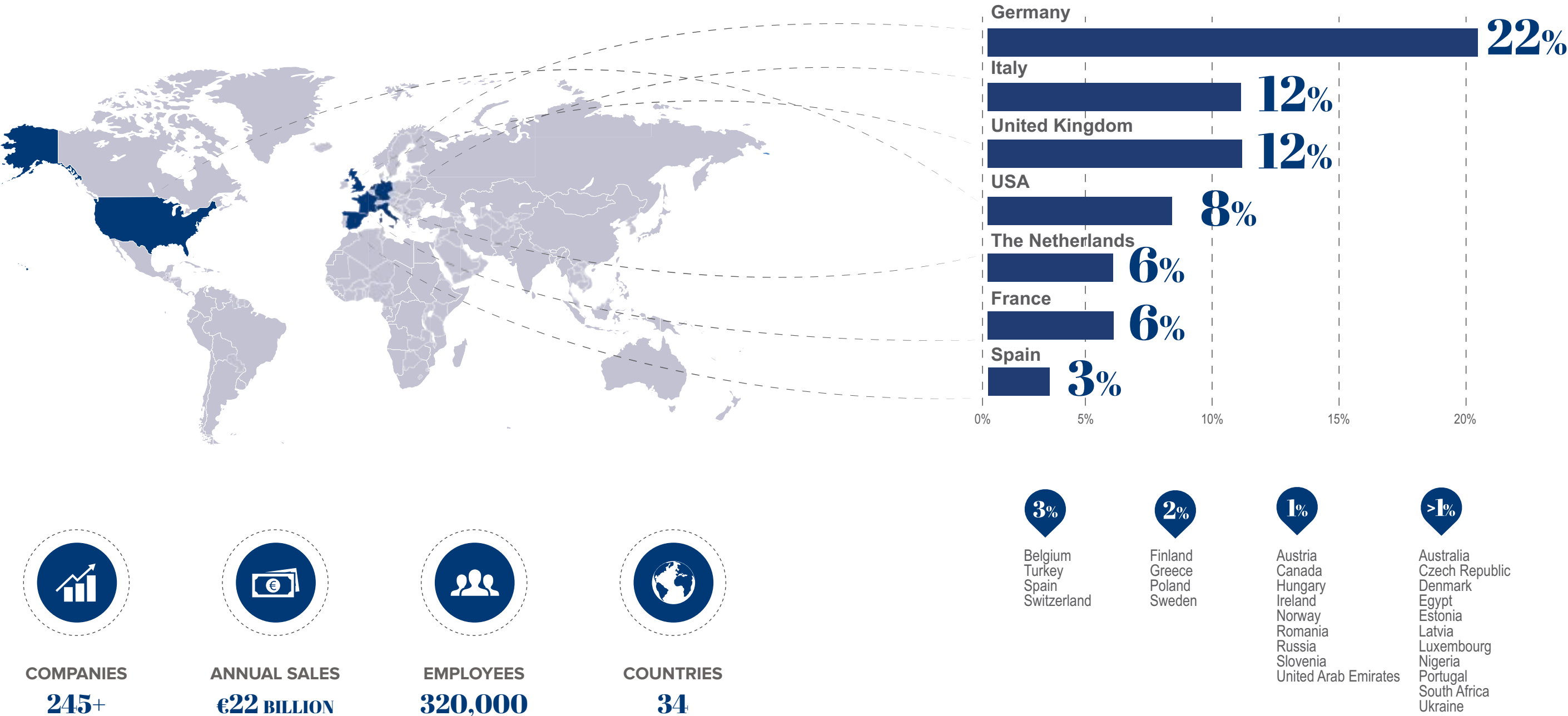
EPTDA’s membership directory is updated in real time, offering information on company profiles, product lines, sales indicators, business structure, employment, services and contact details.

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

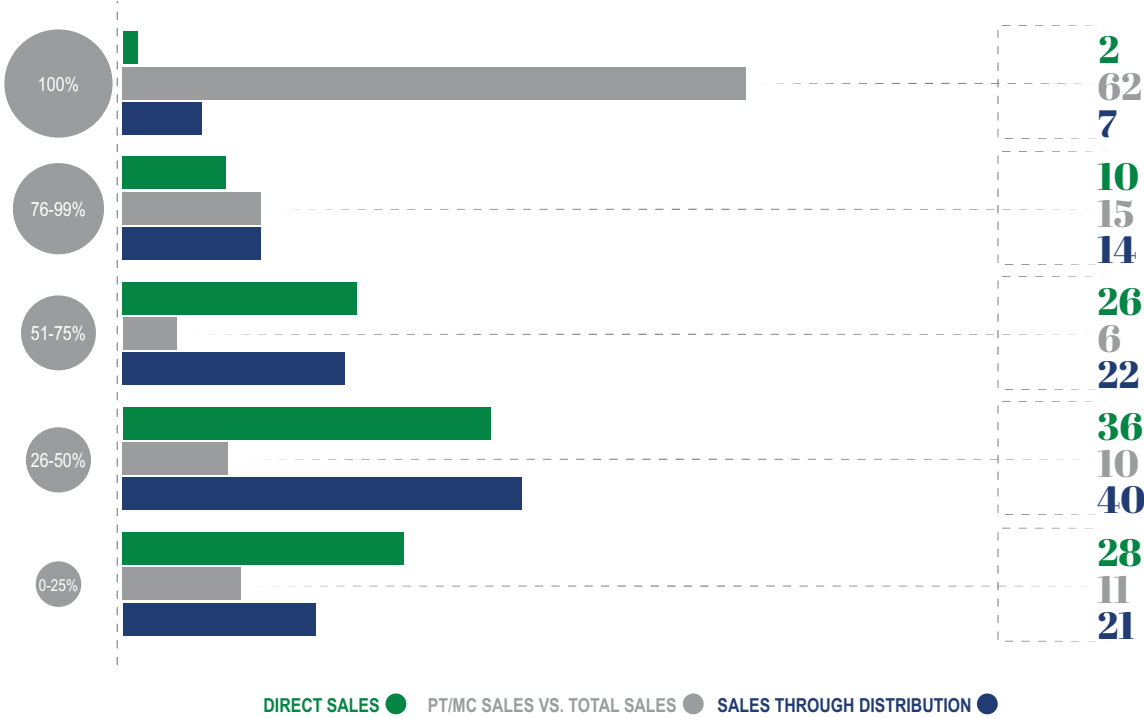
The EPTDA membership profile can be used as a valuable benchmarking tool for every member company to assess its status against the other EPTDA member ‘groups’ represented.

GEOGRAPHICAL REPRESENTATION OF MEMBERS

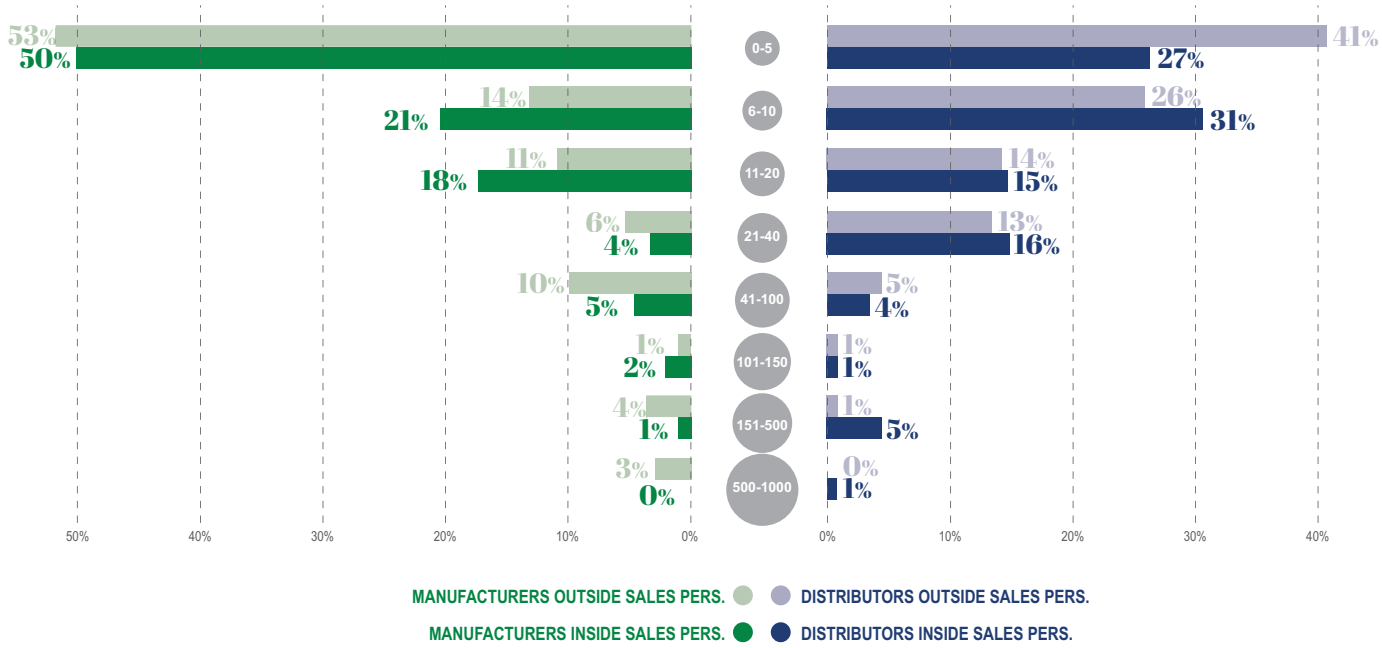




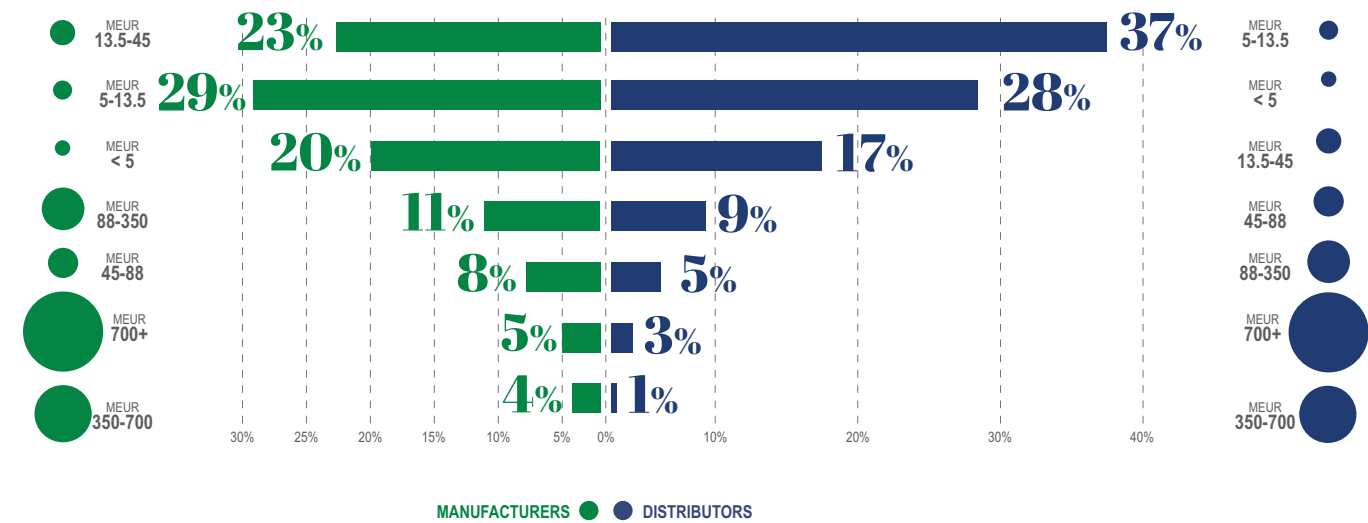
SALES STRUCTURES



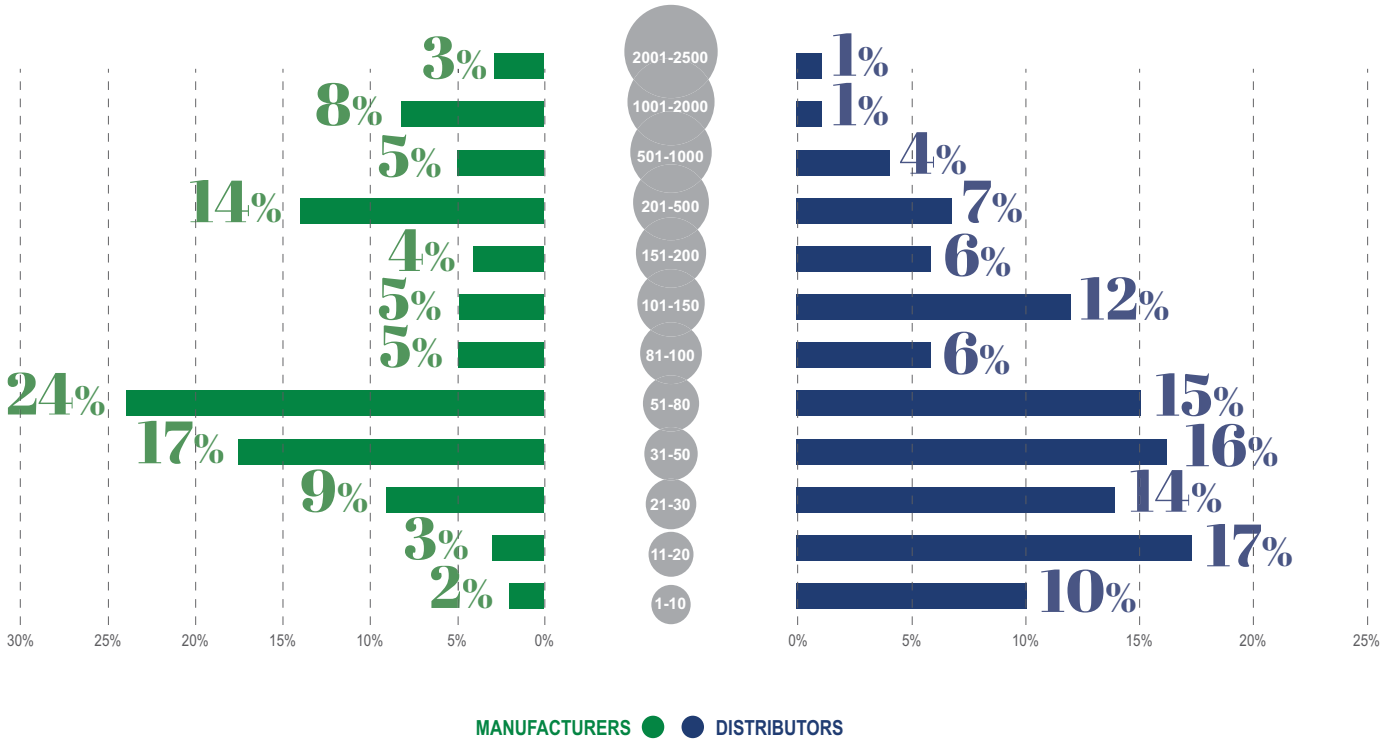
SALES STAFF



SALES VOLUMES

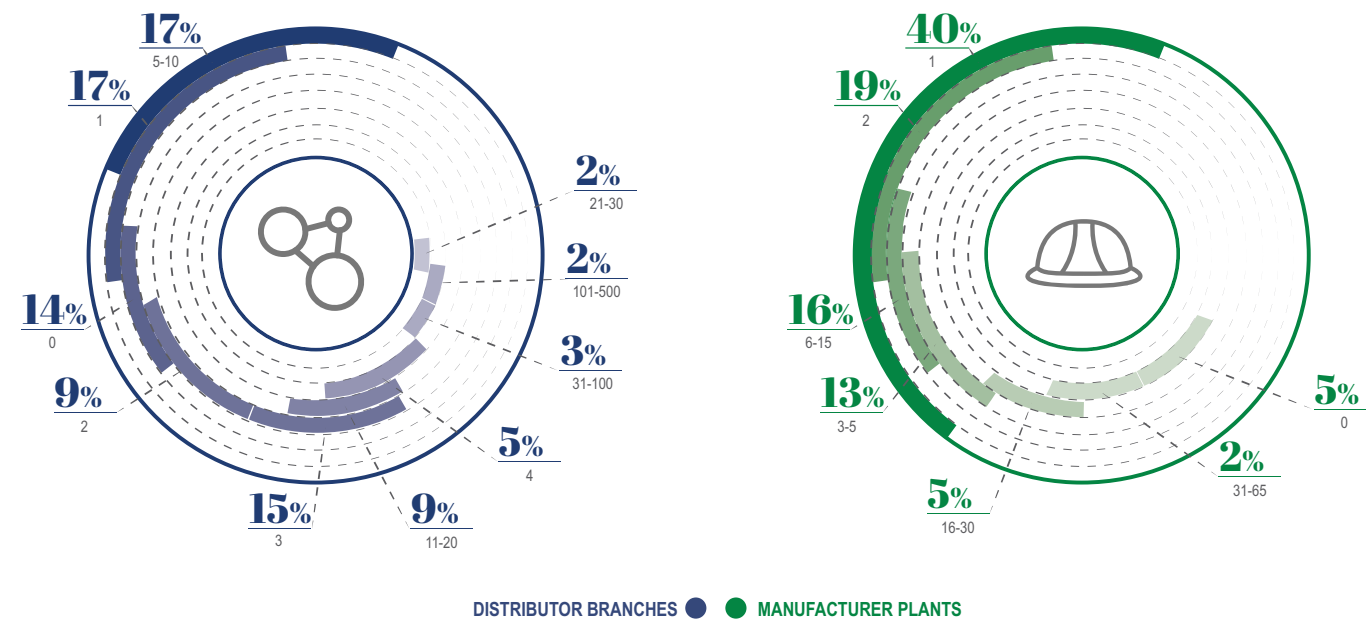


EMPLOYMENT

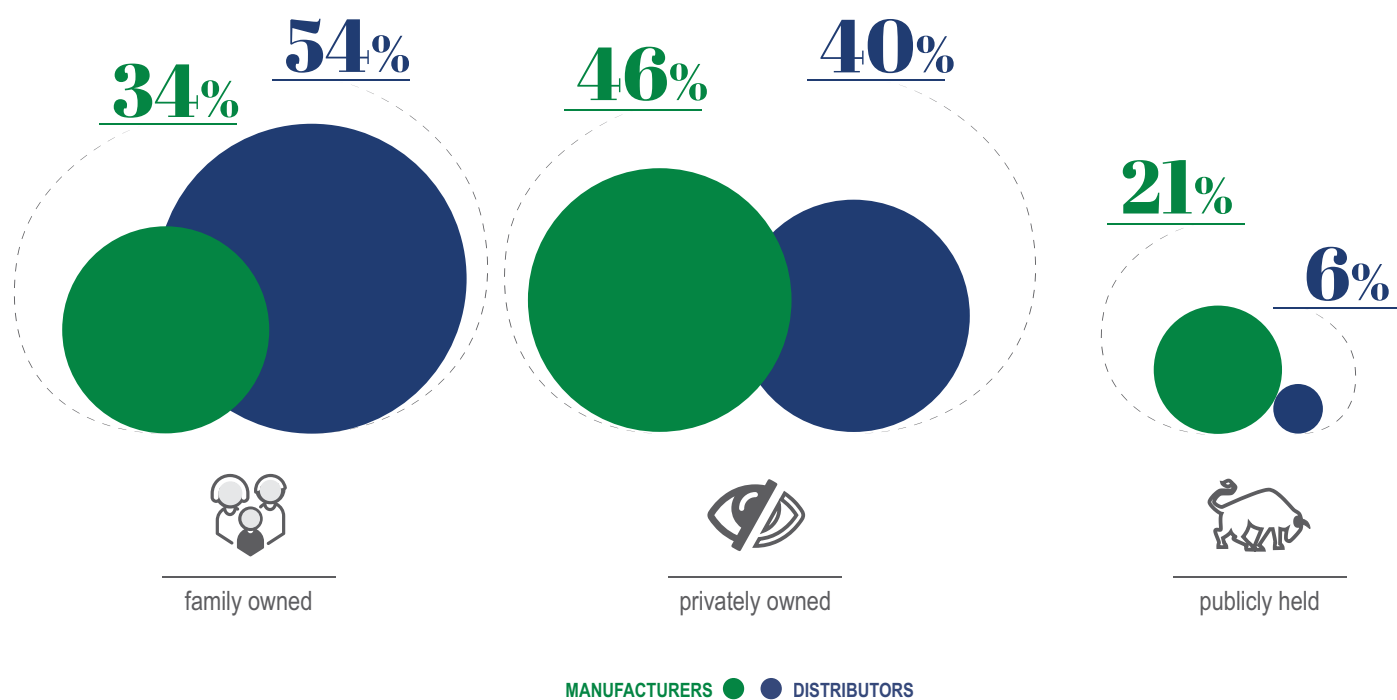




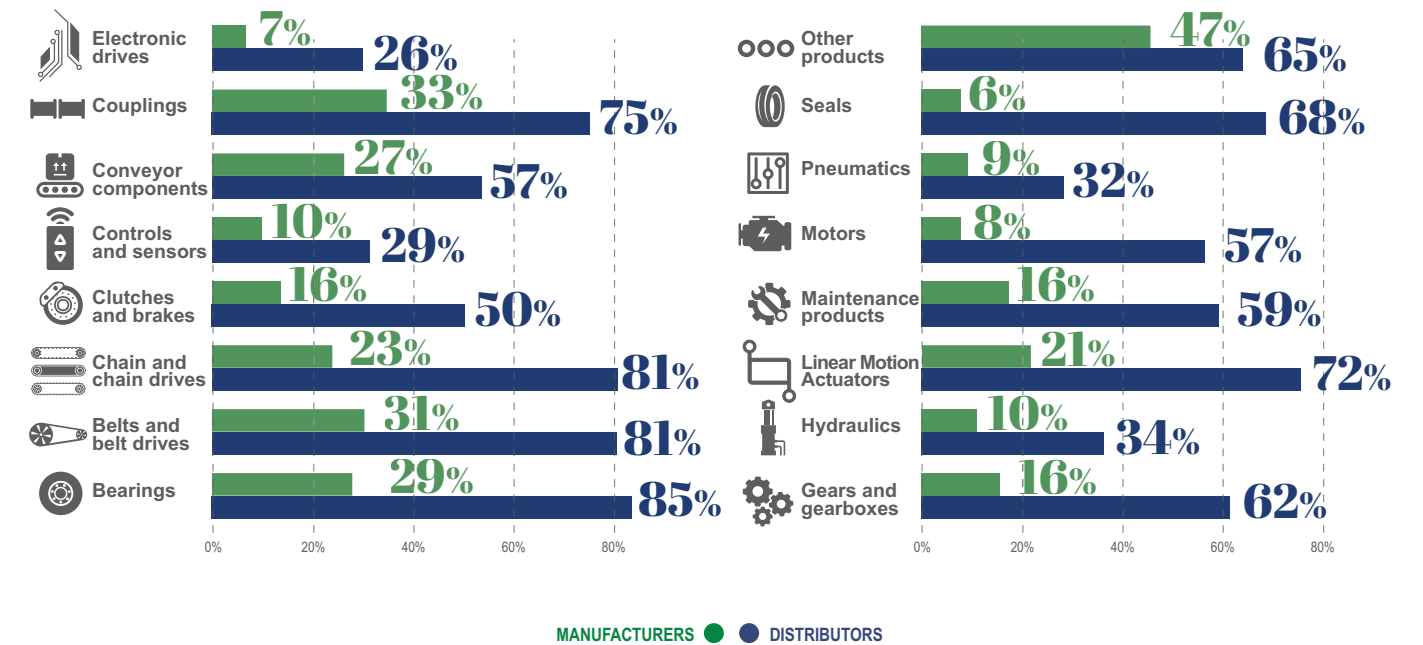
DISTRIBUTORS BRANCHES & MANUFACTURER PLANTS



MEMBER OWNERSHIP



PRODUCT LINES



THOMAS AMMERPOHL

Group Manager Bearing Division Industrial & Distribution Sales
Nachi Europe GmbH
Germany



I am involved with EPTDA in different positions since 2004. I have had the opportunity to witness see the constant development, professionalism and the sophistication with which the association performed during the years. We now see a strong organization dedicated to serve the PT/MC industry – not only in Europe alone but across the entire EMEA and USA. For NACHI, as one of the leading manufacturers for bearings, it is a must to be part of the EPTDA. Venues like the MD-IDEX provides us a unique platform to approach new customers and have important conversations with existing ones. Personally for me, it is an honor to become a member of the Manufacturer Council through which I can serve as the voice of reason and confidence to other aspiring companies to better understand EPTDA and its benefits. As a member of the EPTDA Leadership, I remain committed to helping the association in its quest for continuous growth and improvement.





OUR DIAMOND MEMBERS

No fewer than 83 companies have been loyal supporters and are members of EPTDA since 2005 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.



PAUL DESMOND SPILLINGS

Managing Director
Acorn Industrial Services, Ltd.
United Kingdom

Over the past five years, EPTDA has taken massive strides in transforming from a mere networking organization to serving as a navigator of the industry. It is the only platform, a neutral playground, of its kind that's thoroughly trusted by the CEOs, Owners, MDs and other top decision makers of our industry. In addition to creating valuable opportunities for new partnerships and business development, we provide a global outlook and perspective on the industry, as well as micro and macro economic trends, that help our members to gauge the pulse, and make quick decisions. EPTDA's meetings provide ample opportunities for members and delegates to learn from each other, get inspired and cross-share insights on mutual success and recipes to overcome any obstacles for growth. In my role as a member of the Board of Directors and Incoming President, I'm looking forward to continuing this pace of advancing distribution in industrial automation.

DISTRIBUTOR COMPANIES



MANUFACTURER COMPANIES





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**



ANNUAL BUSINESS CONVENTION 2020

Leading Executive Association for
Power Transmission & Motion Control Industry

16 → 18
SEPTEMBER

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www.eptdaconvention.org

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EMEA POWER TRANSMISSION
DISTRIBUTORS ASSOCIATION



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