

CETOP is the European Fluid Power Committee and represents this industry in Europe. National fluid power associations from 17 European countries are member. CETOP thus represents more than 1,000 companies with almost 70,000 people and a market value of 13 billion EURO.

The CETOP Bulletin is a regular communication from CETOP to its member associations. It informs on CETOP decisions, activities and upcoming matters. The CETOP member associations are invited to make use of the Bulletin and inform their associated companies accordingly.

This edition of the CETOP Bulletin mainly refers to the outcome of the CETOP General Assembly meetings, June 2017.

New CETOP member: BITVA, Denmark

The CETOP General Assembly on 2 June 2017 in Barcelona unanimously agreed upon the application for membership of BITVA, Denmark. BITVA is a part of The Danish Chamber of Commerce. It was founded in 1964 and reorganized with the new name BITVA in 2014. 146 member companies belong to BITVA, with 15 hydraulic members and 6 pneumatics members. Currently, the Hydraulic group has become a member of CETOP. The contact at BITVA is Michael Ostenfeld. Information on BITVA is available on the internet bitva.dk

Welcome to BITVA. CETOP is very much looking forward to a good future cooperation.

CETOP General Assembly 2017 in Barcelona, Spain

The 2017 CETOP General Assembly had been hosted by AIFTOP. The event was organized on 1/2 June in Barcelona. The meetings took place in the Festo premises at Hospitalet de Llobregat. CETOP once again experienced the great hospitality of the Spanish association. Thank you very much to AIFTOP.

Besides the General Assembly meeting itself, there had been meetings of the Economic and Marketing/ Communication Commissions, the Education Commission, the Technical Commission and the CETOP President's Council.

Presentations on the economic situation in each country, which had been prepared for the General Assembly, are downloadable from the CETOP website member section.

CETOP logo

For the member associations' use, the CETOP logo with the amended strapline "The Voice of the European Fluid Power Industry" is available.



There is also a logo for CETOP approved Education centres. Information is available from the General Secretariat.

CETOP Economic Commission activities

- Speed-up the results publication of the CETOP Annual Product Statistics is an important target. Therefore, the schedule will be advanced by one month, i.e. the deadline for returning the questionnaire of the 2017 inquiry will be 27 April 2018.
- The schedule for the Monthly Exchange on Tendencies and the Quarterly Trend Survey had been based on last year's experience and was agreed upon.
- In order to be able to provide up-to-date information, it is most important that all statistics participants meet the deadlines. To encourage a wide participation, the CETOP Vice President Economics will support this approach by contacting the associations if necessary.
- The Commission is discussing the need of re-defining the "Home Consumption / National Home Sales" term in the statistics. The idea is to collect information on the turnover of distribution to end users or OEM, probably not reported now. If this will be collected, the turnover of manufacturers to distribution is no more to be reported.
- The statistics guidance notes will be reviewed and shortened or simplified where necessary.
- There was a request for information on trends for the future / business outlook.
- A Working Group dedicated to the issue of the Statistics will be organized. The member associations are requested to name statistics and business intelligence experts.

CETOP/ ISC Statistics

Results of the following statistics were made available to the participating associations:

- CETOP/ISC Monthly Exchange on Tendencies May 2017
- CETOP/ISC Quarterly Trend Survey 1 Quarter 2017
- CETOP Annual Product Statistics 2016

The results of the Monthly Exchange on Tendencies, the Quarterly Trend Survey, and the Annual Product Statistics are downloadable from the CETOP website member section. It is essential that all CETOP member associations return their annual results by product families in time in order to be able to meet the deadline for the publication of the ISC Annual Product Statistics. This ISC statistics shall be published at the end of June each year, with data referring to the previous year.

CETOP is currently collecting data from its member associations for:

- CETOP / ISC Monthly Exchange on Tendencies June 2017
deadline for returning the completed questionnaire: 7 July, a reminder was sent.
- CETOP/ISC Quarterly Trend Survey 2 Quarter 2017
deadline for returning the completed questionnaire: 28 July

CETOP statistics publication policy:

CETOP statistics results are only available to the responding CETOP associations and their member companies and are not meant for general publication. CETOP data should therefore not be released to external organisations, e.g. consultants, magazines, banks etc. General enquiries concerning CETOP data should be referred to CETOP.

ISC International Statistics Committee activities

- The ISC website www.iscstats.org is available. Results of the Quarterly Trend Survey and the ISC Annual Product Statistics are downloadable from the ISC website member section.
- Efforts to include Mexico in the Monthly Exchange on Tendencies had finally been successful. Also, Canada started to provide information. Thus, there are up to 20 associations participating in this inquiry.
- Further efforts to enlarge ISC will include Brazil and South Africa. Any support from CETOP members will be very much appreciated. Unfortunately, Australia denied the request to participate as statistics are not in the association's focus.

CETOP Education Commission activities

- Associations sending an application for a CETOP centre certificate are kindly requested to provide the General Secretariat with copies of the certification documents and audit reports.
- The Hydraulics part of the CETOP Education Booklet had been revised. The revision of the Pneumatics Recommendations is on the to-do list. Input from the member associations will be required.
- The Education Booklet was also amended with regard to:
 - The External Verification visit by the respective Trade Association will be necessary every 3 years instead of an annual audit.
 - The Centre approval and re-approval will be done every 6 years instead of 5 years.
 - A tool for the employer to verify the candidates work experiences was added.
- A list of External Verifiers in each country, auditing the Education centers, is compiled.
- There is agreement to have more communication on Education, e.g. a flyer and a banner on the CETOP website.
- A Working Group Education will be set up and meet in October. Member associations are welcomed to name experts.

CETOP approved Education centres in 2017

In 2017, the following Education centre has been re-approved by the responsible national association as CETOP Education centre:

- NFPC National Fluid Power Centre, Worksop, UK, approved for Mobile and Industrial Hydraulics, www.nfpc.co.uk

CETOP Marketing Commission activities

- The CETOP Image Flyer featuring CETOP activities and benefits for membership is available as printed copy and online as interactive flyer <https://www.cetop.org/about-cetop/>. Copies for distribution on exhibitions, meetings, etc. may be ordered from the General Secretariat.
- For the promotion of the online CETOP Directory, there is a Directory Flyer available. Copies may be ordered from the General Secretariat. An interactive flyer for the website is currently being prepared.
- The website banners for the two flyers will be made available to the member associations. The banners may be included on the associations' websites.
- A Web Button allowing direct access to the CETOP website was produced for the Hanover fair and is also available to the CETOP associations for the promotion of CETOP on exhibitions, meetings, etc.
- The CETOP Directory 2017 is available online, as software flip book (Adobe Flash version), as software flip book (HTML5 version, for iPad), pdf and database allowing a comfortable search for companies and products.
- The CETOP website www.cetop.org includes a "News" section. Again, CETOP member associations are invited to provide news to be included there. This should be associations' information, such as associations' news, presentation of the association, economic reports, exhibition participation, information on conferences and exhibitions endorsed by the member associations, etc. About 1 page A4, 500 words or less would be required.
- CETOP is also present on LinkedIn and on Twitter. Members are kindly requested to promote these links as well. Thank you.
www.linkedin.com/company/cetop?trk=biz-companies-cym
twitter.com/CETOP2
- There was an agreement to increase the information on CETOP activities, e.g. on Education or Technics. Flyers and banners on the website may be an option.

CETOP Technics Commission activities

- PED Directive: CETOP Position Paper PP04
- Ecodesign Directive: CETOP position on "points system", working plan 2016 – 2019
- REACH and CLP, chromium, cobalt and other substances in process
- ROHS: wider scope and exception
- Electric technology: fears and opportunities
- Technical communication: newsletter and website project
- A Working Group Technics will be set up. Member association shall name technical experts.

CETOP Strategy Workshop

Based on the flip charts / photo protocols from the Strategy Workshop in Constance last year, a working team reviewed and summarized ideas and arguments.

The process map identifies 6 steps:

- Step 1: **undertake the SWOT Analysis** – (completed, 16 June 2016, Constance)
- Step 2
 - **consolidate** (completed) and
 - **dedupe** the data into single lists for each of Strengths, Weaknesses, Opportunities and Threats (completed)
- Step 3: **list of objectives** (completed)

- Step 4: **determine** a strategy (discussed by the President's Council)
- Step 5: **prioritise** the objectives and strategies (discussed by the President's Council)
- Step 6: **identify** the persons in charge (discussed by the President's Council)
- Finally to be discussed and agreed upon by the CETOP General Assembly

A main issue of the discussion is "Communication". A segmentation model identifying several stake holders is discussed as well as a strategy priority matrix.

CETOP General Assembly 2018

Date and venue of the General Assembly 2018 are still to be fixed.

Contacts to other associations

CETOP is in contact with a Serbian fluid power association which has recently been founded. It is also intended to get into contact with a Slovakian association.

Some exhibitions and conferences in the next 6 months

- IFPEX 2017, 13–15 September 2017, Tokyo, Japan
- ISB-INMA TEH' 2017, 26–28 October 2017, Bucharest, Romania
- PTC ASIA 2017, 31 October – 3 November 2017, Shanghai, China
- Hervex 2017, 8–10 November 2017, Baile Govora, Romania
- Agritechnica, 12–18 November 2017, Hanover, Germany
- Dutch Fluid Power Conference, 30 November 2017, Ede, The Netherlands