

euchemap

PANORAMA

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EUCHEMAP:

Process Equipment and Plant Manufacturer's Voice in Europe

With this first issue we want to present you EUCHEMAP's new PANORAMA. We are planning to publish this paper twice a year to inform EUCHEMAP members on our activities and interesting news for the branch.

This first issue will focus on presenting EUCHEMAP, giving you a picture of our activities and show, how we service European process equipment and plant manufacturers and how you can profit from us.

EUCHEMAP took up work in 1998 by a joint effort of national associations of process equipment and plant manufacturers such as:

- AGORIA, Fédération Multisectorielle de l'Industrie Technologique, Belgium;
- ANIMA, Associazioni Nazionali dell'Industria Meccanica, Italy;
- FIM, Federation des Industries Mécanique, France;
- GCA, Groep Fabrieken van Apparaten voor de Chemische Industrie, Netherlands;
- GIFIC, Groupement Interprofessionnel des Fournisseurs de l'Industrie Chimique, France;
- PPMA, Processing and Packaging Machinery Association, Great Britain;
- SWISSMEM, Schweizer Maschinen-, Elektro- und Metallindustrie, Switzerland;
- VtMA – Process Plant and Equipment Association within VDMA, Germany.

EUCHEMAP informs other national organisations in Europe on our activities and is open for them, too. EUCHEMAP's work is coordinated by

delegates from the national associations that meet twice a year. Representatives from member companies are also welcome at these meetings and are invited to contact the secretary or the national associations for further information.

EUCHEMAP's general aim is to improve the market position of its member companies. Therefore we are concentrating on marketing and economic questions. EUCHEMAP creates a platform to bring the European suppliers for the chemical and allied industries together and to increase the communication between the European entrepreneurs.

For better market information and comparability of statistical data, EUCHEMAP regularly publishes statistical data and tries to gather comparable data from the member countries.

EUCHEMAP is the European voice of the European suppliers for the chemical and allied industries accepted by the EU-Commission (Lobby-function), but EUCHEMAP is also a "bridge" to the chemical and allied industries. EUCHEMAP can be used as a channel/mediator to reach the client industries for example with a common conference/forum in foreign markets.

EUCHEMAP informs the members about international trade fairs to help to identify important events.

Panorama is a new way to inform our member companies about our activities. It will be published twice a year and to be distributed by the member associations via e-mail to the member companies.

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EUCHEMAP web-site

EUCHEMAP has its own website. www.euchemap.com gives you information on our activities. For the future we are planning a membership-area where interesting information such as detailed statistical information will be made available for EUCHEMAP-members.

Currently you find the national associations and contact persons listed and some information on trade fairs and statistics. The Panorama is going to be another means of communication for EUCHEMAP and is regularly going to inform you on new contents on the website, too.

EUCHEMAP statistics

EUCHEMAP is trying to give its members a common view on statistics. Therefore we are working to get comparable data from all participating countries. Statistical data is distributed among the national associations and is available for the members via the associations.

Also some information is published on the EUCHEMAP-web-site www.euchemap.com. Currently you find there the Prodcop-statistics for the production in the EU 15 between 1997 and 2002, based on data provided by Eurostat.

EUCHEMAP trade fairs

To give companies from all European countries a better overview on trade fairs in Europe and world wide, EUCHEMAP lists the fairs the national associations find supportable on its web-site. If you desire any further information on one of these

fairs, please contact your national association. Via the EUCHEMAP-network your national association can provide you with fair reports and gather answers for other questions.

EUCHEMAP meetings

Representatives from the different national associations meet twice a year. Place of convention changes every time among those actively working in EUCHEMAP. If possible meetings will be held at the same time and place of national fairs. The next meeting will be held at Milan on October, 7th 2005 parallel to the Rich-Mac-fair.

During those meetings all EUCHEMAP-activities are discussed. If you think there are any activities to be taken by EUCHEMAP please contact your national association or the EUCHEMAP secretary. Delegates from member companies are always welcome to give their point of view during the meetings. If you are interested please feel free to contact your national association or the EUCHEMAP secretary.

EUCHEMAP benchmarking

To compare your company directly with other companies from the same branch gives you a new point of view of your own company. You can evaluate your competitive position and identify areas of improvement. Depending on the inside view you gain from the other companies, you will be able to identify ways how to improve your own business.

Benchmarking is a scientific method to compare companies and help them learn from each other. EUCHEMAP has decided to support members that are interested in benchmarking. In case you are looking for benchmarking partners in Europe please contact your national association or the EUCHEMAP secretary and we will try to put up a benchmarking project.

New EUCHEMAP members

The EU keeps growing and with it markets for selling as well as manufacturing process plant equipment keep changing. With growth of EU regulations will be influenced by more countries than before. Therefore EUCHEMAP is open to national associations from the new member-

countries of the EU and is contacting those actively.

We will work on harmonisation of statistics and expect to get a new view on the new member-countries as well as finding allies when working on EU-legislation to support our members' interests.