

10th International Pattern & Model Making Congress

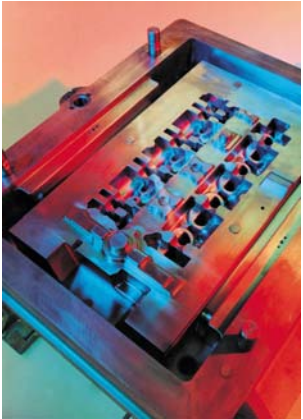
Presidents Report for the United Kingdom

Paris 2006

Tony Lowe

President, PMMMA

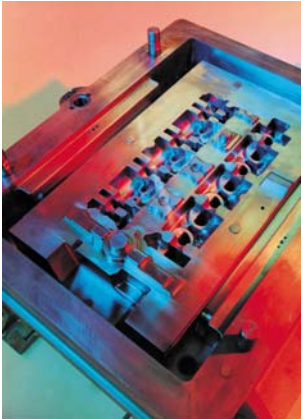




UK Pattern & Model Makers

- 290 companies in total, 2800 skilled people
 - >40 people : <10 companies
 - 10-40 people : 50 companies
 - <10 people : 230 companies
- UK association (PMMMA) represents:
 - 40 member companies
 - 80% of industry by turnover

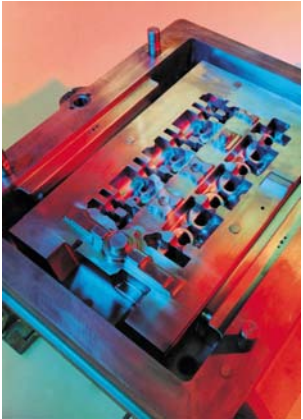




Current Market Situation

- Very tough in UK manufacturing
- Automotive industry affected by Ford & GM problems, amongst others
- Price is becoming overriding factor
- Much pressure from low cost countries

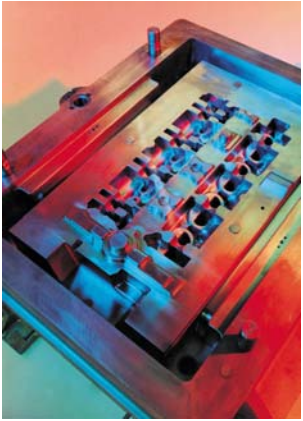




Economic Situation

- Borrowing at 4.5% base rate
- Inflation 2.5-3.0%
- Typical skilled patternmaker wage is 16-20 euros per hour
- Basic working week 37 hours
- 5 weeks paid leave plus 8 bank holidays
- Working Time Directive limits working week to 48 hours, but with “opt out”

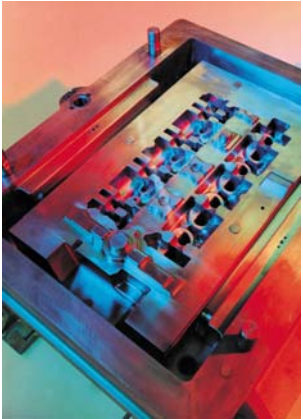




Actions

- Find ways to add value
- Look for niche markets
- Diversify, within limits
- Be customer led
- Constant investment in training & technology



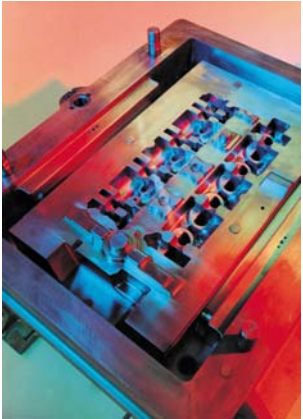


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Our Association

- Council meets quarterly
- New range of benefits for members
 - Training
 - Quality
 - Legal
 - Promotion
- New brochure
- Website, www.pmma.co.uk
- Collaboration dialogue with other UK trade associations

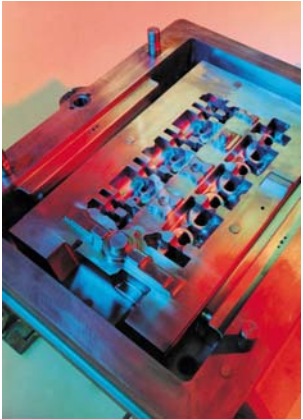




Training

- Developing training for the pattern maker of tomorrow (CAD, CAM, CNC, inspection, etc.)
- Collaboration with various UK institutions

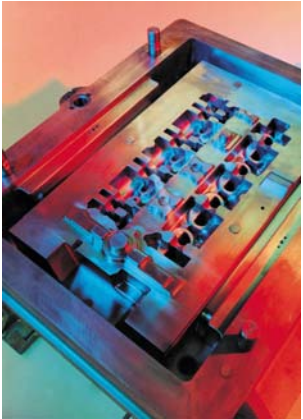




Conclusion

- Times are tough
- Must invest, diversify, train and be customer led
- Use our national Association and international collaboration to support members in difficult trading conditions





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THANK YOU

Tony Lowe

President

PMMMA

