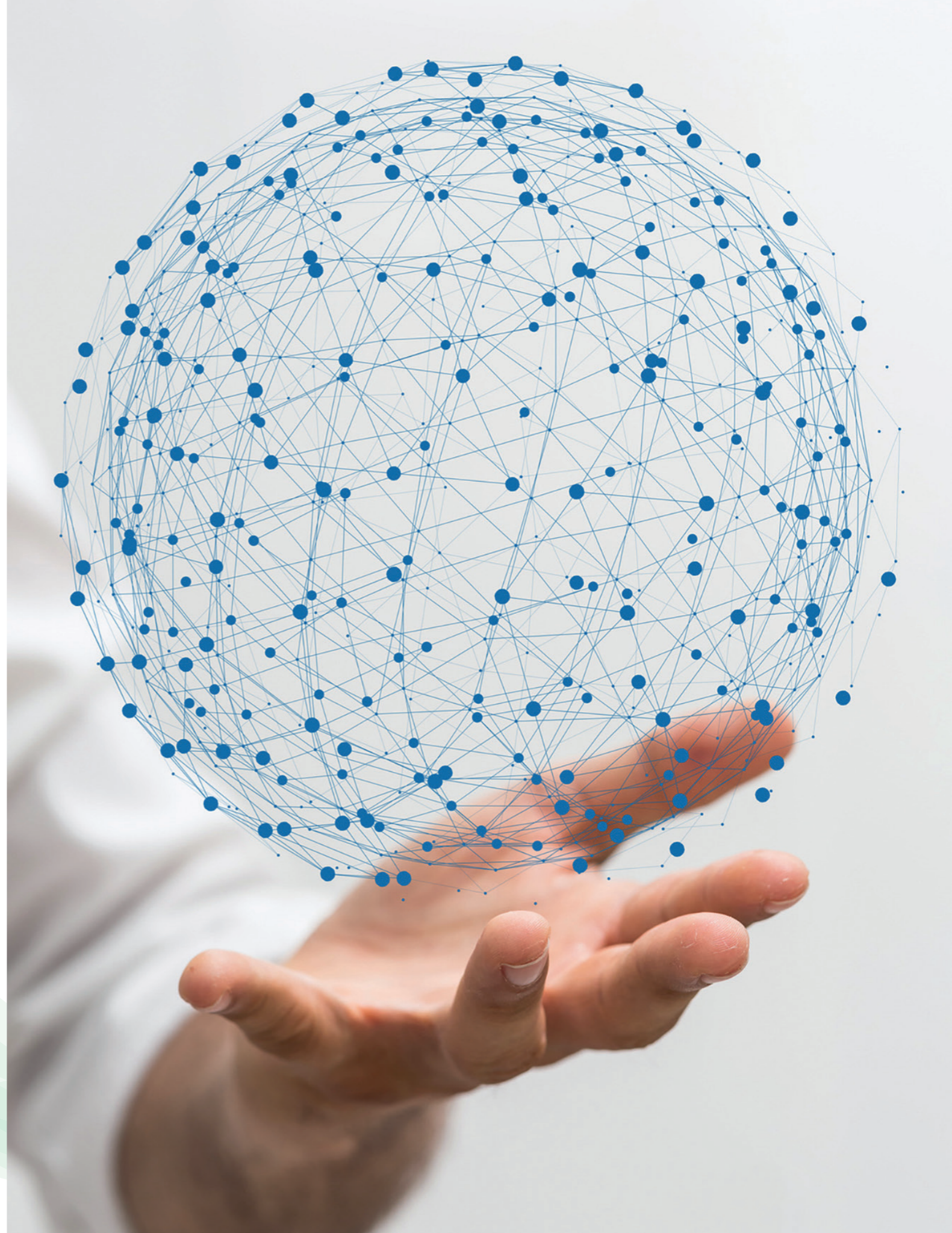




*The Voice of the European
Fluid Power Industry*

Activity Summary and Benefits of Membership



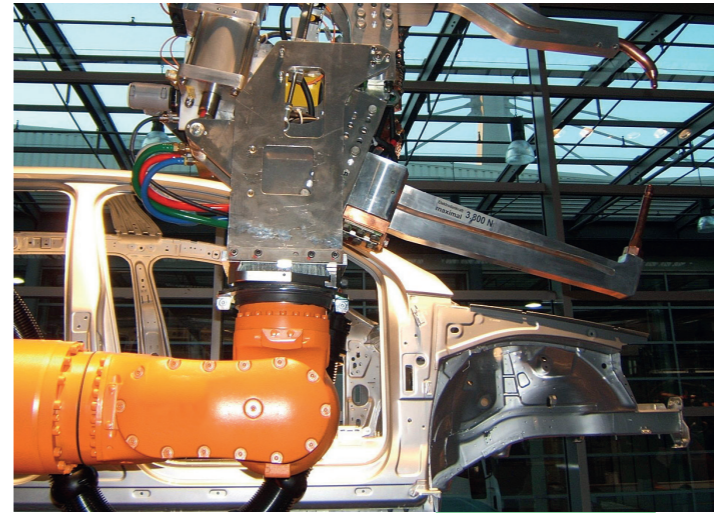
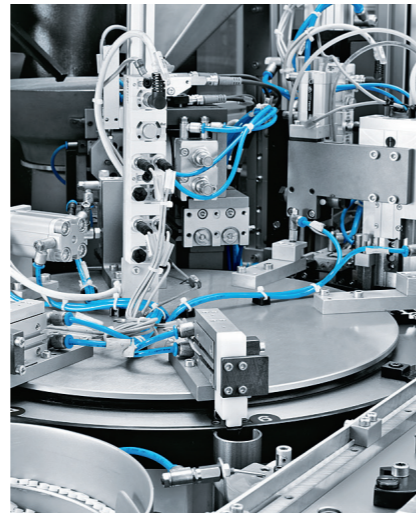
Who is CETOP?

CETOP is the European Fluid Power Committee

- It is the international organization for the national fluid power associations in Europe.
- It is the communication platform for fluid power in Europe.
- It comprises of 19 member associations.
- All renowned fluid power companies in Europe belong to the committee.
- Most major players in the international markets are represented.

CETOP represents

- more than 1,000 companies including both manufacturers and distributors
- almost 70,000 employees
- a market value of approximately 14 billion Euros
- a very high proportion of the market in most countries (80%–90%)



Benefits to CETOP members

CETOP offers support for the member associations and their associated companies in many different ways. CETOP is working closely together with the member associations and their companies – together with the industry for the benefit of the industry. To its members CETOP offers for example:

Click
the Symbols

- **CETOP statistics**
on European fluid power

- **ISC statistics**
on global fluid power – a cooperation with ISC, the International Statistics Committee

- **CETOP Directory**
supplier and product database to advise customers. Information on more than 1,000 companies and their products

- **www.cetop.org**
information around the world of fluid power

- **Platform** for the exchange of experience and opinions

- **Participation** in the European process of opinion formation

- **Lobby at the EU Commission**
harmonized pan-European proposals are a vital requirement for success. CETOP is the voice of the European Fluid Power Industry.



- **Education and training initiative**
harmonized pan-European requirement profiles

- **Position Papers**
concerning EC Directives – industry's response to the EU Commission's proposals or directives

- **European Network**
excellent network of technical and marketing experts

European and global statistics

European statistics

- CETOP statistics on European fluid power – they are unique in offering reliable data tailored to the interests of the industry.
- The results are available exclusively to the associated companies of the CETOP associations.
- A high proportion of companies is belonging to CETOP member associations, around 80%–90% in most countries.
- CETOP statistics deliver very reliable indicators for the European market.
- This information is not available from any other source.

Global statistics

- Statistics on global fluid power are the result of a cooperation between CETOP and ISC –International Statistics Committee.
- It provides comparable information on the relevant fluid power markets for Europe, the USA and Asia.
- This data, too, is not available from any other source, offered exclusively to the ISC partners and thus, to the CETOP member associations as well.

Monthly Exchange on Tendencies

- Business cycle analysis
- A qualitative snapshot of business to provide an early indicator of hydraulic and pneumatic performance by country

Quarterly Trend Survey

- Economic development
- Current business data and forecast
- Backed by qualitative statements on trends in client industries

Annual Product Statistics

- Data on individual product segments
- National home markets for hydraulic pumps, hydraulic and pneumatic valves, actuators, etc.



Marketing and Communication

CETOP Directory

- It is the European buyers' guide.
- It gives an overview of the entire European fluid power industry.
- Over 1,000 companies, all members of national fluid power associations, together with details of their product ranges are presented.
- A very large overall spectrum of products can be found.
- Suppliers of standard products and special solutions are featured, together with a comprehensive range of services.
- The Directory is also available on the CETOP website www.cetop.org.

Exhibition participation

- Through the member associations, CETOP is represented at the major fluid power exhibitions all over the world.
- CETOP is also represented on important international exhibitions of customer industry.
- The Directory, the Education Recommendations, etc. are made available to a broad audience and thus, support the European fluid power industry.
- Exhibitions and conferences are featured on the CETOP website.

Website www.cetop.org

- The website provides the latest news on all aspects of the European fluid power industry including
- CETOP Directory: Supplier and product database
- CETOP approved Education Centers and technical universities
- Fluid power exhibitions and conferences
- Technical Position Papers relating EU Directives
- CETOP member associations and global cooperation partners
- Members' only: European and global fluid power market data



CETOP Education initiative

CETOP provides the forum for National Associations to take up an active role in developing, driving and implementing standards, quality and content of „COMPETENCE BASED EDUCATION AND TRAINING“ involving hydraulics, pneumatics and associated controls. This gives a recognized qualification structure throughout Europe.

With the ever-growing need throughout Europe and the world for a competent and well educated workforce, able to maintain and manage fluid power systems, CETOP has developed a harmonization program relating to the qualifications of such a workforce.

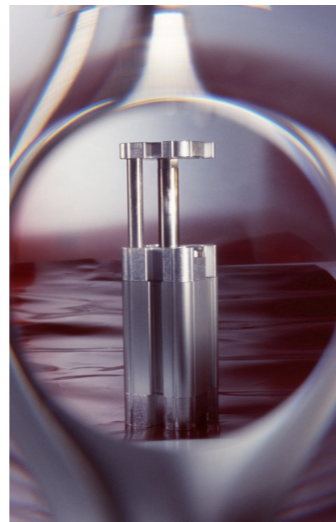
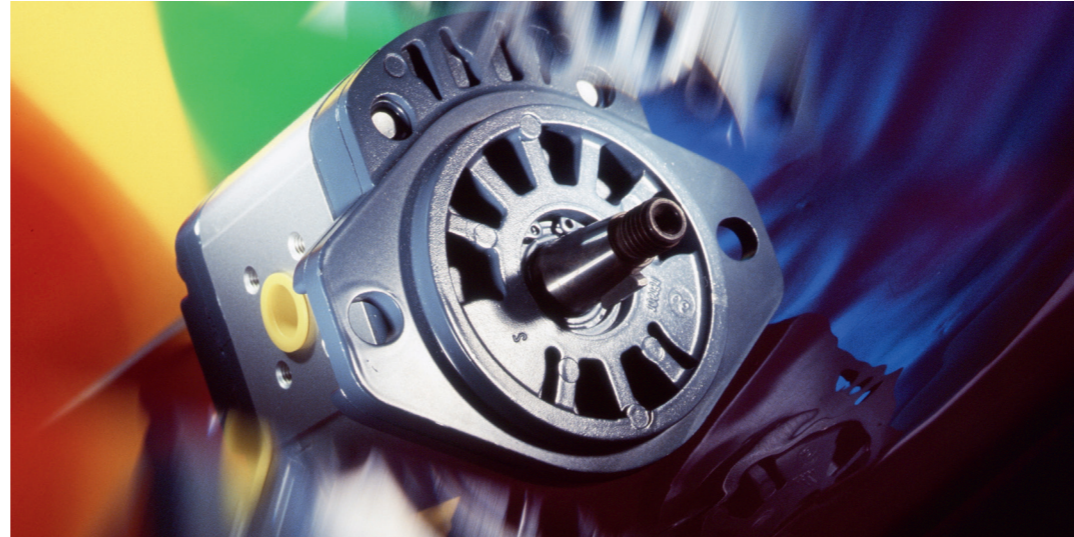
CETOP Education Recommendations contain 3 levels of competence ranging from specialized operators to technicians and covering the whole of Europe, and the knowledge and skills expected for each of these levels. Thus, CETOP has developed competence based qualifications to meet the occupational levels of those people involved in the maintenance and management of fluid power systems and covers the specific subjects of hydraulics, mobile hydraulics, industrial hydraulics as well as pneumatics.



These harmonized pan-European requirement profiles for particular qualification levels are featured as CETOP Education Recommendations, available on the CETOP website. Furthermore, CETOP provides a specific informative guideline to „Approved Centers“ and the processes associated with quality assurance and quality control of competence based qualifications.

A list of CETOP Approved Centers is available on the CETOP website www.cetop.org.

Representing technical interests



Fluid power components and systems may fall within the scope of a number of European Directives such as

- the Machinery Directive
- the Directive on Electromagnetic Compatibility
- the Pressure vessels Directive and
- the ATEX Directive

CETOP is also active in the field of the representation of technical interests,

- for example in the area of European Directives and
- the effect of these on the fluid power industry
- CETOP can draw on an excellent network of technical experts
- they produce statements or "Position Papers"

The Single European Market makes it necessary, among other things, to harmonize national regulations, directives and standards, with the aim of eliminating restrictions or barriers to trade.

This is achieved through European Directives, which are then enacted as national legislation by each EU member state.

CETOP Position Papers

CETOP interprets the Directives and their requirements with regard to their consequences for fluid power components and systems.

CETOP Position Papers are published for some of the Directives which affect the fluid power industry.

CETOP has published Position Papers on the following European Directives:

- Machinery Directive
- Pressure equipment Directive

The Position Papers are available as a download on the CETOP website www.cetop.org.

CETOP member associations

Click
the Flags



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