



# **EUROMETAL COORDINATION MEETINGS WITH NATIONAL FEDERATIONS**

**FACTS & TOPICS OF MEETINGS 2011 - 2018**

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, DÜSSELDORF 05 MAY 2011

*The main and only topic of the meeting was the discussion about « concept EUROMETAL 2012, a new organisation and work structure for EUROMETAL to be decided later in the General Assembly of December 2011*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, DÜSSELDORF 20 November 2012

*Main topics of the meeting agenda were:*

- *Enhancing market monitoring about steel distribution markets*
- *A presentation and a debate about Late Payments and Payment Terms in steel distribution*
- *Presentation of a Survey on Freight related costs in distribution logistics*
- *BDS presented its model calculation about freight related costs*
- *FFDM gave an outlook on their organisation, commissions and services provided to members*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, MILANO 03 April 2013

- *ASSOFERMET presented its organisation, work groups and services to Italian steel distributors*
- *Pricing for Value in steel distribution was another topic of discussion and debate*
- *The Polish delegate outlined the problems related to « carousel fraud » on VAT in construction*
- *Application problems regarding EN 1090 were debated*
- *The role of national federations was highlighted*
- *Enhancing market monitoring about steel distribution markets was again on the agenda*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, PARIS 29 October 2013

### *Meeting agenda:*

- *Developments in the global steel market, a presentation by an industry consultant LAPLACE*
- *Challenges for steel distributors, presented by EUROMETAL President*
- *An Update on EU Construction Product Directive*
- *VAT carousel fraud, further information*
- *Status on Pricing regarding Weights, Lengths, Square Meters*
- *Human Resources Management in Steel distribution*
- *Enhancing Market Monitoring regarding steel distribution markets*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, BRUSSELS 27 March 2014

*To this meeting EUROMETAL had invited representatives of EU Commission. Main topics were:*

- *EU action plan for the industrial sectors and for steel industry*
- *EU action plan in favor of small and medium sized enterprises*
- *A presentation by BELMETAL about the organisation of the Belgian federation and its service offer for Belgian steel distributors*
- *EUROMETAL presented a topic about Steel distribution in 2025*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, BRUSSELS 10 October 2014

### *Meet EU Commission and Lobbying Groups*

- *Meet EU Directorate General Enterprises and Industry: presentations and discussion*
- *Meet Euro-Commerce: presentations and discussion*
- *Meet ORGALIME: presentation and discussion*
- *Presentation of EUROMETAL about business models in steel distribution*
- *A discussion about the future of national federations*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, AMSTERDAM 01 April 2015

- *Presentation of STAALFEDERATIE: organisation, services, future orientation*
- *Health and Safety: the NASS experience*
- *Benchmarking between national federations*
- *Benchmarking with international federations*
- *Lobbying for steel distribution: decision to do a survey by questionnaire*
- *Necessity of Compliance guidelines for national federations and EUROMETAL*
- *Digitalization*
- *Sharing and pooling of best practices and services between federations*
- *Develop Regional Meetings, to be organised in combination with national federations from the region and EUROMETAL.*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, BILBAO 08 October 2015

### *Discussion about following points:*

- *The impact of company compliance guidelines on the membership with national federations*
- *Lobbying: A comparative study with comparable federations, Issues regarding lobbying*
- *Enhancing steel distribution market monitoring*
- *Issues regarding e-commerce and digitalization*
- *Competitive position of steel versus other materials*
- *EUROMETAL = One voice for steel distribution*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, DÜSSELDORF 25 February 2016

### *Following topics were on the agenda:*

- *Role of national federations*
- *Health & Safety issues: A NASS contribution*
- *Apprenticeship – Training – Education, the BDS experience*
- *Lobbying: A report by BELMETAL and Staalfederatie on meetings in Brussels*
- *Issues about EURONORMS and EUROCODES*
- *Steel trade cases and steel trade policy. A EUROMETAL report*
- *EUROMETAL position paper about free and fair steel trade*
- *EUROMETAL regional meetings: Elaboration of a questionnaire*

*Discussion about following points:*

- *Benchmarking report regarding national federations*
- *Exchange of best practices regarding organisation of a national federation*
- *Discussion to create an interactive « Early Warning System » covering key issues and trends*
- *Consequent decision to install on [www.eurometal.net](http://www.eurometal.net) a login area called « KNOWLEDGE CENTER » with an aim to serve as interactive knowledge transfer and to cover the following topics:*
  - Market Intelligence / Benchmarks*
  - Eurocodes, Euronorms*
  - Financial Issues*
  - Lobbying*
  - Follow-up on competitive materials to steel*
  - Steel Trade Policy, Steel Trade Cases*
  - Knowledge Transfer: Access to EUROMETAL presentations & reports*
  - Logistics*
  - Optimization of Supply Chains*
  - Sustainability in steel distribution*
  - Education & Training skills for steel distribution*

*REMARK: The Knowledge Center is live and open to interaction between all federations by means of an access key provided by [office@eurometal.net](mailto:office@eurometal.net)*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, WARSAW 21 March 2017

### *Discussion about following points:*

- *Presentation of the organisation and activities of the Polish Steel Distribution federation PUDS  
Key activities of main interest for members are product oriented commissions*
- *Issues regarding Sustainability, a report by STAALFEDERATIE*
- *Digitalization: some case studies, a EUROMETAL report*
- *Wood as a competing material to steel, a report by the Austrian federation*
- *Promoting Building with Steel*

## EUROMETAL MEETING WITH NATIONAL FEDERATIONS, HAMBURG 08 October 2018

*Main discussion point on the agenda was the concept paper EUROMETAL 2020 – Defining a New Future for EUROMETAL.*

*After an exchange of views among all participants, the meeting recommended a set of mission statements for EUROMETAL to be considered in future as key essentials regarding organisation, work programs, editorial outputs and meetings for future EUROMETAL*

*The meeting underlined the necessity that in times of huge challenges, it is essential to have a strong and united steel distribution representation.*