

An introduction to REMA: THE ROTATING ELECTRICAL MACHINES ASSOCIATION



**ROTATING ELECTRICAL
MACHINES ASSOCIATION**

What is REMA?

The Rotating Electrical Machines Association represents UK manufacturers and suppliers of rotating electrical machines. REMA covers all rotating machines other than turbine type machines, traction motors or machines for the use in aircraft. Associate membership is offered to material and component suppliers.

REMA is a member of:

BEAMA The Federation of British Electrotechnical and Allied Manufacturers' Associations, the association for the electrotechnical industry, through which REMA members obtain additional services and benefits;

and

CEMEP The European Committee of Manufacturers of Electrical Machines and Power Electronics, through which REMA members decide on market issues and share market statistics;

and

GAMBICA/REMA joint committee: through which technical issues common to motor manufacturers and drives manufacturers are shared, discussed and publications made available for users.

REMA represents the UK market with a UK agenda, but does not ignore the European and world-wide scene. How does it do this?

First, REMA does not open full membership automatically to all non-British manufacturers. With an established focus on Europe, REMA invites only those companies who are ready to support European manufacturers. Specifically, REMA welcomes those companies with a UK operation who are part of European Manufacturers with parent companies being members of a national Trade Association that, like REMA, is a member of CEMEP. REMA supports the UK based industry in lobbying within the UK.

Second, whilst REMA believes in a European dimension, it believes the EU is too large and diverse for efficient and relevant Trade Association operation, and that there is a need for a local dimension. Many manufacturers are increasingly losing their national identity as they form bigger groups across international boundaries. They can no longer claim to be exclusively British, German, Scandinavian or whatever. Against this background, there is a risk that the local dimension could be lost. Conversely, it is important that smaller producers continue to have access to services and forums that might otherwise disappear under the weight of the multi-nationals. REMA supports such manufacturers in the UK, and provides the local support.

Third, REMA believes that the national Trade Association should reflect its local market as much as its local manufacturing base. The reduction in the number of British manufacturers over recent years, together with the rise in the number of



importers, means that the marketplace has changed significantly. To reflect these changes, it is necessary to involve all the key players. Recent changes within REMA have addressed this need.

REMA's SERVICES TO MEMBERS CURRENTLY INCLUDE:

- Access to European Sector based negotiations
- Access to UK Government
- Sharing of commercial data as provided for by UK legislation
- Fora for agreeing the industry input to the national standards body (BSI)
- Discussion of technical and EU Directive related issues
- Access to other UK Trade Associations
- Access to BEAMA services
- Provision for sub-sector specific discussion
- Co-operation with suppliers.

ACCESS TO EUROPEAN SECTOR BASED NEGOTIATIONS

CEMEP is the European sector committee for the motor industry, it is recognised as such by the European Union who has indicated its preference for dealing with CEMEP as being the representative body for the industry. REMA, as a member of CEMEP, plays a leading role in European debating including subjects such as:


- The Commission/CEMEP agreement on efficient motors
- European industry data collection
- Technical and International Standards issues.

ACCESS TO UK GOVERNMENT

REMA is officially recognised as the industry's voice with influential Government departments such as the DTI and the DEFRA. Although the European Union is increasing its direct involvement in many commercial and technical matters, it is still required to pay attention to individual Governments' expressions of the views and needs of suppliers to national markets. REMA seeks to influence that UK position, and has recently been recognised by Government as an industry focus for subjects such as Climate Change Levy, enhanced capital allowance scheme and energy efficiency best practice programme (EEBPP).

COMMERCIAL MARKET DATA

REMA operates a scheme under which members submit monthly returns of their orders or sales. REMA undertakes both total confidentiality and conformance with legal requirements of these returns to its members. The returns are aggregated



and the total figures notified to members, who are then able to interpolate their company development by market share as well as assessing total market trends. These schemes are always open to development; currently there are separate schemes for low voltage and high voltage motors.

Schemes operated within CEMEP, to which REMA submits aggregated data, provide an ongoing view of the European industry. These schemes are more detailed, more accurate, more frequent and more rapid than any official statistical information provided by the Government or Eurostat. There is also the opportunity to raise queries and, sometimes, have figures corrected with the agreement of all contributing parties.

STANDARDS, AND EU DIRECTIVE RELATED ISSUES

REMA is a continuing and significant force in European and International Standardisation, its members provide Chairmen of Committees (Nationally and Internationally), UK Technical experts and draft texts for approval. REMA nominates members to committees and working groups within BSI, IEC and CENELEC, and is therefore well placed to influence the proposals and decisions of these bodies, and to react to such proposals as and when they are tabled.

REMA has proven that by open discussion both at a local level and with Continental colleagues, it can gain better a understanding of different technical approaches. This in turn makes discussion, particularly at the European level, both in the standards bodies and within CEMEP, easier and more productive.

REMA is also convinced that the technical policies of individual countries will benefit from the direct input from individual markets such as the UK, which may have their own particular needs or characteristics. A pooling of views of this nature will clearly be most effective when all European Trade Associations adopt a similar approach, but REMA does not hesitate to take a lead.

REMA is also the channel of communication, in the UK, for technical proposals from the European Commission and the British Government.

ACCESS TO OTHER BRITISH TRADE ASSOCIATIONS

The fact that REMA is confined to rotating electrical machines does not prohibit ready contact with other electrotechnical organisations, in particular GAMBICA, the Association for the Instrumentation, Control & Automation Industry in the UK, with whom technical collaboration on variable speed drives is ongoing. REMA's Trade Association status can also facilitate contact with associated non-electrical associations such as the British Gear Association.

SUB-SECTOR SPECIFIC DISCUSSION

REMA is structured into two divisions based on product size and type. Members can be, and often are, active in more than one division. Each division holds regular meetings to review the Market Data and the state of trade within its own particular area of interest, with free and open discussion on any topic within the boundaries of EU competition law. The Divisions respond to the appropriate CEMEP working group on all appropriate subjects, making proposals and engaging in debate as required to support the industry. These topics are not necessarily limited to those affecting only the UK market. Typical activities have included claims on dumping, unfair tariff structures and the safe operation of large motors in hazardous areas. Monitoring the recent CEMEP voluntary agreement (EFF) is also undertaken at Division level.

CO-OPERATION WITH SUPPLIERS

In addition to the normal commercial issues between suppliers and manufacturers, REMA members recognise the need to maintain good technical relationships with suppliers of insulation materials, wires, bearings, steels etc. An Associate Membership level exists for such manufacturers on an individual basis; this has already proved advantageous.

ACCESS TO BEAMA SERVICES

REMA Members have access to :

Legal services. BEAMA has a legal advisory service to help members of member Trade associations on aspects of English commercial law as well as the interpretation of European legislation and directives. A contract assessment service is also available, and very popular. Some members of REMA may have their own corporate legal departments within parent companies, however, many members have proved they can benefit from the BEAMA legal service. BEAMA also acts on behalf of its members in framing, interpreting and on occasion negotiating commercial Terms and Conditions. BEAMA Terms are standard for many companies. BEAMA lawyers have also actively represented the membership in reacting to onerous Purchasing Conditions introduced by large and powerful buyers.

Technical services. BEAMA runs seminars on a number of issues of broad technical, commercial or legal interest to electrotechnical companies. General seminars, or special in-house training courses, are provided on the interpretation and negotiating conditions of contract. A Standards Committee provides the opportunity for in-depth discussion and briefing on Directives etc.

International Trade Policy. BEAMA also provides, via the appropriate body, support for outward missions, negotiation regarding conditions for export credit guarantee and input to the WTO. It also provides for agreeing briefing to the DTI etc.

HOW MUCH DOES REMA COST?

While acknowledging the need for annual variations in response to agreed special requirements, the annual operating cost for REMA over the past five years has been about £80,000.

HOW IS IT FUNDED?

It is funded entirely by the subscriptions of its members; this subscription also provides access to the BEAMA services. At present there is a formula based on a minimum subscription common to all members, with the balance made up pro rata to the total sales of the relevant products, home and export, of each member. Some smaller companies may pay only the minimum, whilst the larger companies pay considerably more. However, the basis of the subscription is discussed at every AGM of the Association with equal voting rights for all full members.

WHO ARE THE MEMBERS?

ALSTOM Electrical Machines Ltd
ALSTOM Power Ltd.
Baldor (UK) Ltd
EFACEC (UK)
Essex International
Invensys Brook Crompton Ltd

Morley Motors Ltd
Peebles Electrical Machines
SEM Ltd
Siemens (UK) plc
Teco (UK) Ltd

SOME RECENT REMA ACTIVITIES

Publication of a technical report on the use of inverters

Publication of a guide on bearing currents

Drafting of a technical report on bearing currents

Provision of a report on ignition hazards in HV machines

Input into BSI for the review of BS 4999 and BS 5000

Input into the technical and commercial implementation of EU Directives (Low Voltage Directive, Machinery Directive, EMC Directive, CE Marking)

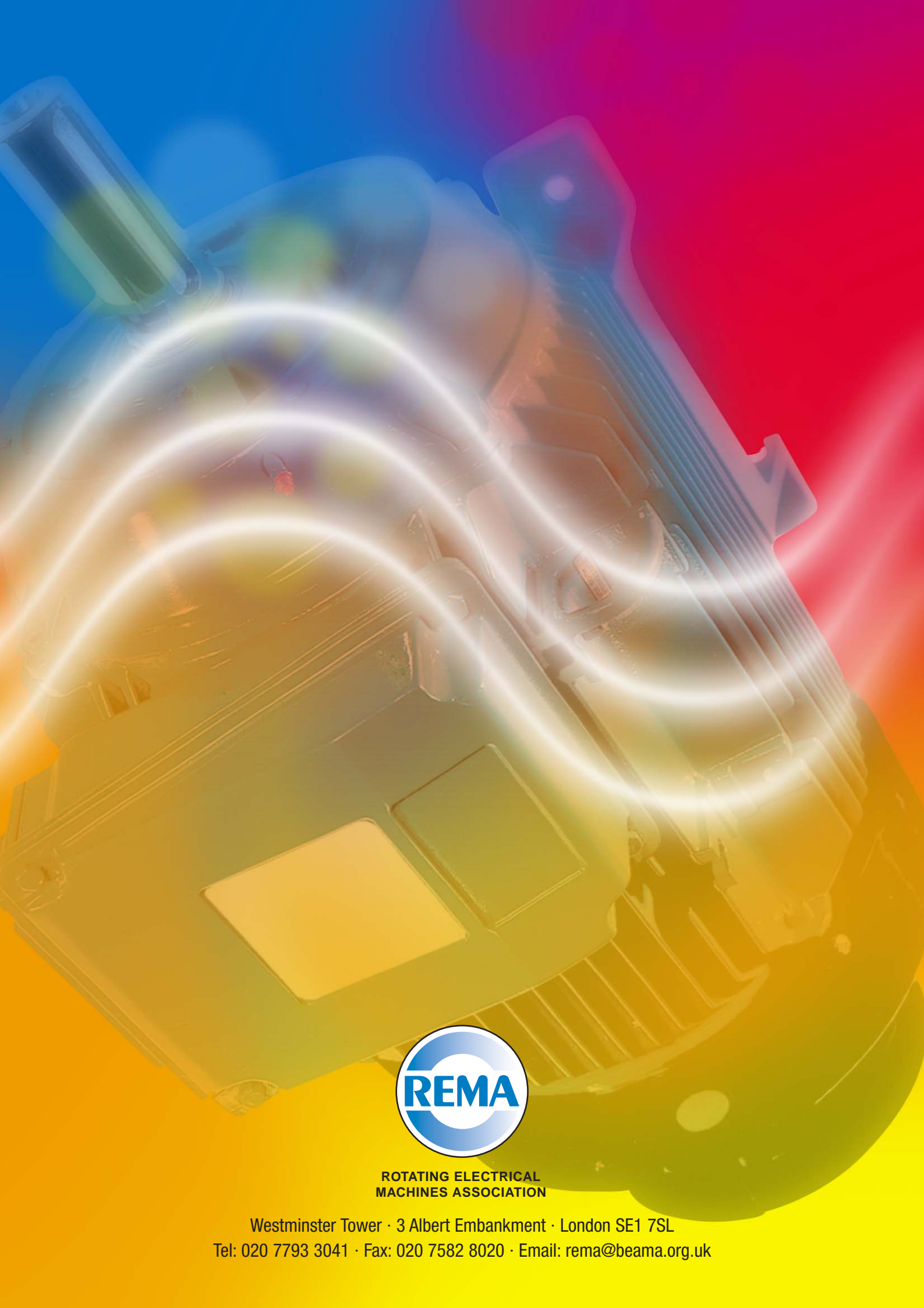
Technical and commercial input into the classification of minimum efficiencies for motors

Input into the preparation of standards for determining efficiency levels of motors

Input into the revision of IEC Publication 60034 : Electric Motors

Input into new standards for, and testing of, 'Ex' machines

Participation in the working group on variable speed drives



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