



Are you ready for the challenge?

Presentations, forum discussions and tour

The annual business meeting dealing with topical subjects in the laser sub-contract sector. An opportunity to learn, to network and to discuss the major issues of the day.

Open to all AILU members and non-member Job Shops

Tuesday 16 November 2010

Bystronic Coventry

- 09.30 – 10.00 **Registration and Coffee**
- 10.00 – 10.10 **Welcome**
- 10.10 – 10.30 **Metal Prices Outlook**
John Houseman Confederation of British Metalforming
- 10.30 – 10.50 **Servitisation (temporary title)**
Research programme on the potential effects/benefits of increased levels of servitisation on the laser industry.
TBA Cranfield University
- 10.50 – 11.10 **Refreshment break**
- 11.10 – 11.30 **Gas prices (temporary title)**
TBA BOC Gases
- 11.30 – 12.00 **Supplier highlights on new laser processing machines for job shops**
- 12.00 – 13.45 **Lunch and tour of Bystronic showroom and support centre**
- 13.45 – 14.00 **AGM** (Agenda will be provided at the meeting)
- 14.00 – 15.00 **New equipment – What to buy, when to buy it – and how to raise the money**
An open discussion lead by John Powell (Laser Expertise) and Martin Cook (Cutting Technologies)
The scope of the discussion extends beyond equipment to include all types: should you buy a new laser, a graining machine – or a truck? Other topics brought to the meeting will also be open to discussion.

Registration

If you've previously attended an AILU meeting and your contact details haven't changed since, you can simply phone/email the office with your name. Otherwise, please email your full contact details. pauline@ailu.org.uk

Payment

Don't send a payment now, we will invoice you

AILU member rate £35.00 + VAT (=£41.13)

Non-member rate £45.00 + VAT (=£52.88)

* Join AILU within 10 weeks of the workshop and a £320 +VAT discount will be given on your first year's membership

Travel information can be found [here](#)

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AILU reserves the right to alter the programme or cancel the meeting at short notice and accepts no responsibility for the views expressed by the speakers.