

Federation of Estonian Engineering Industry – cooperation and possibilities

Triin Ploompuu

Federation of Estonian Engineering Industry Board Members

Mr Tõnu Lelumees(Head of the Board)

Mr Priit Lind (BLRT)

Ms Emöke Sogenbits (Hanza Mechanics)

Ms Kristi Tölp (Electromatix OÜ)

Mr Tõnis Raamets (Silwi Autoehitus OÜ)

Mr Kristo Kaugija (Raasiku Elekter AS)

Mr Marti Jeltsov (Estflow Consulting OÜ)

Mr Veljo Konnimos (Radius Machining OÜ)

Mr Oliver Mets (Insero OÜ)

Mr Heikki Mäki (Finesta Baltic OÜ)

Mr Kristo Karjust (Tallinn University of Technology)

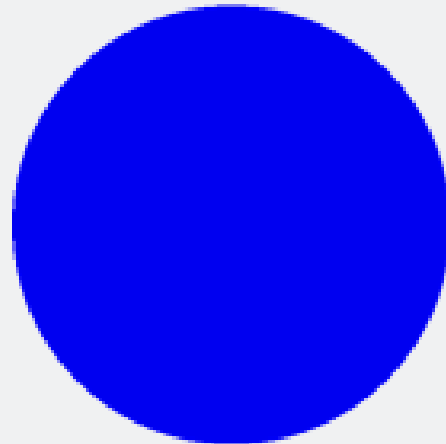
Mr Marek Pakkin (Tallinn University of Applied Sciences).

We unite 110 metal and machinery companies and institutions to contribute to the development of the sector.

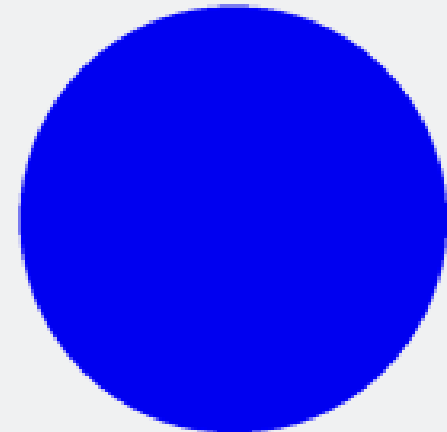
Next generation



Publicity and lobby work



Business development



General view

1. **Salary is growing** in industrial area 7% per year – it is biggest growth in Baltics
2. **Estonia is below the European average in the use of digital technology** in companies
3. Robots are still **little used**
4. On average, 20% of the manufacturing process in the Estonian manufacturing industry is automated
5. Companies are **uncertain about the future**, investment decisions are pending
6. **Media is talking about crises**, but companies say that fall is not so big

Major export commodities (2018)

1. **Machinery** and complex manufactured products, 34%
2. Manufactured consumer goods, 29%
3. Chemical, industrial and fuel products, 20%
4. Food and agricultural products, 9%
5. **Metals and metal products**, 8%

Major export partners (2018)

1. Finland 15,1%
2. Sweden 10,4%
3. Latvia 9,1%
4. Russia 8,8%
5. United States 6,9%

Our challenges

- How to encourage companies to invest?
- How to get better results with digitalization?
- How to speed up robotization?
- How to add more value to our products?
- How to find and hold new export markets?
- How to train a skilled workforce?

1. Next Generation: Idea about vocational education

- 1) First year is general in metal area, when students can better understanding about different jobs and personal skills
- 2) Students choose their specialty in the second year;
- 3) We are solving 2 problems
 - A) Student getting better know-how and can choose right speciality
 - B) We can open course every year

1. Next generation: Project 4CHANGE just finished, we need to continue with cooperation

4CHANGE

Tööstus 4.0 väljakutse:

Kuidas tarkades tulevikehastes anda rohkem võimu metallitöötajatele?

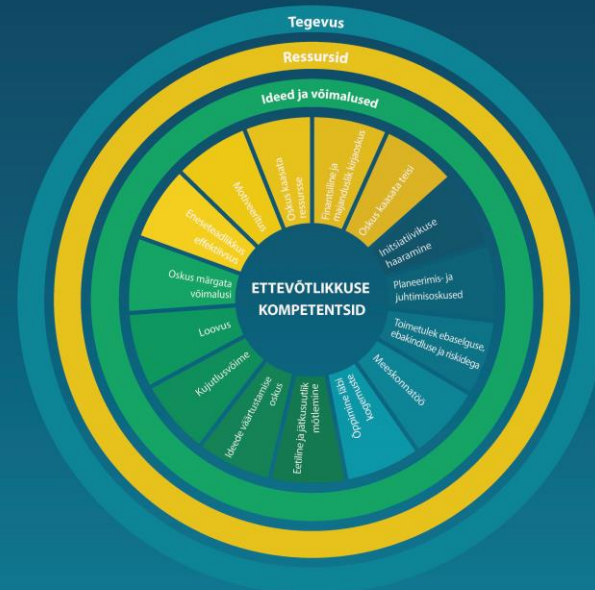
Erasmus + Program KA2: Koostöö innovatsiooni ja parimate praktikate vahetamiseks – Sektori oskuste liitmise projekt nr 575813-EPP-1-2016-1-LT-EPPKA2-SSA



"Curriculum Guidelines for KETs and AMT", EASME/DG GROW of the European Commission Expert workshop on "Aligning on-the-job training in Advanced Manufacturing with the 21st Century needs"

4CHANGE

PROJEKT SISALDAB ETTEVÕTLIKKUSEGA SEOTUD OSKUSTE ARENDAMIST



4CHANGE

Galaktika põhipädevuste kompetentsimudel



1. Next generation

Project: how to digitalize vocational education examinations?

2. Publicity and lobby work

1. Hot topics in politics: **climate neutrality, sustainability** and the **carbon economy**
2. It is so fresh now, industries need practical road-map how to move on with it?
3. Government support for more effective industrial digitalization is needed, we have new minister again, hope to get more support.
4. Industrial companies need to put more effort to communication and visibility for better partnership
5. **EML raises questions and keeps topics in the air.**

3. Business development

EML activities are:

- 1) **Estonian national stands** – Alihankinta, Elmia, Hannover, discussion about TechIndustry;
- 2) Looking for answers to 2 EU projects:
 - a) Export development to Asia via Singapur (3 years)
 - b) Export development to Canada (3 years)
- 3) **Target markets marketing** – at the moment Germany
- 4) **Matchmaking and requests**
- 5) **Seminars, business trips and trainings**

WHY DO BE MEMBER OF EML?

Third honor medal to professor Jüri Riives



Industrial leader of the year 2018, Mr Heiki Einpaul, Hekotek (Member of EML)



Woman of the year 2019, Mrs Emöke Sogenbits, Hanza Mechanics (Member of EML)



Industrial leader of the year 2019, Mr Arno Kütt, Cleveron (Member of EML)



EML is the biggest industrial umbrella organization, we are growing, because of

1. Wider network and real benefits;
2. Visibility and activities;
3. Is much more clear, what is social responsibility and how it works;
4. Cooperation between different partners – companies, public sector, education etc.
5. We are working with new generation – it is impossible to do it alone.
6. Umbrella organisations getting more and more empower for future.

The world is ours, let's cooperate!



THANK YOU!

Triin Ploompuu