



**Handout**  
**General Meeting**  
**2021**  
**E**

# Agenda

to the to the General Meeting on 24.09.2021 of

Europäische Stanzform Union e.V.

- 1) Opening and welcome
- 2) Checking the quorum and the number of voting members
- 3) Approval of the agenda and possible changes to the agenda
- 4) Election of an election committee
- 5) Approval of the minutes of the last General Meeting ( published in the ESU Magazine, issue 03-2020 and on the ESU website).
- 6) Activity report of the board
- 7) Reports from the regions
  - Germany
  - France
  - Switzerland

Due to the unusual medium, in the form of a virtual conference, the reports will be presented in a short summary this year. If the national associations have prepared a report, you will find it in your handout.

- 8) Financial Report 2020, Development Budget 2021, Presentation Budget 2022
- 9) Auditors' report
- 10.1) Discussion of the reports and approval of the 2020 financial report and the 2022 budget.
- 10.2) Discharge of the board
- 11) New elections, re-election is possible
  - 1.chairman
  - 2.chairman
  - 3rd chairman
  - Treasurer
- 12) Election of the 2 cash auditors, re-election is possible
- 13) Decision of the amount of the membership fees 2022
- 14) Proposal / determination of the place and date of the next ESU General Meeting 2022
- 15) Miscellaneous

Note: Proposals for the General Meeting and proposals for other items on the agenda must be submitted to the Executive Board in writing at least 15 days before the date of the General Meeting, stating the reasons for the proposal, as per Statutes §9.4

Meerbusch, 26.07.2021

Patrick Gil	Martin Rönngard	Frédéric Ohmes von Mertens	Marcel Tigchelaar	Jennifer Dussault
1.chairman	2.chairman	3.chairman	treasurer	secretary



Dear Members,

Unfortunately, Covid19 again had a significant impact in the past reporting year 2020/2021.

A sad highlight was the dissolution of the Italian association at the end of 2020, some of its members were obviously hit particularly hard by the pandemic. Fortunately, some of these companies are now direct of the ESU members.

Travel restrictions and other measures to contain the spread of Covid19 not only had a direct impact on your business activities, the association's work was also directly affected. While we were still optimistic about the implementation at the beginning of 2021, we ultimately had to postpone the Technology Forum for the first time in its history. From today's perspective, it was probably the right decision that you made at the extraordinary General Meeting in June. We will certainly all be watching developments in Denmark with interest. Denmark declared the pandemic over earlier this month. At the same time, Covid-19, the disease caused by the Sars-CoV-2 coronavirus, is no longer classified as a "socio-critical illness" and the final restrictions have been lifted. Israel had also already eased its measures significantly this year, but then had to order widespread restrictions again. However, the vaccination rate at that time was also below that of Denmark today. Let us hope that a positive signal for further development will come from Denmark, which will also justify the hope for a Technology Forum without major restrictions. How nice it would be to welcome you all to the traditional dinner in Luxembourg.

Although it is generally difficult to take something good from a pandemic, it is not impossible. Many of us have been forced to revise their processes, to install new processes and methods, which have even turned out to be very effective afterwards. For example, some of us are certainly annoyed by constant online meetings, but used correctly they are very effective and save time and travel costs. This reporting year, the ESU Board also exchanged ideas via ZOOM much more often than we would have done at conventional Board meetings. I admit, however, that I also miss the personal contact with my fellow board members and you. I am thinking, for example, of our General Meeting in Lyon, our discussions on the sun roof of the excursion boat, the dinner in Lyon's old town - no online meeting can replace these moments.

But as already mentioned, from a financial point of view, this medium offers clear advantages. In 2020, the association has once again been able to achieve a positive result. Marcel Tigchelaar will provide you with more details in the financial report.

Finally, I regret to inform you that Mr. Dr. Dietmar Hesse, long-time 1st Chairman of the ESU, passed away unexpectedly on 03.09.2021. I would like to express my deepest condolences to the bereaved families. Please be assured that our thoughts are with you.

With collegial greetings

Patrick Gil

## **Activity report FDS Germany**



Dear members,

Last year, I expressed the hope that I would be able to report on more positive things again at this year's General Meeting. Well, if we look at the reporting year 2020 / 2021, I can probably say that this hope was not necessarily fulfilled.

This reporting year was again completely under the influence of Covid19. However, we have now learned to live with it, both socially and in the corporate sector, and have adapted accordingly. Occasionally, we have started to make personal contact with our customers again, but, especially in the international area, this is still not fully possible.

As far as the association work is concerned, we have learned to live with ZOOM and have held the board meetings completely virtually. Due to the travel time and costs saved, the board exchanged ideas much more often via Zoom. We mainly discussed how we could make the association more attractive for our members. We have also initiated a number of things here, with varying degrees of success. The member survey we conducted in April was well received. The results were published in the ESU Magazine 1/2021. For the end of the year, we are planning another survey, this time more detailed and also related to operational indicators. The online marketplace has been less well received so far. Here we want to give members the opportunity to offer spare parts for machines that are no longer needed, accessories for cutting dies that they no longer use, used machines or similar things.

With everything we have launched this year, we rely on your participation. Surveys need to be answered, the online marketplace needs to be filled with content. Then we can talk about successful changes in the interest of all members. We are currently working on the questionnaire for the next survey. We would be happy to receive suggestions from you. Let us know which key figures you are particularly interested in to see where you stand in the industry comparison. As in the last survey, we will of course treat all data collected with absolute confidentiality. Regarding the Marketplace, we will inform all members again by mail in the next few days and look forward to seeing this platform filled with life.

Still the revision of the ESUpedia is pending. We hope that the situation around Covid19 in the now coming reporting year will finally allow a compilation of the working groups.

Sadly, I have to inform you that Mr. Dr. Dietmar Hesse passed away unexpectedly on 03.09.2021. For many years, Mr. Hesse worked as chairman for the interests of both associations, FDS and ESU. I would like to express my deepest condolences to the bereaved families. Please be assured that our thoughts are with you.

With collegial greetings



#### Economic activity.

The last 12 months have been obviously impacted by the Covid 19 crisis but generally speaking positively.

After the collapsing turnovers of Q2 and Q3, the situation went back to normal and even to a strong activity. From September 2020 and up to August 2021, the very large majority of die makers were fighting on daily basis to answer to the needs of their customers. One of the major issue was to get enough working people to cope with the high level of activity.

Solid and corrugated board, flat and rotary dies, all of the segments were well oriented. One surprising sector was not at this good level: pharmaceutical folding boxes .

The natural counterpart of this good level of activity because of its globality was the lack of material supplies. Subsequently the non avoidable reaction of the market is price increases.

The demand was really boosted by the decrease of orders from March to July 2020. The need to recover a decent stock level artificially increased the level of incoming orders.

The plywood, steel and rubber prices are increasing and it is not easy to manage.

Up to now there is no problem of availability for raw material and the forecast is that the tensions will decrease. The delivery times are still longer than ever but once more next year should see a return to a more usual situation.

#### Association life.

Due to the different lockdown periods it was not feasible to manage a physical General Assembly of our association.

Nevertheless, we have noticed many contacts and more than ever between the members during the crisis. This is where the membership is showing its value.

We have to report a bankruptcy in May 2020 but this company has been successfully taken over by another member of the association.

The number of members is stable as the number of diemakers.

Our next meeting is scheduled to be held during the Spring ESU Technology Forum.



## **Financial plan 2020 / 2021**

### **Membership fees**

In total, the ESU and its national associations have 117 members, but 8 of them have not yet paid their dues for 2021. Therefore, the financial plan for 2021 and 2022 do not include the contributions of these members.

### **2020**

#### **ESU Magazine and Technology Forum**

The results for these two areas are presented before the general costs, i.e. the expenses of the office are not included here.

#### **ESU Magazine**

Due to the situation around Covid19, only 3 issues of the ESU Magazine have been published in 2020. At the 2020 General Meeting, we had already incorporated this circumstance into the revised 2020 budget. The result is therefore within the approved budget.

#### **Technology Forum**

The costs and revenues listed here all relate to the Technology Forum 2019 and thus once again improve the result of our last event.

#### **General costs**

In terms of general costs, legal and consulting costs, as well as costs for general meetings and board meetings, were lower than expected. Overall, the general costs have thus turned out to be € 3,814.84 lower than estimated.

#### **Conclusion**

At the General Meeting Online 2020, we gave you an expected result for 2020 of € 3,075.96. The profit and loss account of the auditing company SJS from Cologne, which is now available, shows a result of +8,283.72 €, which is again a significant improvement of +5,207.76 € compared to expectations.

### **2021**

For 2021, our expectation was +€9,450.00. At the moment, we expect a slight deterioration to +€5,550.00. The reason for this is the impact of the postponement of the Technology Forum to 2022.

### **Forecast for 2022**

For 2022, we assume that the Technology Forum will take place under appropriate hygiene regulations. We are still calculating the figures around the Technology Forum below those of 2019.

In terms of the magazine and general costs, we expect a comparable development to 2021.

In total, we expect, at this point in time, a positive result in the amount of approximately € 9,350.00 for 2022. The further development in connection with Covid19 will be decisive here.

### **Statement of assets:**

On 01.01.2020, the sum of the bank balance was 69,100.61 € , the value of the inventory of the association 4.00 € and the cash balance 1,164.78 € .

On 31.12.2020 the sum of the bank balance was 77.384,33 € , the value of the inventory of the association 4,00 € and the cash balance 1.164,78 €.

### **Membership fees 2021:**

Therefore, an increase in membership fees is still not under discussion.

Thank you for your attention

Marcel Tigchelaar

Treasurer

		2016	2017	2018	2019	2020	2020	2121	2021	2022
GM = General meeting		Financial statement	Financial statement	Financial statement	Financial statement	Plan GM 2020 online	Financial statement	Plan GM 2020 online	Plan GM 2021 online	Plan GM 2021 online
Association section										
Membership fees	national associations	29.757,90 €	27.890,90 €	26.069,20 €	22.735,00 €		27.204,94 €			
	direct ESU members	18.365,00 €	17.380,00 €	19.382,00 €	20.695,00 €		18.761,00 €			
	rent	113,33 €	0,00 €	165,00 €	0,00 €		0,00 €			
Association section income total		48.236,23 €	45.270,90 €	45.616,20 €	43.430,00 €	44.000,00 €	45.965,94 €	45.000,00 €	46.500,00 €	45.000,00 €
Economic section										
ESU magazine		2016	2017	2018	2019	2020	2020	2021	2021	2022
Income	Advertisement	43.446,14 €	26.764,75 €	43.110,05 €	32.990,04 €	25.000,00 €	21.143,25 €	38.000,00 €	34.000,00 €	37.000,00 €
Cost	Layout	-11.880,00 €	-8.990,00 €	-13.940,00 €	-10.360,00 €	-7.000,00 €	-5.968,00 €	-9.500,00 €	-7.000,00 €	-8.000,00 €
	Printing	-6.808,95 €	-5.171,09 €	-7.243,17 €	-6.166,50 €	-6.000,00 €	-4.323,37 €	-6.200,00 €	-5.500,00 €	-6.000,00 €
	Shipping	-3.417,12 €	-3.512,93 €	-3.468,72 €	-3.034,28 €	-2.700,00 €	-2.424,50 €	-3.400,00 €	-3.400,00 €	-3.500,00 €
	Translation	0,00 €	0,00 €	-4.690,53 €	-1.958,91 €	-1.000,00 €	-1.035,20 €	-2.500,00 €	-1.500,00 €	-2.500,00 €
Costs total		-22.106,07 €	-17.674,02 €	-29.342,42 €	-21.519,69 €	-16.700,00 €	-13.751,07 €	-21.600,00 €	-17.400,00 €	-20.000,00 €
Result Magazine, before general costs		21.340,07 €	9.090,73 €	13.767,63 €	11.470,35 €	8.300,00 €	7.392,18 €	16.400,00 €	16.600,00 €	17.000,00 €
Technology Forum		2016	2017	2018	2019	2020	2020	2021	2021	2022
Income	exhibition stands, dinner, entrance	400,00 €	139.973,29 €	0,00 €	132.303,68 €	3.671,46 €	4.006,26 €	115.000,00 €	0,00 €	120.000,00 €
Cost	Luxexpo and Catering	0,00 €	-85.268,03 €	0,00 €	-85.984,22 €	0,00 €	0,00 €	-80.000,00 €	0,00 €	-88.000,00 €
	Logistics and other services	0,00 €	-22.477,51 €	0,00 €	-18.438,17 €	-595,50 €	-595,50 €	-18.000,00 €	0,00 €	-18.000,00 €
Result Technology Forum before general costs		400,00 €	32.227,75 €	0,00 €	27.881,29 €	3.075,96 €	3.410,76 €	17.000,00 €	0,00 €	14.000,00 €
Economic section total before general costs		21.740,07 €	41.318,48 €	13.767,63 €	39.351,64 €	11.375,96 €	10.802,94 €	33.400,00 €	16.600,00 €	31.000,00 €
General Costs		2016	2017	2018	2019	2020	2020	2021	2021	2022
Personal costs		-47.316,91 €	-58.827,29 €	-38.654,43 €	-50.370,86 €	-36.000,00 €	-34.980,16 €	-50.000,00 €	-45.000,00 €	-50.000,00 €
Cost general and board meetings		-13.197,64 €	-10.309,82 €	-10.878,54 €	-4.699,16 €	-4.500,00 €	-2.878,56 €	-5.000,00 €	-2.000,00 €	-5.000,00 €
Value added tax		-6.637,91 €	-6.571,93 €	-3.007,38 €	-5.360,07 €	-3.500,00 €	-3.029,27 €	-5.000,00 €	-4.200,00 €	-3.500,00 €
Legal and tax consulting		-3.477,69 €	-1.232,50 €	-3.223,51 €	-264,79 €	-6.500,00 €	-5.050,80 €	-3.500,00 €	-4.800,00 €	-3.500,00 €
Rent office		-1.800,00 €	0,00 €	0,00 €	0,00 €	0,00 €	0,00 €	0,00 €	0,00 €	0,00 €
Office / Postage / Phone etc.		-3.494,98 €	-1.353,57 €	-300,00 €	-425,00 €	-300,00 €	-300,00 €	-450,00 €	-350,00 €	-450,00 €
Advertising		-2.460,79 €	-1.720,76 €	0,00 €	-1.076,91 €	0,00 €	0,00 €	-1.500,00 €	0,00 €	-1.500,00 €
Travel		-3.475,38 €	-5.898,05 €	-1.929,90 €	-1.324,96 €	-500,00 €	-284,00 €	-1.500,00 €	0,00 €	-1.200,00 €
Depreciation		-757,33 €	-873,00 €	-873,00 €	-160,00 €	0,00 €	0,00 €	0,00 €	0,00 €	0,00 €
Others		-2.859,66 €	-844,32 €	-358,23 €	-528,20 €	-1.000,00 €	-1.962,37 €	-2.000,00 €	-1.200,00 €	-1.500,00 €
General Costs total		-85.478,29 €	-87.631,24 €	-59.224,99 €	-64.209,95 €	-52.300,00 €	-48.485,16 €	-68.950,00 €	-57.550,00 €	-66.650,00 €
=====										
Total		-15.501,99 €	-1.041,86 €	158,84 €	18.571,69 €	3.075,96 €	8.283,72 €	9.450,00 €	5.550,00 €	9.350,00 €



## **ESU cash audit report for fiscal year 2020**



In order to save travel costs, the documents for the cash audit for fiscal year 2020 were sent by e-mail in August 2021.

The cash audit thus took place in August/September 2021.

The following audit documents were available:

- Incoming and outgoing invoices 2020
- Account statements Postbank 2020
- Booking accounts 2020
- Profit determination of the auditing company SJS from Cologne for the year 2020

No irregularities were found and all transactions audited were properly processed and accounted for.

Holger Sangl  
Cash auditor

Dietmar Gehrs  
Cash auditor

Daniel Reucher  
Office



**Protokoll Mitgliederversammlung 2020**

**Minutes General Meeting 2020**

**Protocole Assemblée générale 2020**

**Protocollo Assemblea generale 2020**



**ESU - European Diemaker Association**  
**General Meeting 2020**  
**30.09.2020**

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**Minutes of the general meeting on September 30<sup>th</sup>, 2020 via  
Zoom Meeting**

**Start:** 11:00 / 11:30

**End:** 12:30

**1st Chairman:** Patrick Gil

**Secretary:** Jennifer Dussault (\*Vossen)

**1) Welcome and Opening**

According to the ESU statutes 50% members entitled to vote are required to be present. As this was not the case, a new beginning of the General Meeting was pushed to 11:30 am. First Chairman Patrick Gil welcomes all members and opens the ESU General Meeting 2020. Due to the current situation the meeting had to take place via Zoom meeting. All votes were given via Slido or early postal voting.

**2) Confirmation of quorum and the number of members entitled to vote**

Mr. Patrick Gil announced the quorum of the assembly.  
21 members were entitled to vote.  
Three members used the opportunity of early postal voting.

**3) Approval of the agenda and possible changes to the agenda**

According to 9.3 of the ESU statutes the agenda was announced 30 days prior to the General Meeting. It was published in issue 1/2 of ESU magazine in July 2020 and on the ESU website. (See attachment 1)  
The members approved the agenda without any changes unanimously.

**4) Election of a voting committee**

Mr. Patrick Gil, Mr. Frédéric Ohmes von Mertes and Mr. Marcel Tigchelaar were proposed and elected unanimously as voting committee.

## **5) Approval of the minutes of the last General Meeting in Luxembourg on September 13<sup>th</sup>, 2020**

The minutes of the General Meeting in Luxembourg on September 13<sup>th</sup>, 2020 have been published in ESU magazine issue 3 in September 2019 as well as on the ESU website. The minutes were approved unanimously.

## **6) Activity Report of the board**

Mr. Patrick Gil reports on a positive start of board year 2019/2020 which developed into a very difficult year at the beginning of 2020 due to Covid19. He expresses his sympathy towards those most affected by the worldwide crisis.

Mr. Patrick Gil praises the positive progress of the ESU magazine and invites all members to contribute actively to the success of the magazine.

An internet platform in cooperation with FDS was announced for the end of 2020.

(For full report see attachment 2)

## **7) Regional Reports**

FDS - Germany: by Mr. Marco Klaus (attachment 3)

AFF - France: by Mr. Jose Magalhaes (attachment 4)

EDA - Italy: by Mr. Mario Sanges (attachment 5)

APSF - Switzerland: by Mr. Roger Styner (attachment 6)

## **8) Financial report 2019, budget plan 2020/2021**

The financial report 2019 and budget plan 2020/2021 were presented by treasurer Marcel Tigchelaar.

(See attachment 7)

There were no questions or remarks by the members.

## **9) Cash audit report**

The cash audit report was presented by Mr. Holger Sangl.

(See attachment 8)

The cash audit report was approved unanimously.

## **10)**

### **10.1) Discussion of the reports and approval of the financial report 2019 and budget 2021**

The financial report was approved unanimously.

## **10.2) Discharge of the board**

The discharge of the board was approved unanimously.

## **11) New election of the secretary (re-election possible)**

Members were asked if there are any volunteers for the vacant position. No one stepped forward.

Mr. Patrick Gil asked Mrs. Jennifer Dussault weather she was willing to be a candidate for the office of secretary again. Mrs. Jennifer Dussault agreed. Mrs. Jennifer Dussault was voted as Secretary unanimously for two more years. Mrs. Jennifer Dussault was asked if she accepted the election. Mrs. Jennifer Dussault thanked the members for their votes and accepted the election.

## **12) Membership fees 2021**

As the financial situation of the ESU is positive and the budget shows positive results, the 1<sup>st</sup> Chairman announced that an increase of membership fees are not planned for 2021. The fees will remain the same for 2021.

This was approved unanimously.

## **13) Proposal / determination of the place and date of the next ESU General Meeting 2021**

The board proposes to hold the General Meeting 2021, as usual, during Technology Forum 2021 in Luxembourg.

The proposal was approved with 20 votes and 1 vote against.

## **14) Miscellaneous**

The board presented the modernization of the ESU logo.

The proposals will be published in the ESU magazine and will then be put to a vote on Slido for one week.

The board invited the members to participate and submit proposals for a new logo.

Board meeting closed at 12:00

Approved:	<i>sgd. Patrick Gil</i>	<i>sgd. Martin Rönngard</i>	<i>sgd. Jennifer Dussault</i>
	1 <sup>st</sup> Chairman	2 <sup>nd</sup> Chairman	Secretary

## Agenda for the ESU General Meeting on 30.09.2020

- 1) Opening and welcome
  - 2) Determination of the quorum and the number of members entitled to vote
  - 3) Approval of the agenda and possible changes to the agenda
  - 4) Election of an election committee
  - 5) Approval of the minutes of the last General Meeting in Luxembourg (published in the ESU Magazine, issue 03-2019 and on the ESU website, see also the annex at the end of the handouts).
  - 6) Activity report of the board
  - 7) Reports from the regions
    - Germany
    - France
    - Italy
    - Switzerland
- Due to the unusual medium in the form of a conference call, this year the reports will be presented in a short summary. If the national associations have prepared a report, you will find it in your handout.
- 8) Financial Report 2019, Development Budget 2020, Presentation Budget 2021
  - 9) Auditor's report
  - 10.1) Discussion of the reports and approval of the Financial Report 2019 and the Budget 2021
  - 10.2) Discharge of the board
  - 11) New elections, re-election is possible
    - Secretary
  - 12) Resolution on the amount of membership fees 2021
  - 13) Proposal / determination of the place and date of the next ESU General Meeting 2021
- The Board proposes to hold the General Meeting, as usual, during the Technology Forum 2021 in Luxembourg.
- 14) Miscellaneous

Note: Motions for the General Meeting and proposals for further items on the agenda must be submitted to the Board of Directors in writing at least 15 days before the date of the General Meeting, stating the reasons for the motion according to the statutes §9.4

If you have proposals for the election of the positions to be elected, these must also be submitted at least 15 days before the date so that we can include them in the preliminary votes / elections.

Meerbusch, 29.07.2020

Patrick Gil	Martin Rönngard	Frédéric Ohmes von Mertens	Marcel Tigchelaar	Jennifer Vossen
1. chairman	2. chairman	3. chairman	treasurer	secretary



### Activity report of the board 2019/2020

Dear members,

A difficult year for the association lies behind us. Actually, the board year 2019/2020 began very positively with the election of Frédéric Ohmes von Mertens as 3rd chairman, a position that was vacant for a long time. We soon realized that Frédéric, with his open-minded attitude towards new structures, techniques and ways of thinking, would be a real enrichment for the work of the board. And not to forget the Technology Forum 2019, whose end came at the very beginning of the new board year. Although, as already mentioned at the last General Meeting, we had four fewer exhibitors, the response from visitors and exhibitors was extremely satisfactory.

The 2019 calendar year also went very well financially. Without wanting to anticipate Marcel, I can report that we were able to achieve a significant surplus. The changes we have implemented since 2017 have achieved their goal and the association is now back on a very solid footing.

Some of the board members took the time to write interesting articles and show that, despite a very busy agenda, it is possible to share information with other members. For example, the article « What is mechanical stripping » was a success with diemakers and this type of technical article can be wrote by many of us.

In this context, I would also like to thank all the other supporters who have helped to make our magazine more interesting with their professional articles, press releases and advertisements in previous issues.

I invite you all once again to get actively involved in the association work and to write similar or other articles on topics of our industry for our magazine.

In cooperation with the FDS, we are currently working on an Internet platform. Here, we want to create a possibility for members to offer exclusively stocks, machines or similar items that are no longer needed. We assume that this will be implemented by the end of the year.

Unfortunately, however, we also have to note that our association work did not go as well as we had hoped under the impression of the situation with Covid19. The various measures in the various European countries, the emergency plans that we had to develop and implement for our companies during the lockdowns, were at the expense of the association work. One consequence, which you have certainly noticed, is the summary of the first and second issues of the ESU Magazine, which reached us only in August.

In this context, I would like to express my deepest sympathy to those of us who are personally affected by the pandemic through the loss of a relative, employee or acquaintance.

Even if your company should find itself in distress in these difficult times, I wish you the strength and necessary foresight to make the important and correct decisions that are now necessary to survive this crisis.

With kind regards

Patrick Gil, 1st chairman



## Report FDS

When we ended our meeting in September 2019 and thus began the new Board year 2019/2020, nobody could have guessed how this year would go. We had just decided to organize the revision of the ESUpedia at the beginning of the new year 2020 and to form appropriate working groups. After the turn of the year the first reports about Corona, a virus that would change our lives permanently, reached us.

When the first case in Bavaria became known, it was clear to everyone that this virus would spread in Europe. The least evil was now that no more personal meetings could be organized. The effects of the lockdown now required the entire attention and everyone was now busy working out new strategies.

For our members this had completely different effects. On the one hand, wide areas of online trade benefited, while local retail trade, with a few exceptions such as food retailers, almost came to a complete standstill. Accordingly, the demand for displays and packaging for the retail trade decreased, while the demand for cardboard packaging for online trade increased significantly.

We wish those colleagues who have been negatively affected by the effects of the crisis that they were able to take effective measures to bring your company safely through these difficult times.

Overall, however, we have to note that even before Corona, some members were in a difficult situation. For some of them, this situation is now being worsened, and from the association's point of view, we must prepare ourselves for the loss of further members. Two members have already closed their doors for ever during the year.

I wish you much success for the rest of the year, but above all health, and hope that we will be able to report and discuss more pleasant topics at the next General Meeting.

One of these topics could then be an Internet platform on which we, together with the ESU, are working. Here we want to create a possibility for the members to offer exclusively no longer needed stocks, machines or the like.

Also we hope that for the members up to then capacities are free again, to form the working groups for the ESUpedia.

With collegial greetings

Marco Klaus  
1st Chairman



## **Report France**

Dear colleagues,

this year is a very special year in France, as in all other countries of the world, with the exception of North Korea.

Covid-19 has hit our planet with full power. The world of cutting-die makers is no exception.

Before March 16th we did not feel any effects in France and after a rather positive start to the year, we waited for what was to come.

The general lockdown lasted from March 16th to May 11th and the consequences can still very much be felt.

The slump in orders led to the immediate closure of the operations of some diemakers and also of some of our customers. Thankfully, a sense of rationality as well as pure necessity meant that production could re-start soon after.

The creation of support measures for the economy, short-time work and liquidity assistance meant that we only had to lament one bankruptcy.

Nevertheless, the figures look rather poor with an average reported loss of business between of 25% and 30% between January and August. It is vital for business to return to normal levels.

The individual sectors show different trends.

In the printing and finishing sectors, orders have only started to pick up slightly in the last few days. POS advertising, with the exception of printed products for Covid protection measures and barriers, has suffered.

With regard to packaging, both flatbed and rotary have been doing well and replacement forms were ordered. Unfortunately, no actual new forms were introduced.

Pharma continues in its usual rhythm.

Cosmetics and luxury goods are far from the level we are used to.

Repackaging for online retail is going better than ever.

Will the upswing be in the form of a V, W or U? No one knows.

Do diemakers remember that machines need tools to run, and good ones at that?

As long as carton packaging manufacturers continue to believe that the cutting die is a cost factor rather than a means of production, as long as they focus more on selling paper and cardboard rather than on its further processing, our cutting dies will not be valued as highly as they deserve.

Let us remain optimistic, keep our heads up and roll up our sleeves - as we always do.

## **Report Italy**

Dear colleagues and friends,

As all of you already know, international situation imposed by COVID-19 has worked negatively on Esu- Eda Italy, too.

Nowadays our economy is still in difficulty and we have suffered losses around 25%, even if everybody is doing his best to improve the situation.

On top of that, last February, our well known secretary, Mrs. Elena Fontana passed away leaving a great emptiness behind.

We are discussing the best way to have a new secretary, that is fundamental for communication and coordination of our associates.

In 2019 we organised a technical seminar by Bobst premises which received appreciation from all members. Unfortunately this year we have been prevented in organising further seminars.

Furthermore, during our virtual General Meeting we had to accept some resignations and actually the members are 11, only.

I am very sorry not to be able to share with you better news, and in the meantime, I wish you all the best and hope to have a chance and meet you personally very soon.

Thanks for your attention

Mario Sanges

## **Annual Report of the Swiss Diemakers 2020**

In January 2020 we visited, as an association, the company Japan Tobacco Intl. AG in Dagmersellen.

The main focus was the packaging of cigarettes.

We had an impressive presentation of the company. The interest of the members was great.

This year's General Assembly was held in written form.

There were no noteworthy changes.

Roger Styner

1st chairman

# **Financial plan 2019 / 2020**

## **Membership fees**

In total, the ESU and its national associations have 126 members, but 6 of these belong to their contribution for 2020 have not yet paid. The financial planning for 2020 and 2021 therefore does not include the Contributions of these members.

## **ESU Magazine and Technology Forum**

The results for these two areas are presented before the general costs, i.e. the expenses of the office are not considered here.

## **ESU Magazine**

The costs are 2019 compared to 2018, mainly due to lower translation costs, now again decreased. The earnings are significantly below plan, due to the income from the fourth issue in the amount of 8,661.25 €, which were not received until 2020. With the income generated in 2019 in the amount of 32,990.04, this results in total income of 41,651.29. This is almost exactly on target of 42.000,00 €.

Layout costs of 1,690.00 € were transferred in 2020 for 2019. Adjusted, the layout costs were thus at 12,050.00 €, the plan was 12,000.00 €.

For the shipping costs 881.38 € were transferred in 2020. These costs are therefore 415.00 € above plan.

This is due to the higher page numbers of the magazines 2019, which made the postage more expensive.

The printing costs, paid in 2020, amounted to 1,374.00 €. These costs are therefore 540,50 € above plan, also this is due to the higher page numbers. Adjusted for these payments, the costs are actual 25,465.07 € compared to the planned 26,000.00 €.

## **Technology Forum**

The costs and revenues listed here all relate to the Technology Forum 2019 and thus improve once again the result of our last event.

## **General costs**

In terms of general costs, our cost-cutting measures have had a much better impact in all areas than expected. With regard to legal and tax consultancy costs, however, it should be noted that the tax consulting fees for 2019 in the amount of 2,094, 27 were paid in 2020 Adjusted for this payment, the total costs actually amount to 66304.22 € instead of 64,209.95 €. But this is still clearly below the planned 77.564,00 €.

## **Conclusion**

At the General Meeting 2019 in Luxembourg we told you about the expected results for 2019 in the amount of 6.807,00 €. The now available profit and loss account of the auditing company SJS from Cologne shows a result of +18,571.69 €, which is a significant improvement in amount of +11,764.69 € compared to expectations.

For 2020 our expectation was +1,636.00 €. At present we expect a slight improvement to +3,075.96 €.

## **Forecast 2021**

The forecast for 2021 is difficult, and we are initially assuming that the Technology Forum will take place in 2021 under appropriate hygiene rules. However, at the moment we could not foresee how the current stock would affect our exhibitors and whether we would be able to maintain the good of the last few years. We therefore initially calculate with significantly lower revenues, at lightly lower costs.

In total, we currently expect a positive result for 2021 of around EUR 9.450,00 €. The further development in connection with Covid19 will be decisive.

**Statement of assets:**

On 31.12.2018 the sum of the bank balance was 51.453,04 €, the value of the inventory of the association 163,00 € and the cash on hand 80,66 € .

On 31.12.2019 the sum of the bank balance was 69.100,61 €, the value of the inventory of the association 4.00 € and the cash balance 1,164.78 €.

**Membership fees 2021:**

An increase of the membership fees is therefore still not at issue.

Many thanks for your attention

Marcel Tigchelaar, Treasurer

AG = Assemblée générale		2016	2017	2018	2019	2019	2020	2020	2021
		Les états financiers	Les états financiers	Les états financiers	Plan AG 2019 au Luxembourg	Les états financiers	Plan AG 2019 au Luxembourg	Plan AG 2020 online	Plan AG 2020 online
Volet associatif									
Cotisations d'adhésion	associations nationales	29.757,90 €	27.890,90 €	26.069,20 €	27.000,00 €	22.735,00 €			
	adhérents directs ESU	18.365,00 €	17.380,00 €	19.382,00 €	19.371,00 €	20.695,00 €			
	loyer	113,33 €		165,00 €					
Volet associatif recettes totales		48.236,23 €	45.270,90 €	45.616,20 €	46.371,00 €	43.430,00 €	46.000,00 €	44.000,00 €	45.000,00 €
Volet économique									
Magazine ESU		2016	2017	2018	2019	2019	2020	2020	2021
Recettes	Publicité	43.446,14 €	26.764,75 €	43.110,05 €	42.000,00 €	32.990,04 €	42.000,00 €	25.000,00 €	38.000,00 €
Coûts	Mise en page	-11.880,00 €	-8.990,00 €	-13.940,00 €	-12.000,00 €	-10.360,00 €	-9.000,00 €	-7.000,00 €	-9.500,00 €
	Impression	-6.808,95 €	-5.171,09 €	-7.243,17 €	-7.000,00 €	-6.166,50 €	-8.000,00 €	-6.000,00 €	-6.200,00 €
	Expédition	-3.417,12 €	-3.512,93 €	-3.468,72 €	-3.500,00 €	-3.034,28 €	-3.800,00 €	-2.700,00 €	-3.400,00 €
	Traduction			-4.690,53 €	-3.500,00 €	-1.958,91 €	-3.500,00 €	-1.000,00 €	-2.500,00 €
Coûts total		-22.106,07 €	-17.674,02 €	-29.342,42 €	-26.000,00 €	-21.519,69 €	-24.300,00 €	-16.700,00 €	-21.600,00 €
Résultat Magazine ESU, avant frais généraux		21.340,07 €	9.090,73 €	13.767,63 €	16.000,00 €	11.470,35 €	17.700,00 €	8.300,00 €	16.400,00 €
Technology Forum		2016	2017	2018	2019	2019	2020	2020	2021
Recettes	stands d'exposition stands, dîner, entrée	400,00 €	139.973,29 €		124.000,00 €	132.303,68 €		3.671,46 €	115.000,00 €
Coûts	Luxexpo		-85.268,03 €		-78.000,00 €	-85.984,22 €			-80.000,00 €
	Logistique et autres services		-22.477,51 €		-24.000,00 €	-18.438,17 €		-595,50 €	-18.000,00 €
Résultat Technology Forum avant frais généraux		400,00 €	32.227,75 €		22.000,00 €	27.881,29 €		3.075,96 €	17.000,00 €
Volet économique total, avant frais généraux		21.740,07 €	41.318,48 €	13.767,63 €	38.000,00 €	39.351,64 €	17.700,00 €	11.375,96 €	33.400,00 €
Frais généraux									
		2016	2017	2018	2019	2019	2020	2020	2021
	Dépenses de personnel	-47.316,91 €	-58.827,29 €	-38.654,43 €	-50.000,00 €	-50.370,86 €	-40.000,00 €	-36.000,00 €	-50.000,00 €
	Frais généraux et réunions du bureau	-13.197,64 €	-10.309,82 €	-10.878,54 €	-8.500,00 €	-4.699,16 €	-10.000,00 €	-4.500,00 €	-5.000,00 €
	Taxe sur la valeur ajoutée	-6.637,91 €	-6.571,93 €	-3.007,38 €	-8.500,00 €	-5.360,07 €	-4.000,00 €	-3.500,00 €	-5.000,00 €
	Conseil juridique et fiscal	-3.477,69 €	-1.232,50 €	-3.223,51 €	-3.500,00 €	-264,79 €	-3.500,00 €	-6.500,00 €	-3.500,00 €
	Loyer du secrétariat	-1.800,00 €							
	Secrétariat / Affranchissements / Téléphone etc.	-3.494,98 €	-1.353,57 €	-300,00 €	-400,00 €	-425,00 €	-400,00 €	-300,00 €	-450,00 €
	Publicité	-2.460,79 €	-1.720,76 €		-2.500,00 €	-1.076,91 €			-1.500,00 €
	Déplacements	-3.475,38 €	-5.898,05 €	-1.929,90 €	-2.500,00 €	-1.324,96 €	-2.500,00 €	-500,00 €	-1.500,00 €
	Dépréciation de valeur	-757,33 €	-873,00 €	-873,00 €	-164,00 €	-160,00 €	-164,00 €		
	Autres	-2.859,66 €	-844,32 €	-358,23 €	-1.500,00 €	-528,20 €	-1.500,00 €	-1.000,00 €	-2.000,00 €
Frais généraux totaux		-85.478,29 €	-87.631,24 €	-59.224,99 €	-77.564,00 €	-64.209,95 €	-62.064,00 €	-52.300,00 €	-68.950,00 €
=====									
Total		-15.501,99 €	-1.041,86 €	158,84 €	6.807,00 €	18.571,69 €	1.636,00 €	3.075,96 €	9.450,00 €



## **ESU cash audit report for fiscal year 2019**

In order to save travel costs, the documents for the cash audit for fiscal year 2019 were made available for download in August 2020 and some of them were sent by e-mail.  
The cash audit thus took place in August/September 2020.

The following audit documents were available:

- Incoming and outgoing invoices, cash vouchers - 2019
- Account statements Postbank 2019
- Booking accounts 2019
- Profit determination of the auditing company SJS from Cologne for the year 2019

No irregularities were found and all transactions audited were properly processed and accounted for.

Holger Sangl  
Cash auditor

Dietmar Gehrs  
Cash auditor

Daniel Reucher  
Office