

Official minutes of the ESU / EDA Annual Assembly of 14 September 2018 in Lyon/France

Start : 10.30 a.m.

End : 12:00 p.m.



1.) Welcome and opening by the 1st Chairman of ESU, Mr. Patrick Gil, at 10.00 a.m. As according to our articles of association the required number of members (50% of members entitled to vote) were not present, the meeting started after a waiting time of 30 minutes.

28 members from different countries had travelled to Lyon to attend the annual assembly.

Contributions were distributed in handouts in English/French/Italian and German.

This time we are having the meeting on a boat. This is also symbolic, that die-makers, suppliers and machine producers are sitting in the same boat.

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

Mr. Gil announced the quorum of the assembly. 24 members were entitled to vote.

3.) Approval of the agenda and /or agenda items modified (Attachment 1**)**

According to 9.3 of the statute, an invitation of the members with announcement of the agenda must be made at least 30 days before the general meeting. This was done by corresponding publication in the ESU Magazine 02/2018, as well as by email on 06.08.2018 and publication on the homepage since June 2018.

The meeting was thus convened according to the statutes.

The members approved the agenda - without any changes- unanimously.

4.) Election of an election committee

Mr. Stephan, Mr. Sequinet and Mr. Klaus were proposed and unanimously elected.

5.) Approval of the minutes of the last meeting in Luxembourg of 15 September 2017

(published in the ESUMagazine, edition December 2017, as well as on the ESU website).

The minutes were unanimously adopted.

6.) Executive Committee progress report (Patrik Gil)

The board year 2017/2018 began during the technology forum. 31 exhibitors on 640 m² of exhibition space formed the highest point in the history of the Technology Forum. The resonance on the forum was very positive for both - the exhibitors and the visitors.

The transfer of the office was also completed with the end of the Technology Forum. Only the editorial staff of the ESU magazine was managed by Mr. Hogrefe until 31.12.2017. Since the first issue in 2018, editorial responsibility has now also been assigned to Mr. Reucher. Issue 1-2018 also included the decision of the Executive Board to translate the most important articles into French, Italian and English. At the same time layout became more modern and the focus more on modern developments / technology. The development around Industry 4.0 this year ran like a red thread through our media and finds its temporary climax with today's presentation of the Fraunhofer Institute, represented by Mr. Frank Schieck.

In order to design an even more interesting magazine, an even more demanding homepage, the office still relies on the help of its members. I would therefore ask you again to offer your support by providing articles or other interesting contributions. Help by the translations of the articles in the magazine is also welcome in order to possibly reduce the editorial costs a little.

The today still outstanding boat trip symbolizes the past year of the board. All in all, the business of the ESU was in calm waters, but yet a lot could be moved. The members of the board are working very harmoniously together and pending topics are extensively discussed, for example by e-mail.

Therefore, we were able to reduce board meetings and associated costs to a minimum and only met twice in Meerbusch for a board meeting.

The board work for the ESU is in the current constellation, and I believe that I speak for the entire board, a pure joy. I can only encourage you to get involved. Why not vote today for one of the posts to be awarded? Time on the board is always an opportunity for new, positive experiences.

7.) Regional reports (**Attachment 2**)
 - Germany - France - Italy- Swiss

8.) Financial report 2017 and budget plan 2018/2019

Association section				
	2017	2016	2018	2019
Membership fees				
national associations	27.890,90 €	29.757,90 €		
direkte ESU members	17.380,00 €	18.365,00 €		
rent		113,33 €		
	=====	=====	=====	=====
Association section income total	45.270,90 €	48.236,23 €	45.510,00 €	44.000,00 €
Economic section				
ESU magazine				
	2017	2016	2018	2019
Income				
Advertisement	26.764,75 €	43.446,14 €	42.000,00 €	42.000,00 €
Cost				
Layout	-8.990,00 €	-11.880,00 €	-12.000,00 €	-12.000,00 €
Printing	-5.171,09 €	-6.808,95 €	-7.000,00 €	-7.000,00 €
Shipping	-3.512,93 €	-3.417,12 €	-3.500,00 €	-3.500,00 €
Translation	0,00 €	0,00 €	-7.000,00 €	-7.000,00 €
	=====	=====	=====	=====
Result ESU Magazine, before general costs	9.090,73 €	21.340,07 €	12.500,00 €	12.500,00 €
Technology Forum				
	2017	2016	2018	2019
Income				
exhibition stands, dinner, entrance	139.973,29 €	400,00 €	0,00 €	135.000,00 €
Cost				
Luxexpo	-85.268,03 €	0,00 €	0,00 €	-86.000,00 €
Logistics and other services	-22.477,51 €	0,00 €	0,00 €	-24.000,00 €
	=====	=====	=====	=====
Result Technology Forum before general costs	32.227,75 €	400,00 €	0,00 €	25.000,00 €
Economic section total, before general costs	41.318,48 €	21.740,07 €	12.500,00 €	37.500,00 €
General Costs				
	2017	2016	2018	2019
Personal Costs	-58.827,29 €	-47.316,91 €	-38.000,00 €	-48.000,00 €
Cost general and boardmeetings	-10.309,82 €	-13.197,64 €	-10.000,00 €	-11.000,00 €
value added tax	-6.571,93 €	-6.637,91 €	-4.000,00 €	-5.000,00 €
legal and tax consulting	-1.232,50 €	-3.477,69 €	-2.000,00 €	-2.500,00 €
Rent office	0,00 €	-1.800,00 €	0,00 €	0,00 €
Office / Postage / Phone etc.	-1.353,57 €	-3.494,98 €	-300,00 €	-500,00 €
Advertising	-1.720,76 €	-2.460,79 €	0,00 €	-3.000,00 €
Travel	-5.898,05 €	-3.475,38 €	-4.000,00 €	-5.000,00 €
depreciation	-873,00 €	-757,33 €	-873,00 €	-164,00 €
others	-844,32 €	-2.859,66 €	-500,00 €	-1.500,00 €
	=====	=====	=====	=====
General Costs total	-87.631,24 €	-85.478,29 €	-59.673,00 €	-76.664,00 €
Total	-1.041,86 €	-15.501,99 €	-1.663,00 €	4.836,00 €
Published General Meeting 2017 :	-1.697,36 €		-3.425,00 €	
Change to published 2017:	655,50 €		1.762,00 €	

Membership fees

In total, the association has 130 members, but 9 of them have not paid their contributions. The financial plans for 2018 and 2019 did not take into account the contributions of these 9 members.

ESU Magazine

The low 2017 value of € 26,764.75 revenue is due to the fact that the ads of the edition 4/2016 almost all were paid in 2016, and the same of the issue 4/2017 all in 2018. Furthermore, a member did not pay the invoices for Advertisements 2017. Overall, we will have higher costs in 2018 and 2019 due to translations into French and Italian. In the long run, however, we also expect higher advertising revenues.

Technology Forum

Revenues are expected to be slightly lower in 2019, as the member who did not pay for the advertising in ESU Magazine was also a 2016 exhibitor, but is no longer allowed to exhibit at the Forum.

General costs

The general costs will decrease significantly in 2018 and 2019, as the office is now only managed by Mr Reucher.

Summary

At the General Meeting 2017 in Luxembourg we gave you an expected result of € -1,697.36 for 2017. The present earnings analysis by SJS Wirtschaftsprüfungsgesellschaft, Cologne, shows a result of € -1,041.86, which is € +655.50 above our expectations. For 2018, our forecast for 2017 was € -3,425.00. We are also pleased to be able to correct this expected result by € +1,762.00 to € - 1,663.00.

All in all, we expect a nearly balanced result for 2018 and a clear increase at the end of 2019.

At 31.12.2016, the balance on bank accounts was € 50,670.72 and the inventory of the association € 1,910.00 .

At 31.12.2017, the balance on bank accounts was € 50,501.86 and the inventory of the association € 1,037.00 .

Because of the association is financially well placed and able to operate reasonably with the available resources, an increase in membership fees is therefore currently not up for debate.

9.) Cash audit report

In order to save travel costs, the documents for the cash audit for the 2017 financial year were sent partly by e-mail and partly by post. The cash audit therefore took place separately on several days in the months of July and August 2018

The following examination documents were available:

- Incoming and outgoing invoices, cash receipts – 2017
- Account statements Postbank 2017
- Accounts and booking journals 2017
- Determination of the profit of the auditing company SJS from Cologne for the year 2017

The documents were first examined by Mr Berger, then by Mrs Petersen.

Altogether there were 8 documents missing, which could be replenished however on request by e-mail immediately. All questions could be clarified conclusively.

With a payment to Luxexpo it came to an overpayment of 20,00 €, which however already on 24.05.2018 of Luxexpo was paid back.

Overall, no irregularities were detected and all audited transactions were properly processed and booked. The documents are now back in the office in Meerbusch.

10.1) Discussion and approval of the reports

The members approved the reports unanimously.

10.2) Discharge of the management board

The members discharged the board management unanimously.

11.) Election

- 3rd Chairman

Mr. Gil asked members present, whether anyone would be prepared to assume the function of 3rd Chairman. Unfortunately no candidate was available. Thus the position remains vacant.

- Treasurer

Mr. Tigchelaar was once again available for the office and was unanimously confirmed for another 2 years.

Mr. Tigchelaar accepted the election.

- Secretary

Mrs. Vossen was willing to candidate for the office as secretary.

Mrs. Vossen was unanimously elected for 2 years.

She thanked the members and accepted the election.

12.) Amount of membership fees 2019

Due to the relatively balanced budgets, the board sees no reason to change the contributions. The members approved the unchanged fees for 2019 unanimously.

13.) Approval of date and place for the next General Meeting 2019

For the next General Meeting, the board suggested the 13th – 14th September 2019 in Luxembourg. The members approved that suggestion unanimously.

14.) Miscellaneous

For this point there have been no comments by the members.

1st Chairman Patrick Gil

Secretary Harald Sternberg

Attachment 1 - Agenda point 3 – Agenda

Beginning of the meeting 10:30 am **Agenda**

- 1) Opening and welcome
- 2) Confirmation of quorum and number of present members
- 3) Approval of the agenda and/or agenda items modified
- 4) Election of the Voting Committee
- 5) Approval of the minutes of last meeting in Luxemburg, 15. September 2017 (published in the ESU Magazine, edition December 2017 and ESU Website)
- 6) Executive Committee progress report
- 7) Regional reports
 - Germany
 - France
 - Italy
 - Swiss
- 8) Financial report 2017 and budget plan 2018/2019
- 9) Cash audit report
- 10.1) Discussion and approval of the reports
- 10.2) Discharge of the Management Board
- 11) Election
 - 3.Chairman
 - Treasurer
 - Secretary
- 12) Amount of membership fees 2019
- 13) Approval of date and place for next General Meeting 2019
- 14) Miscellaneous

Remark: Petitions on the general annual meeting and proposals for further agenda items shall be submitted to the Executive board in writing and well-founded at least 15 (in words: fifteen) days before the date of the general annual meeting (acc. to article § 9.4)

Meerbusch, 15.06.2018

Patrick Gil, 1.Chairman - Marcel Tigchelaar, Treasurer - Harald Stangenberg, Secretary

Attachment 2 - Agenda point 7 – National reports

Annual report of the FDS - Germany

Dear Members, Colleagues,

there was no reason for euphoria in the board year 2017/2018. At the last General Meeting we told our members that we would like to organize regional meetings. Unfortunately in personal conversations we had to learn that there was no special interest. At the same time, however, we also noticed that for many members the economic situation, contrary to the overall economic situation in Germany, is becoming increasingly difficult. This is also clear from the fact that by the end of August 6 members have not yet paid their contribution 2018. Against 1 member, which left the association on 31.12.2017, we even had to obtain an enforcement order for the membership fee of past years. Therefore, next year we will work again for an informative exchange between our members. We will continue to seek members to engage in dialogue and perhaps launch joint projects, or to think together about synergies and cost savings.

Today the association has 53 members, of which 4 have terminated their membership on 31.12.2018.

The development of ESUpedia is positive. 73 were sold in 2017 and 44 in 2018 so far. Almost all of the ESUpedias were sold to ESU members in 2017, most of them in 2018 went to vocational schools or non-associations companies. The ESUpedia is now also noted across our association. The working group on the revision of the compendium has already assembled and discussed the items to be revised. For further suggestions and suggestions regarding a revised edition, please contact us via our office: d.reucher@esuinfo.org.

Marco Klaus, 1st Chairman

Annual report of the AFF 2017/2018 - France

The year 2017 ended as it had begun, with a steady flow of business. All in all, 2017 was a good year in terms of volume. From the beginning of 2018, a certain doldrums became noticeable. This decline is now continuing in the second and third quarters.

The flat cut (solid and corrugated board) will be hit harder in 2018, while rotary cutting will still benefit from the cartonboard manufacturers' investments in this area.

New machines should be introduced soon, especially a Mitsubishi cutter is on everyone's lips.

The POS advertising business is still very subdued. Commercial pressure suffers from web development and this trend is becoming more and more prevalent.

The trend towards corporate concentration remains the most noticeable phenomenon, both - in solid and corrugated board.

Although hardly reliable source information is available, it can be assumed that the total volume of tools is at least stable. Tools are increasingly becoming total solutions for packaging production. The challenge is to change the tool accounting mode. It should no longer be charged the total sum of the items, but the way of use should be revalued.

At the moment, it is still difficult to include the costs or the cost increases in the calculations.

The number of die makers in France has fallen in the last 12 months. Three companies no longer exist. In the first case: cessation of business activity "cutting forms" at a printing plate manufacturer; in the second case: retirement due to which it was not possible to take over the business; and finally, in the third case: simply a task.

The association life of AFF since our last meeting a year ago in Luxembourg is quite difficult. Despite of two attempts, there was no way to come together. Some did not want to renew their membership. Obviously, a kind of weariness and day-to-day business are the reasons for these decisions, which we can only regret.

On the contrary, the situation should encourage contact and exchange, two essential components of general association life. This would strengthen individual and collective cohesion.

Patrick Gil, 1st Chairman

Annual report of the VSSH - Switzerland

The Association of Swiss Diemaker (VSSH) held its annual general meeting in Birmenstorf on 3 July.

At this meeting, the entire long-standing executive board - including the president and founder of the VSSH - as announced a year ago, resigned.

Thus the association was faced to the problem, if no successor can be determined, how to go on. After an intensive discussion, it was decided unanimously that the association should remain. Thankfully, three younger members stood for election to the new board.

Roger Styner became the new president. The newly appointed board is now composed as follows:

Roger Styner - Lasertec AG

Patrick Hüsser - Stewag AG

Ernst Schmocker - Marbach Switzerland AG

With this new team, the future of the Association of Swiss Diemaker should be secured for the next few years.

Two members canceled their membership with the end of 31.12.2017.

Rolf Styner

Annual report of the ESU-EDA - Italy

Dear friends and colleagues,

I am pleased to be here again to represent the Italian association ESU-EDA ITALY, although this time as Past-President and representing the new President MARIO SANGES, elected last June. Thus I convey you the cordial greetings of Mario Sanges, as well, who will not fail to be present at the very first opportunity.

The general assembly of this year, held for the second time in beautiful Florence, had on the agenda the usual administrative deadline of budget approval and, likewise important, the renewal of the Board of Directors and consequently the designation of the new President, Vice president and Treasurer/Secretary. We welcomed in the Board a young partner, Davide Comincini, to whom we wish good luck, feeling sure that he will be able to bring new vision and ideas within the team. Following, the Board of Directors unanimously voted Mario Sanges for President, reconfirming Roberto Moretti in the role of Vice-President and Marco Siepi as Secretary/Treasurer.

The Italian association is overall in good health, well managed and stable as regards associates, we remarked some interest, amongst other die makers, in becoming members in view of some innovations that are being planned, specifically we are devising a basic training path to access and obtain a distinctive ESU-EDA ITALY mark.

Also, on the occasion, we welcomed a small Bobst delegation, who reported us about a Tooling Solutions project they are proposing, to improve the use of Bobst machines which also includes: training, software and consumables.

On the sidelines of the meetings we could also appreciate an interesting report that has provided information and elements for consideration about the implications of so-called Industry 4.0.

As usual, our assembly ended in the evening with a convivial dinner in a splendid XV century Florentine villa in a relaxed and friendly atmosphere.

In general, and particularly from a point of view that is strictly based on Italian economy, we cannot consider ourselves beyond the crisis danger zone, a full-fledged recovery in some sectors is there but the situation is not stable yet, the political situation after the elections is still phasing in and there are several knots yet to be untangled. Diemaking sector is still discontinuous and anyhow substantially in line with the European situation.

We are confident that there are new opportunities ahead, maybe by better understanding what technology can offer to our industry. We have greatly appreciated the efforts of Esu Europe, which has invited to this 2018 meeting an important research institute, worldwide famous, such as Fraunhofer, to bring its contribution to our members, and we are preparing to listen to their vision with great interest.

It is my wish that we can continue to work in the climate of collaboration and proactivity established by my predecessors and my colleagues. I would also like to address special thanks to Marco Siepi for his commitment to the Italian and European association.

To all of you a sincere thanks and all the best for your work.

Giambattista Franco – Past President

On behalf of Esu-Eda Italy President Elect – Mario Sanges