



Minutes of the General Meeting of ESU / EDA at the Luxexpo in Luxembourg on 18 September 2015

Translation Benadette Koska

- 1.) **Welcome and opening of the meeting** at 6 p.m. by the 1st Chairman of ESU Dr Hesse. Many members from different countries had come again to attend the General Meeting. Simultaneous interpretation of the meeting had been arranged from German to English, French and Italian and vice versa.
- 2.) **Determining a quorum and the number of members with voting rights**
35 members were attending the meeting.
As the meeting had started one hour later, the waiting period of 30 minutes was compensated due to low participation. Dr. Hesse determined the presence of the quorum.
- 3.) **Approval / Modification of the Agenda** (published in the ESU-MAGAZINE page 49 in the September edition-2015)
There were no modifications submitted. The agenda was unanimously approved - as already published. No modifications had been submitted. There was just a slight modification regarding the order of the items. There were no objections.
- 3.2) **Election Committee**
Being no longer candidate for the position of the 1st Chairman, Dr Hesse expressed his willingness to support the election committee. But two more persons were required for counting of votes. He suggested Mr Gerbig and Mr Kiermeier and asked for a vote. Dr Hesse's suggestion was unanimously approved and the election committee - headed by Dr Hesse- was determined.
- 4.) **Approval of the Minutes of the last General Meeting in Hannover on 19 September 2014**
(published in the ESU Magazine 04-2014 as well as on the ESU website)
The minutes were unanimously approved.
- 5.) **The Board's Activity Report (Dr Hesse)**
 - The 2015 financial year was influenced by planning today's General Meeting and Technology Forum.
The General Meeting in 2014 was held in Hannover.
Dr Hesse had organized as an additional program the visit to the Hanover Laser Centre, research institution for laser processing.



40 participants of the ESU event program gathered information at the LZH Laser Center Hannover; They risked a look across the fence and were deeply impressed!



photo: Ann Haselroth - LZH

Of course an event program was also a must. Therefore the participation in a Fireworks Competition in Hannover-Herrenhausen in the Royal Garden of Herrenhausen had been organized.

Up to now the activities of the association have been to a high degree technically oriented.

Now we think about generating key performance data. These data should be determined anonymously of course.

These data would be a benchmark for all members and useful for orientation.

- **Administration Office**

Dr Hesse reported that the long-time business manager thinks of retirement. Ms Reucher could be engaged as his successor. She has provided Mr Hogrefe in preparing the General Meeting and the Technology Forum with a great deal of support. The smooth transition into retirement should gradually proceed within two years so that all tasks/activities can be handed over in responsible hands.

Dr Hesse thanked Mr Hogrefe in particular for his excellent work done again in this year.

This transition implies also financial consequences. Further information would follow later.

- **Change of the Management Board**

Dr Hesse also is going to resign from his post as 1st Chairman. He will also gradually proceed his transition by providing advice and support to his successor. The tasks of the Board are in particular the orientation of the Association. On the occasion of the regular Board Meetings (about 3 – 4 times a year), the formal resolutions are adopted by voting. The Administration Office finally takes care of the implementation of the resolutions.

Dr. Hesse thanked the members for their confidence they had placed in him during the last six years.

5.) Report from the working groups

Working group Compendium: Dr Hesse informed that in 2011 they had started to note down in a textbook the know- how and the technical knowledge which is available in this field. Target group: employees, new employees, trainees and students. Such a textbook has not existed up to now. That's why hard work was necessary in order to compile all the available knowledge.

Mr Schmidgall was in charge of this working group. He was supported by Rolf Styner and many other colleagues. Dr Hesse thanked everybody who has contributed to this textbook.

The textbook "Compendium ESUpedia" will be published by the working group itself.

First examples will be shown at the ESU stand on the occasion of the Technology Forum

Purchase orders are welcomed.

7.) Report from the Regions:

Region Germany, Dr Dietmar Hesse:

Dr Hesse reported that the Board Meetings will be held together with the ESU Board Meetings. The Terms and Conditions have been revised. This is necessary from time to time due to legal amendments which must be considered.

Further he informed the members that a supply contract of a company is being legally examined. In particular the liability claims and the payment conditions are very critical in this contract.

Region France, presented by Fabiene Seguinet/ Translation Fabien Seguinet

Mr Seguinet made the presentation for President Patrice Duponchel who could not attend the meeting:

Ladies and Gentlemen

The chairman of the Association of the French Diemakers was not in the position to join us for this meeting and he asked me to speak in his name to say these few words.

Our market has been under an increasing pressure during the past six months due to a lack of orders volume. This pressure is leading to the lowest level of prices never reached before. The financial balances are actually maintained with difficulties.

This is the reason why we are so few members attending this assembly. Only 5 diemakers came. We have 3 suppliers. 2 nonmembers came with invitational cards to visit the show.

The result of this session is not so good looking on the French side, but our situation seems to be not so different for the other chapters of the ESU.

In 2015, our association has not seen major events; we are stable in term of members ; our balance sheet is positive.

We would like to see a higher level of interest for the next Technology Forum in 2017.

Region Italy, presented by Marco Siepi and Giambattista Franco

Mr Siepi thanks both gentlemen Dr Hesse as 1st Chairman of ESU and Mr Hogrefe as Manager of the Administration Office for the work they have done. He gives the floor to the new Chairman of the Section Italy, Giambatista Franco. Mr Franco welcomes the attending members and requests to take all efforts in order to be able to keep pace with the latest technologies. For that reason it is important that all Italian diemaking producers stick together. Most of them are smaller companies where the owners themselves work in their companies. This year the company Cutlite Penta had invited to the General Meeting of ESU-EDA Italy. He again thanked Cutlite Penta. Thanks went to Marco Siepi for the work done for the Italian Association up to now.

The Association consists of:

- 10 ordinary members
- 4 supporting members
- 1 honorary member

The Section feels a connection to IADD (member) as well as to ESU.

Section Switzerland, presented by Rolf Styner

Mr Styner welcomed the audience. He reported that the members of Section Switzerland meet once a year at the obligatory annual meeting. This year they had accepted the invitation from the company Model AG in Weinfelden.

A special highlight was the running first digital printing machine „Revolution“, installed by Bobst SA Company.

Everybody was deeply impressed by this technical progress. The members could see a film about the Model Group. After the film the Section could use the facilities of Model AG for their annual meeting. During this meeting the members decided to offer the members a trip to Hamburg and to the North Sea on the occasion of the 30th anniversary of Section Switzerland. Furthermore it is planned to support Bobst in Lausanne on the occasion of the next annual meeting in 2016.

8.) **Financial Report 2014 and Budget 2015 presented by Marcel Tigchelaar**

The annual account was published in the September edition of the ESU Magazine.

Mr Tigchelaar reported that the finances of the European Diemaking Association still have a solid basis despite declining membership rates.

The contributions paid by the members amounted to 41.000,-€ i.e. they were 5,300.00 € lower compared to the year 2013.

In the regions Italy, France and Germany the developments were negative.

In particular the loss of the Section Benelux has a negative impact.

For 2015 revenues at the amount of 44,000.00 € are expected even if the number of members dropped from 146 to 141 compared to 2014.

The Technology Forum 2013 ended the year with revenues of 105,000.00 € and expenditures of 85,000.00 € i.e. a plus of about 20,000.00 €

The total result of the Technology Forum had been estimated in advance with revenues of 106,000.00 € and expenditures of 93,000.00 € Included are about 10,000.00 € twice the personnel costs for the technical administration Hogrefe/Reucher.

Revenues in 2014	= 153,521.51 €
Expenditures in 2014	= 134,021.33 €
<u>deducting GWG and depreciations</u>	<u>= 1,027.67 €</u>
surplus	= 18,472.41 €

The 2014 result would have complied with the budget figures approved by the General Meeting in 2014 with an expected surplus of 33,400.00 € if there had not been a transfer of outstanding items to 2015 = unpaid bills at the amount of about 20,000.00 €

This had of course a positive impact on the approved budget for 2015 which is due for approval instead of an approved loss of 53,000.00 € with a loss of 33,000.00 €

The account indicates the surplus of 18,000.00 € by raising the current account stock from 17,122.00 € to 36,400.- €

8.1

	budget 2015	2015 new
revenues	112,000 €	143,560 €
<u>expenditures</u>	<u>165,000 €</u>	<u>176,560 €</u>
result	-53,000 €	- 33,000 €

In order to explain the figures to the members, Mr Tigchelaar quoted from a speech held in Hannover in 2014:

„The negative valuation for 2014 resulting from 2013 inter alia due to the cancellation of the Technology Forum and the increased expenditure for travelling expenses as a result of the internationalization of the Board must be reduced by means of cost saving measures regarding the General Meeting and an increase of members. He explained that it would not be possible to comply with the requirements of the cash auditors. There will certainly not be an increased number of members.

The situation will be getting worse after all due to the expected loss of two former BENELUX-members, inter alia compared to 2013 in 2014 there was a loss of contributions of more than 5,000 €

In fact, the listed surplus of more than 18,000.00 € for 2014 might seem somehow confusing? A prepayment to Luxexpo for costs incurred regarding the Technology Forum in 2015 had been due already in August 2014! For that reason we had to charge the exhibitors stand fees in advance.

These revenues of about 66,000.00 € correspond to the prepayment of 32,000.00 € in 2014. The result is a temporary surplus of 34,000.00 €. If the expected loss in May 2014 of about 15,000.00 € is deducted, there remains a surplus of about 18,000.00 € for 2014. In other words: **without the prepayment for the Technology Forum 2015 there would have been a loss of 15,000.00 in 2014!!**

In 2015 this plus puts again into perspective by means of the settlement of the final payment of about 30,000.00 € to Luxexpo. So there would be a positive result only for the Techforum 2015 considering both years.

But the budget for 2015 shows a minus of 33,000.- €

We had expected additional expenses of about 20,000.00 € for personnel resulting from additional charges for the Technology Forum and the preparation for the successor in the management in 2016/2017

The financial statements as well as the budgets were unanimously approved!

9.) Audit Report of the cash auditors Ms Jakob, and Mr Bender for the year 2014.

The cash audit took place in Buchen on 13 April 2015, The participants were Ms Jakob, Mr Bender and Mr Hogrefe. The report was published in the September edition of the ESU Magazine.

Mr Bender reported that the following documents have been examined:

Folder, G/L accounts, lists of account balances, fixed assets, order lists, open items, annual financial statements budgets and project documents.

He reported that the folders were clearly organized. Random checks were made on the documents also in terms of allocation to the respective field (material or non-material).

Documents were examined.

No irregularities were revealed.

The cash auditor stated a provisional profit of 18,472.51 €

After the agenda item „contributions“ the Board was discharged.

10.) Increased contributions

Due to the restructuring of the Administration Office the contributions have to be increased within the next 2-3 years in total step by step at about 25 %. This increase must be borne by the different Regions.

On behalf of the Management Board he suggested to increase the contributions in 2016 at 15 % and in 2017, at the latest in 2018 again at 10 %. The second increase should be discussed again.

In the following resolution there were two abstentions. Apart from that, all other members agreed to the increase.

10.1) Discharging the Managing Board

Mr Bender asks the General Meeting for discharging the Board by show of hands. The discharge was unanimously approved.

11.) New elections

The 1st Chairman, the 2nd Chairman and the 3rd Chairman had to be newly elected. The forthcoming election of the treasurer and the secretary is in 2016.

Chairman: Dr Hesse

Election of the 1st Chairman: Mr Marco Siepi

Dr Hesse suggested Mr Siepi. There were no further suggestions. Mr Siepi was unanimously elected as 1st Chairman for two years. He acknowledged and agreed!

Dr Hesse suggested **Patrik Gil** as 2nd Chairman. There were no further suggestions. Mr Gil was unanimously elected as 2nd Chairman for two years.

Mr Gil acknowledged and agreed!

Election of the 3rd Chairman

Up to now there has been no candidate available.

Dr Hesse appealed to the attendants.

Unfortunately there were no volunteers. Therefore the position of 3rd Chairman is vacant at the moment.

Thereby the elections were finished.

The Board consists of :

1.Chairman	Marco Siepi	born on 25 March 1962 Via Dell'Armonia 92, I - 24058 Romano di Lombardia (BG)
2.Chairman	Patrik Gil	born on 19 August 1975 Route de Taulignan, F - 84600 Valreas
Treasurer	Marcel Tigchelaar	born on 22 April 1969 De Boeg 8, NL-9206 BB Drachten
Secretary	Harald Stangenberg	born on 13 January 1964 Im Kimpel 16, 45219 Essen

Dr Hesse congratulated the two newly-elected first and second chairmen and handed over the leadership to the newly-elected 1st Chairman Marco Siepi,



photo: ESU-Hogrefe 1st Chairman Marco Siepi Past Chairman Dr. Dietmar Hesse

Mr Siepi thanked for the confidence placed in him and was emotionally touched. During his time as 2nd Chairman he could get to know some board members. In order to ensure the Association's existence, he had felt obliged to take office. He thanked again and handed over the leadership in this meeting to Dr Hesse. Dr Hesse as departing 1st Chairman is now according to the statutes Chairman of the Advisory Board and a voting member of the ESU Executive Committee for the next two years.

11.2) **Election of the cash auditors**

Ms Manuela Jakob (Boxplan Company) was asked if she would run for office of the Cash auditor again. She agreed.

In the subsequent election she was unanimously reappointed for the next period of office.

Mr Hendrik Berger was suggested for the position of the Cash auditor. He agreed to assume this position. Mr Berger was unanimously elected as Cash auditor.

12) **Objectives and future strategy of the Technology Forums**

Based on this item the members were asked about the future strategy of the Technology Forum. He asked for comments.

Mr Miniberger asked if in future another venue would be possible instead of Luxembourg.

Dr Hesse and Mr Hogrefe replied that in principle it would be possible. However, the items logistics, floor loads of the halls, etc have to be considered. Such a decision should be carefully considered not least for cost reasons.

There was a further request from Mr Marien:

Considering the number of members attending the General Meeting, he noted that this venue should be also attractive for them. Only 35 ESU members of 146 had attended the meeting. At the FDS meeting there were only 20 of 65 members who had attended. He had expected more participants.

Mr Hogrefe pointed out that as far as the attractiveness of the meeting was concerned about 80 members had come to Luxembourg. After all about 60 % of all members had attended the running Technology Forum. Of course it is a fact that only 35 members had attended the meeting. But the majority of the members prefers to attend the parallel Technology Forum. He continued that there was a positive development regarding the number of visitors at the last two events. Considering the number of registered and non-registered visitors, a positive development can be expected for the running event. However, it would be advisable to consider to equalize both events, the General Meeting and the Technology Forum as well.

Mr Marien proposed to unite the different sections into one umbrella association. So the members would have more time to attend the Technology Forum. And it would also simplify the Board Member's work. He requested the Board Members to record this suggestion in the minutes in order to discuss intensively this item at the next General Meeting.

13.) Approval of the determination of venue and date of the next ESU General Meeting in 2016.

The Suisse Association had intensively promoted that the next meeting should take place at Bobst Company in Lausanne. Bobst Company in principle agreed. The exact date has not been set yet, but will be announced.

During the vote there were two abstentions, the suggestion was approved by the members.

14.) Miscellaneous

No suggestions.

Finally Dr Hesse handed back to the newly-elected 1st Chairman, Mr Siepi. In his opinion most diemaking producers like visiting the Technology Forum. In order to improve the attractiveness of the event, one should talk to the exhibitors. In particular, an intense exchange among each other is important. For that reason the General Meeting and the Technology Forum provide a useful platform. He thanked all members for their participation.

The meeting ended at 7:30 p.m.

1st Chairman, Dr. Dietmar Hesse

Secretary, Harald Stangenberg