

Report

Subject : FEIBP General Assembly, 54th FEIBP Congress St Gallen

Date : 20-21 September 2012

President : Pierre Simler

General Manager: Fons Ceelaert

From : Fons Ceelaert

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I 20 September 2012: Official Opening

a. Welcome

President Pierre Simler opens the 54th FEIBP congress, most happy with so many delegates and partners gathering in St Gallen. The preparation for this congress went fairly well, with a fine and committed Swiss hosting organization.

This year InterBrush took place and again it became clear how much technology is applied in our industry. Innovations going on and this is, regardless the bad economic situation, an aspect to concentrate upon. Wherever cooperation within the EU manufacturing industry is possible, one must join forces, it can enhance the market for our products. The EU brushware manufacturing industry is a small sub-sector, able to survive.

On behalf of the "Verband der Schweizerischen Bürsten- und Pinselindustrie e.V." chairman Peter Langenegger is honoured to welcome all participants to the congress in St Gallen, the region where a lot of brushware manufacturers have their premises. Peter hopes that the congress will live up to everyone's expectation.

b. Greetings from ABMA:

For the second time around, Ian Moss, current president of ABMA, sends his best regards from the ABMA membership. St Gallen is a city with a very interesting and old history, as some Wikipedia research proves.

The USA economy is suffering, but the worst time seems to be over. However, this year no records in turnover to be expected, also because of the elections coming up.

ABMA will have its 100th anniversary in 2017 and a well running fundraising campaign is underway. The 2012 conference in Miami was well attended and the ABMA president would be most delighted to welcome FEIBP members at the next

congress, Eden Rock hotel in Miami Beach, 13 – 16 March 2013. On that occasion, Ian will be replaced as president by Mr Jeff Malish, who is also attending this congress. The meeting appreciates the participation of ABMA by its current and future president.

c. Presentation platinum sponsor

The presentation of MKB Maschinenbau GmbH (Germany) was well received.

d. Presentations of the leading machinery builders:

Borghi, Mauro Righi

Zahoransky, Robert Dous

Wöhler GmbH, Mathias Peveling

Mr Mauro Righi announced to retire at the end of next year as shareholder/sales manager of Borghi. This might be his last FEIBP congress.

On behalf of the FEIBP community, the president shows his respect to Mauro, a longstanding alliance in FEIBP. The president hopes that Mauro will be able to attend next year's congress in Copenhagen for an official farewell.

e. FEIBP Price Trend Index

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See attached power point presentation for this part of the congress.

The presentation by the president and the general manager shows how the index could look. Still there is a lot of work to be done, for example an agreement per subsector on a (detailed) definition of categories, and the immediate or future addition of more categories. To be discussed in the working groups.

There is potential addition of the subsector toothbrushes.

On top of that, the index only can be built upon broad and correct information, with active participation of the selected individual companies. Discipline is of the essence.

The meeting reacts with enthusiasm on what has been done until now.

Dieter Lessmann believes that this really could be an important new activity of FEIBP and he fully supports the further development of it. He raises the question whether the index will be published externally or is only intended for intra FEIBP circulation. The president answers that until further notice the index will be restricted to internal publication.

One sub-sector is paintbrushes. On the initiative of board member Thorsten Stollberg, an informal meeting of the paintbrush manufacturers is announced: Friday afternoon in the hotel lobby. It is an effort to see if the Working Group Paintbrushes can be revitalized, the meeting is restricted to the manufacturers.

The president notes that the meeting of the Working Group Technical Brushes on Friday is also restricted to manufacturers. It is absolutely not meant to keep suppliers out of FEIBP working groups, but tomorrow's session is crucial for the future of the working group: strategy and activities will be decided upon by the group of manufacturers in the field of technical brushware.

The president stipulates that it is almost impossible to organize the FEIBP congress without our suppliers, often sponsors. For this occasion the president appreciates understanding for not being able to participate at the working group sessions.

Philip Coward, chairman of the Working Group PHB, informs that the working group meeting is open for all participants, including suppliers.

The president reflects that these initiatives are all signs of commitment to FEIBP and he would like to welcome the re-installment of the Working Group Paintbrushes.

The Timber Trend Price Index will be elaborated further upon.

f. PHB Charter

Philip Coward, chairman PHB, informs the meeting on the positive status regarding the registration procedure to obtain a EU collective trademark. This decision to register the logo is based upon the fact that the PHB logo is gaining market share and misuse of the logo by third parties is increasing. The legal protection of the PHB logo needs to be improved.

Hopefully the procedure will be finalized successfully by the end of October, when the opposition period ends. The renewed PHB logo was introduced to the audience and received very positively. Philip believes that FEIBP with the PHB Charter really creates added value for its members.

g. Review InterBrush 2012

A welcome to Daniel Strowitzki of Freiburg Messe.

Daniel starts with showing appreciation for the good cooperation with the FEIBP management.

- *10.104 m2 sold, is + 16% compared to 2008*
- *Italy, Germany, China, USA and Great Britain top exhibitors*
- *Opinion visitors:
69% good/very good; 92% satisfied on establishing new contacts; 95% happy with Freiburg Messe as organizer, 58% sure to be exhibitor again in 2016*
- *InterBrush every 4 years is a right interval.*
- *68% exhibitors: InterBrush most important fair for suppliers brushware industry*
- *5500 visitors (equal to 2008) but now collision with ISS InterClean.*

- *Visitors profile:*
95% active in industry, 65% decision makers; 61% old visitors; 39% new visitors
- *Visitor time: 2,1 day average per visitor. 99% regarded the InterBrush as a very good fair.*

Attention for:

- *Improvement registration with badges and online registration*
- *Reconsidering "in house" events such as Zahoransky. There is no official policy for that. Only: there will be no on-site visits during the fair days.*
- *In the future, any collision with ISS InterClean and InterBrush needs to be avoided. Dates 2016: end of April/beginning of May*
- *Finished goods, an always recurring item: in advance of the exhibition all stands and goods are controlled and Freiburg Messe keeps on policing in order to avoid that exhibitors are showing finished goods. But: in fact there were not that many complaints about misuse of the fair rules by showing finished goods.*
- *ABMA/FEIBP/Freiburg Messe after hours drink: a success, but the location was not ideal. In 2016 it will be removed again to the first floor in the entrance hall.*

On top of this an association review was being held and information will be made available to the FEIBP board.

Key element is that 65% of the visitors are not member of FEIBP or ABMA.

This concludes the official opening session of the 54th FEIBP congress. The presidents shows appreciation to the platinum sponsor, leading machinery manufacturers and Daniel Strowitzki for their contribution.

II 21 September 2012: General Assembly 54th FEIBP Congress

1. Opening

President Pierre Simler welcomes all delegates attending.

2. Market review Raw Materials

- *Bristles*, Reinhold Hörz, DKSH
- *Vegetable fibres*, Urte Rietdorf, Friedrich Platt GmbH
- *Fine hair*, Mark Samuel, written report read by the General Manager
- *Synthetics*, F. Kisling, Hahl Filaments GmbH.

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All reports are attached in this information package.

3. Minutes of the meeting of the FEIBP General Assembly, held on 29 & 30 September 2011 in Vienna, Austria

These minutes were approved without any remarks.

4. Working Group activities

- Working Group Technical Brushes

Dr. Florestan von Boxberg, the new chairman of the Working Group Technical Brushes, explains the aim of the working group session this afternoon: manufacturers in the field of technical brushware will define items and developments of common interest. What can we do to take concrete action? What can the manufacturers of technical brushware benefit from FEIBP and what are the most important topics to discuss? The chairman estimates that about 12 companies will be in attendance and he is looking forward to a fruitful and positive discussion.

- Working Group Professional Hygiene Brushware

Chairman Philip Coward already mentioned at the official opening that the procedure for the registration of the PHB logo as EU collective trademark will be finalized at the end of October.

Certainly a moment to renew the registration of the individual companies and to embark on a modest PR Campaign. The PHB Charter has become very active, also with a separate meeting in the beginning of 2012. The charter has been revised on some elements and a long discussion took place on what is called the manufacturing percentage requirement. The PHB Charter is first of all a charter for manufacturers of hygiene brushware.

5. Annual report FEIBP

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The traditional report by the General Manager is included as an attachment to this report.

6. Finance

Treasurer Andrea Acquaderni shows the financial sheet, with the final accounts 2011 and a first indication of the result 2012.

Some costs and income will be added and it is expected that the FEIBP board can conclude more definitive on the outcome 2012 at its regular board meeting in December.

The financial situation of FEIBP is rather good, but attention for membership recruitment.

The revenue share of InterBrush is extra income for this year.

Interest higher, due to a good contract with a new bank in The Netherlands.

The budget 2013 was accepted by the General Assembly.

Also unanimous support for the proposal to keep the subscription fee 2013 unchanged.

7. 6th FEIBP Innovation Award

The General Manager proudly announces the outcome of the 6th Innovation Award competition: **Bullier SAS: E brush for numeric pad**

Ex aequo on the second position are:

- Zahn Pinsel GmbH: Mega angular liner with reservoir
- Osborn International GmbH: Novotec wheel brush

Overall big support for the invention by Bullier SAS, the E brush for numeric pad has been presented by company owner Henry Bullier, who proudly receives the silver plate for the 2012 innovation award.

8. 55th FEIBP Congress, 12-14 September 2013, Copenhagen (Denmark)

FEIBP board member and representative on behalf of the Nordic Brushware Association, Jens Marcussen, presents the outline of the next year's congress. A fine video impression of Copenhagen and its surroundings was shown and there really is no good reason not to join for the 55th FEIBP congress.

9. Any other business

FEIBP officers 2012 – 2013:

The general manager is most happy to announce that Pierre Simler will be available for one extra year as president of our federation.

The meeting supports the proposal with a warm applause and this means that the FEIBP officers 2012 -2013 are:

Pierre Simler: President

Andrea Acquaderni: Treasurer

Henk Slettenhaar: Immediate past president

The president appreciates the support by the membership, but he would like to see that every 2 years a new president is available. Fortunately there are serious candidates for the 4 years from 2013 on and in that perspective, Pierre is most happy to serve the federation for an extra year.

10. Closure

It is time to thank Peter Langenegger, Peter Brunner and Rudi Schwitter of the Swiss brushware manufacturers association for all the hard work on the congress: the result is absolutely fantastic and as usual the members who decided to stay home made the wrong choice!

In the afternoon the working group sessions and in the evening the “Lagerhaus Dinner”

This concludes the General Assembly.