

Report

Subject : **FEIBP Working Group Technical Brushes**

Date : **21 september 2012, St. Gallen (Switzerland)**

Attending : F. von Boxberg (chairman), M. Stoddard, M. Huybreckx, E. Zuiddam, R. Sohler (special guest on behalf of the Malish Corporation/USA), J. Malish (President ABMA, special guest USA), A. Acquaderni, R. Brassel, S. Erzinger, Mrs. C. Herneth, A. Chainard, R. Steiner, D. Lessmann.

From : Fons J.M. Ceelaert

Date : 14 November 2012

Reference : feibp.vsleng.47

1. Opening

The chairman opens the meeting by welcoming 11 companies participating. Manufacturers of Technical Brushware are active in various different fields, but technical brushware can be regarded and defined as a specific sub-sector within the EU brushware manufacturing industry. There are items and developments of common interest and joint forces can be instrumental in the protection of the industry and it might add to enhance the market position of EU brushware manufacturing products.

What can we benefit from FEIBP and its Working Group Technical Brushes and what are the most important topics to discuss? Some indications are given under item 4 of the agenda.

A good example of EU cooperation is the Professional Hygiene Brushware Charter, gradually gaining commercial added value.

2. Report of the meeting of the Working Group Technical Brushes, held on 30 September 2011 in Vienna (Austria)

These minutes were agreed without any remarks.

3. Selected items

a. Clarification of the scope of Commission Decision 2012/32/EC on portable hand-held brush cutters

The chairman believes that this is a good example of how FEIBP lobby can help to defend our market position. The interpretation by the European Commission is

sufficient. It remains important to inform purchasers on the safe use of our products.

b. FEIBP Price trend index

A good initiative. The selected three categories are agreed upon, with a small addition on the category brass wire

- *Nylon 612 (0,30 – 0,50 mm /in hanks / black or white)*
- *Steel wire (hard drawn / single wire / 0,35 -0,50 mm)*
- *Coated Brass Wire (0,30 mm / crimped in spool)*

Four categories will be added to the Price trend index:

4. *Fine Steel Wire < 0,35 mm*
5. *Fine Brass Wire < 0,35 mm*
6. *Stainless Steel 304*
7. *Nylon 6.6*

Furthermore it was decided that the index will be published each half year.

The index will become available only for participating FEIBP members.

Jeff Malish informs the meeting that there is no comparable trend price index in the USA, but it would be good to think about it in order to benchmark Europe to USA.

4. The future of the Working Group Technical Brushes/activities and ITems

- a. The topic from the last two meetings was discussed again: Companies are selling products marked "Germany" (or other EU countries) in the EU, that are not manufactured in the respective country. The general manager is asked you to research for legal documentation defining the correct "coding of origin" on products and make such material available for the members
- b. The working group members have expressed their strong desire to enhance the reputation of Brush Technology and the knowledge about use of brushes amongst their potential customer base. Efficient means of such initiatives can be the distribution of "white papers" on specific topics within the group. The FEIBP secretariat will be asked to use its contacts to media, other industry associations, internet data suppliers (e.g. Wikipedia) etc to publish such white papers.

- c. All members of the working group are requested to submit ideas or more concrete suggestions for such white papers to the FEIBP secretariat no later than 20 October 2012. The secretariat will be asked to set up a conference call with all members latest by October 31st, 2012. Please prepare for this conference call by making all information available well in advance.

5. Economic Outlook

D. Lessmann: Market slowing down. Domestic market OK, but export more difficult. 2012: stable compared to 2011. There is no lack of raw materials.

R. Steiner: Dental market, supply very much depending on the health sector. A good first half year 2012, 10-15% higher turnover compared to last year.

A. Chainard: A stable year

Mrs C. Herneth: Good beginning of the year, after July orders slowing down. Still ahead compared to 2011.

S. Erzinger: 2011 fine, now orders slowing down. Export hampered by the exchange rate Swiss Franc/Euro.

R. Bassel: 2011 was the best year in company history, now the already mentioned exchange rate Swiss Franc/Euro is of major concern.

A. Acquaderni: mainly due to the bad domestic market orders slowing down since 2012 with 5%.

J. Malish (USA): 2011 best year ever. This year will be not that good, but still big confidence in the market.

E. Zuiddam: 2011 was good, first months 2012 slowing down of the orders. Expect to have a stable year 2012, with new products developed for market approach.

M. Huybreckx: 2011 very good. Now orders slowing down.

M. Stoddard: good 2011, excellent EU economy down, but turnover is 75% export. 2012 expected growth 10%

F. von Boxberg: Also a reduction in orders. 2012 will be not as good as 2011.

The chairman believes that the industry is doing well, certainly considering the economic and financial prices worldwide.

This concludes the economic outlook.

6. Any other business

Three formal decisions were taken:

- a. The members of the FEIBP Working Group Technical Brushes are:
F. von Boxberg, A. Acquaderni, H. Slettenhaar, D. Lessmann, M. Stoddard, M. Huybreckx, J. van Kouwen, C. Herneth. E. Zuiddam, S Schellenberg; M. Paulfeuerborn, A. Chainard, D. Kullen, S. Erzinger, R. Brassel, R Steiner
They will be included in future mailings regarding technical brushes.
- b. The working group continues with its regular meetings during the FEIBP congresses. It was the wish of 9 of the 11 members present to have the next meeting in Denmark again without participation of suppliers and press. Members of the suppliers group may be invited to selected topics during the meetings and will be involved throughout the year in projects of the working group.
- c. The timeframe for the meeting of the working group should be extended to 150 minutes.

7. Closure

The chairman closes the meeting.