

# Meeting of the EUF Board & AGM Monday 8<sup>th</sup> May 14.00 - 17.00hrs

# **Clayton Cork Hotel, Cork Ireland**



#### **Announced EUF - Board Members**

Karl - Hannes Körner President Germany Laurent Decker Treasurer Luxemburg Anita Wolf 1st Vice-President Austria 2<sup>nd</sup> Vice-President Luca Berardo Italy President TC Peter Goegeboeur Belgium Gérard Reus Netherlands Dominic Ryan Ireland Mark Schmitz Germany Denmark Erik Fog Larson Konrad Imbach Switzerland Andreas Furgler General Manager Switzerland

# Other member representatives, guests and supporting members:

Vichi Montoli Montolit Italy Matteo Casartelli Montolit Italy Stefan Tomaszewski Henkel Germany / Austria Geert Hilferink Netherlands Bovatin Jason Pierce member of the TC Ireland Glen Mc Cormick member of NTAI Ireland Gavin Mc Donald

Gavin Mc Donald member of NTAI Ireland
Graham Purcell member of NTAI Ireland
Peter Mc Stay member of NTAI Ireland



# **Excused EUF Board, TC and supporting members:**

Günther Unterleitner LVH South Tyrol / Italy

Matias Martinez PROALSO Spain

Ton Borrenberg BOVATIN / Member TC Netherlands
Pascal de Stobbeleir FECAMO Belgium

Jiri Pavlicek Czech Republic

Eudard Justa member TC Czech Republic

Pascal del Toso France

Paolo Colombo Vice-President TC Italy

PRIMAVERDE BV Annemiek Loonen Netherlands Dorothee Böckstiegel PALETTE CAD Germany Simone Ricci Confindustria Ceramica Italy Turkiye Seramik Fed. Mehmed Mercan Turky Friedrich Höltkemeyer Säurefliesner-Vereinigung Germany Michele Mazzieri **FLORIM** Italy

#### **AGENDA**

Welcome and Introduction

2. Minutes of the board meeting & AGM from the 6th of June 2022 (Stuttgart)

3. Annual Reports

3.1. Presidential Report

3.2. Report of the Technical Commission

3.3. Report of the Manging Director & Fixation of the member fees

4. Financial report

4.1. Accounts & Balance 01.01. - 31.12.2022

4.2. Auditors Report

4.3. Approval of the Financial report 2022 & Discharge for the Manging Director

5. New Statutes for the EUF

5.1. Introduction

5.2. Presentation of the new Statutes of EUF

5.3. Approval of the new Statutes

6. Election due to the new Statutes EUF

6.1. Executive Board

6.2. Advisory Board

7. Working Program

8. Matters arising

9. Next Meeting dates



#### 1 Welcome and Apologies

Hannes Körner, President of the EUF, welcomes all Board and associated members present as well as all quests.

For the sake of good form, Hannes Körner noted that all issues to be formally approved by the Annual General Meeting would be dealt with at this prior to the AGM held Board meeting, as all member associations were represented.

Hannes therefore asks the board members to agree to this procedure.

Decision:

The Board agrees that with this Board meeting all General Assembly topics can be formally decided.

There are no objections to the present agenda and therefore it is considered confirmed.

# 2 Minutes of the board meeting & AGM from the 6<sup>th</sup> of June 2022 (Stuttgart)

The last official Board meeting was also held prior to the General Assembly. The minutes have been sent out to all members.

**Decision**: The minutes of the EUF Board & AGM meeting of 6<sup>th</sup> of June 2022

in Stuttgart are approved.

# 3 Annual Reports

# 3.1 | Presidential Report (by Hannes Körner)

"Since our last big event in Stuttgart in June last year, a lot has changed in the world. After surviving the coronavirus, the war between Russia and Ukraine has us firmly in its grip. The rise in the price of almost all raw materials, the increase in all energy costs such as oil, gas and electricity as well as supply bottlenecks on the entire world market led to high price inflation in almost all EU countries. This caused the banks to triple the interest rate within 6 months to stop inflation and calm the market. These points caused considerable difficulties for our economy in Europe.

In the construction sector, housing has been hit the hardest. Although new housing was urgently needed, the market collapsed by 40-50%. Building construction for industry and business also shows a significant minus. An unstable world economy with many mutual provocations is not conducive to our future and prosperity. I hope for all of us that the right politicians and people will solve these problems sensibly.

Our and my activities last year were the "PCI Alpencup" in July, a very successful event at a very high level. I am happy to see that the 3<sup>rd</sup> edition at the end of June in Switzerland is also very popular and that there are already 9 teams at the start with Sweden and Norway.

In September, I travelled to Denmark with Andreas and visited our new member in the EUF. Many thanks to Erik Fog Larson. Impressive what the training in Denmark is about.

At the end of September, we were at the fair in Bologna and had a very good and successful meeting with the Italian tile industry on the topic of XXL formats. We also made first contacts with the Turkish tile industry at the fair. I truly regret, that it was not possible for Mehmed Mercan to join us in Ireland. We hope that he will have a chance in attending one of our next meetings.

In November, I visited the World Skills in Bolzano where I represented EUF at the Tiling Competition, which was excellently organized by our friends from South Tyrol. This year in March, a 2-day meeting of our TC took place in Amsterdam, where the working paper XXL Tiles was adopted. We are still talking about it today.



Unfortunately, last year we had to struggle with formal issues around our association structure, the statutes, and the lack of registration in the German register of associations. The Deutsche Bank, which has been our house bank since the foundation in 1958, complained during a review of the account drawing that our statutes and our association name did not correspond to the holder of our account and that it still had people registered who had not been active in the EUF for many years. We therefore had to reckon with the Deutsche Bank blocking our account details, which would have put us in big trouble.

I would like to take this opportunity to thank Andreas, who ensured in a very uncomplicated way that we were allowed to "temporarily park" a larger sum in Switzerland for safety's sake. These funds will be transferred back to the Deutsche Bank after the formal matters surrounding our statutes and the subsequent entry in the register of associations have been settled. With today's amendment of the statutes, we can hopefully say: "All's well that ends well!

I think we have achieved a lot as a small association. At this point, I would like to thank Andreas again.

For the future, I personally see the biggest problem in finding young, committed, motivated people who can practice our profession, tiling, with the highest quality and motivation.

As far as our future challenges and activities are concerned, I would like to refer to our strategic goals, which we defined and set together last year under the motto "On Move to 26"."

## 3.2 Report of the Technical Commission (by Peter Goegeboeur)

The president of the TC starts his report with 5 simple questions which needs to be answered to be able to work properly an in the interest of all members of EUF.

- 1. What can we do for each other in a European Technical Commission?
- 2. What do you expect from an international Technical Commission?
- 3. What are the main problems that are most common in your country to discuss?
- 4. Are we open on innovation?
- 5. Are there opportunities to exchange young tilers (Erasmus f.ex.)?

Peter knows that it is not easy to find solutions and compromises within the EUF, because not all members have the same starting point, the same wishes, the same approaches, the same level of education, the same economic and social circumstances, etc. But we all have to deal with the same materials, with the same problems (e.g. waterproofing, processing of ceramics, different formats, weather conditions, problems with young people, lack of skilled personnel, etc.) and therefore it is essential that we agree on a common denominator at least in certain areas.

#### A) Communications with partners and within the branch

For the Technical Commission, the permanent exchange among the technical representatives of our members, supporting members and industrial partners is of great importance, because without talking to each other, no understanding, let alone a common approach to solutions, is possible.

The partners Confindustria, the" Centro Ceramico" and ASCER are set. But also, for example, the TCKI (independent test center for ceramic products in Holland) or the test institute of our member, the "Säurefliesner Vereinigung e.V." and many more. The TC of the EUF also sees itself as a mediator with a supporting effect for all those



who do not have strong structures or organizations of their own to stand out in the market and to be able to appear or be perceived as an independent sector.

For the TC, it is therefore important to be present at the CERSAIE or at another ceramic trade fair with international appeal, because it is there that existing contacts can be deepened, and new ones established.

Another important point is that the TC would like to organize a "Teach the Teacher" event at least once a year in future, in cooperation with the education officers of the members and partners. Peter pointed out that such events had already taken place (e.g. Switzerland in 2017).

Members or partners who would be interested in such an event are asked to contact Peter Goegebeur directly (peter@tilexpert.be) or the EUF Secretariat (info@euffederation.com).

#### B) Innovative Tile Academy and other schooling organizations

The TC should also serve as a catalyst for existing and well-developing processes in vocational training in the tile sector. Initiatives such as the Benelux Innovation Tile Academy, which has emerged as an alternative to the often cumbersome and government-imposed training institutions and which serves as a model for similar organizations in Italy, the Netherlands, Spain and the Czech Republic, should be strongly encouraged. However, it is also clear that this support (it can also be understood as "powerded by" EUF) should be linked to certain requirements. For example, partnerships between the educational organizations linked to the EUF should be established with membership (we will decide this in today's meeting in the framework of the new statutes).

#### C) Most important damage potential in the tile sector

At the last General Assembly in Stuttgart in June, the TC was given the task of identifying the three main problem areas (damage potential) in the tile sector.

The TC took up this point at the meeting in Amsterdam in March and it became apparent that the following three points should be worked on in more detail.

- a) Cracking of thin ceramic tiles laid on underfloor heating.
- b) Waterproofing in showers, bathrooms, and swimming pools.
- c) Maximum tolerances in work carried out

#### D) Guidelines XXL formats

Even though it has taken a long time, we can now state that the provisional final version of the Guidelines for large formats brings an important conclusion to a subject that has occupied us for several years. Fortunately, we have come out of the defensive mode, overcome our personal sensitivities, and reached a compromise.

In the meantime, all members and supporting members as well as partners have received the current version as a PDF in German and English. At the moment, Confindustria is still taking a look at it and we will take up and discuss any comments at the next meeting of the TC. A few pictures will also be changed. After that we will publish the present version in a better layout. The current version will be available for free download on the EUF homepage (www.euf-federation.com) from 1 June 2023.

#### E) Next TC Meeting:

 $21^{st}-22^{nd}$  November 2023 / Modena & Bologna about waterproofing in indoor areas (wet rooms) and swimming pools.



All participating members will prepare individually for this workshop and all will present one or more cases in a window of approx. 45 minutes, show the current standards situation in their countries, as well as the need for action.

After the summer holidays, the Secretary of the Technical Commission, Rudolf Voos, will send information about the workshop to the members of the Technical Commission and the adhesive partners of the EUF.

**Important**: All nations that have relevant standards and/or fact sheets to be discussed in the different areas at EUF level are encouraged to provide the relevant inputs.

# 3.3 Report of the Managing Director (by Andreas Furgler)

#### A) Introduction

Our business year was marked by many expectations, formal demands on our association, the wish to finally be allowed to work normally again and, once again, the realization that not everything is possible...

All in all, however, we can say that we have **achieved our most important goals**. We were able to

- a) Denmark, the first Northern European country to become a member of the FUF
- b) finish the XXL-Guidelines.
- c) hold the first 2-day workshop of the TC.
- d) adapt the Statutes of the EUF to the legal requirements.
- e) Win 9 candidate teams for the PCI Alpine Cup powered by the EUF in the third edition.

#### B) Supporting members

However, we also have to deal with the problem of insufficient communication among ourselves and with our supporting members. The fact that our activity is not the most visible does not make it easy to keep our sustaining members in line.

This then also leads to the fact that not all of our sustaining members have paid their annual contributions of €1,500. Thus, we are missing about €10,000 on the income side for the current year, which of course has a negative impact on our annual result (we will come back to this in detail later).

In 2022, 7 supporting members have not yet paid the annual fee (in a total of € 7'500.-

**Discussion**: The meeting noted that it is important to contact these companies

(possibly through people in the EUF who have good direct contacts) to point out this omission. It is possible that the annual accounts did not reach the people who represent the partnership with the EUF. The

invoice and the reminders were therefore simply lost.

**Decision**: It is therefore noted that as soon as the minutes of the AGM are

available, it will be defined which Board member will contact the respective supporting members in order to find out the reason for the

lack of partner contributions.



#### C) Members (schools as a new member category)

With BITA (Benelux Innovative Tile Academy), we can now welcome a second member from Belgium in addition to FECAMO. The EUF currently has 15 members from a total of 12 European nations.

With the revision of the statutes, which we are starting today, we will now can accept educational institutions with a regional or supra-regional character as independent and fully-fledged members, provided they have an official educational mandate for the tile industry. This will help us to better achieve our goals of promoting cooperation in vocational education and training.

Especially in this area, BITA has done excellent work in the past years. Thanks to the dedicated crew around BITA, similar training organisations have been established in Italy, the Czech Republic, Spain and Holland.

#### D) Membership fees

The Executive Committee proposes to the Assembly that the membership fees for members and supporting members remain as they were at the AGM in Stuttgart in June 2022.

Minimum fee up to 100 members	€ 800
From 101 to 250 members	€ 1'600
From 251 to 400 members	€ 2'000
From 401 to 1'000 members	€ 2'500
From 1001 to 2000 members	€ 3'000
> 2000 members	€ 3'500

#### The current contributions for members are:

Austria	ÖFV	€	1'600	
Belgium	FECAMO	€	2'000	
	BITA	€	800	(new member)
Czech Republic CEC OBKLADACU		€	800	
France	UNECB	€	3'500	
Germany	FFN	€	3'500	
	SÄUREFLIESNER	€	800	
Italy	ASSOPOSA	€	1'600	
	LVHapa	€	800	
Ireland	NTAI	€	800	
Luxembourg	FECGDL	€	800	
Netherlands	BOVATIM	€	1'600	
Spain	PROALSO	€	800	
Switzerland	SPV	€	2'000	
Denmark	BYGUD	€	800	

The existing membership fees for supporting members in the amount of € 1,500 per year remain unchanged and new for all schools/educational organizations, regardless of their size €800.

**Decision**: The Board members and delegates agree to the membership fees for

the years 2023 - 2025.



#### 4 Financial report 2022 (by Laurent Decker)

#### 4.1 Accounts & Balance 2022

The treasurer and the General Manager briefly presents the summary of the EUF annual accounts and the balance sheet (assets) as at 31.12.2022.

# 4.2 Auditors Report

Laurent Decker, presented for the very first time, since he toked over the role of the official EUF Treasurer, this report. He is very proud of this because:

- a) His grandfather and father have been involved for long years within the EUF and he has somehow inherited the importance and the values of professional engagement because
- b) he thinks EUF is particularly important as an organization and beneficial for all members an an European platform of exchange around many subjects of interest for the tile industry and
- c) Because after only two meetings, he has already had the chance to meet a lot of interesting and kind people, which is what matters the most and makes all things even more valuable.

With Andreas Furgler as managing Director of EUF, Laurent Decker felt very "safe" to take over the role of treasurer, especially after a laborious year of transition and considerable administrative work regarding the legal requirements, the new statutes and the future structure and organization of the EUF.

As Treasurer, Laurent Decker confirms, that the accounts and balance for 2022 have been established by the trust law firm Zimmer & Zimmer in Dillingen and the that the German tax authorities approved the annual accounts and continued to grant the EUF the status of a non-profit association.

The annual accounts closed with a deficit of €29'597,99 (after a surplus in 2021 from €22,898). The EUF's liquid assets amounted to €131'274 as at 31.21.2022.

# 4.3 Approval of the Financial report 2022 & Discharge for the Managing Director

The Treasurer proposes to the Delegates and Board Members to approve the annual accounts and to discharge the Managing Director and the Board.

**Decision**: The members of the board and delegates **approves** the annual accounts and **discharges the Managing Director** for his work.

#### 5 New Statutes for the EUF

#### 5.1 Introduction

The EUF was founded in 1958 as the "Association of Saarland Tile Dealers".

While the statutes have changed several times in the past years and have been adapted to the spirit of the times, our bank account has remained on the "old basis".

During the last review of "economic eligibility", initiated by Deutsche Ban, it turned out that the EUF has:

- a different Identification vis-à-vis the Deutsche Bank then mentioned in the statutes of the EUF.
- 2) that the statutes were not registered in the German Register of Associations.
- 3) that the authorized signatories still included persons who had long since left the "environment of EUF".

The "Deutsche Bank" has thereby ordered that EUF has to adapt the statutes to the current circumstances, elect the board authorized to sign in a legally correct manner and register the statutes in the German Register of Associations.

Otherwise, our bank account would be cancelled, and the two accounts blocked (within the framework of the current European anti-money laundering directives).



# 5.2 Presentation of the new Statutes of EUF

In cooperation with the trustee of the EUF and a notary, the statutes were revised and sent to all members of the EUF in German and English by the end of April. In case of questions of interpretation between the languages, the German version shall prevail.

What are the major legal changes?

- the Executive Board will become a Board Committee with three members and an Advisory Board (formerly the Executive Board) in which all EUF members can be represented.
- 2. the members of the Board Committee will sign collectively in twos and will be registered with the German Register of Associations as well as with the Bank as official representatives of the EUF.
- schools and educational institutions in the tiling trade, provided they have a
  national or regional educational mission in their countries of origin, can now
  be admitted as members of equal standing with national or regional tiling
  associations.

All members and sustaining members had the opportunity to study the new statutes in advance of today's General Assembly.

There are no requests to speak.

#### 5.3 | Approval of the new Statutes

**Proposition**: The Executive Board asks the delegates and members to approve the new statutes.

**Decision:** The General Assembly adopts the new statutes without dissenting vote or abstention and thanks the work with a strong applause.

The delegates and authorised signatories present shall sign the statutes for the members of the EUF in duplicate in English and German at the end of the meeting.

The Managing Director shall apply for the registration of the EUF in the German Register of Associations as soon as possible.

#### 6 Election due to the new Statutes EUF

#### 6.1 Executive Board

The following persons are proposed as members of the Executive Board.

Karl - Hannes Körner as President Laurent Decker as Treasurer

Andreas Furgler as Managing Director

All three shall sign collectively in twos for the EUF, whereby Andreas Furgler shall have individual signature for the e-banking in order to carry out the current business of the EUF.

**Decision**: The Assembly elects the three persons unanimously and with applause.



# 6.2 Advisory Board

In principle, all members have the possibility to send a representative to the Advisory Board. However, there is no obligation to participate. However, this would be desirable in the sense of a broad dialogue.

The following persons are proposed by the national member Associations as members of the EUF Advisory Board (nomination already in June 2022 Stuttgart)

Anita Wolf Fliesenverband AT Austria 1st Vice-President Luca Berardo ASSOPOSA Italy 2nd Vice-President

Pascal de Stobbeleir FECAMO Belgium

Gerard Reus BOVATIM Nethelands

Jiri Pavlicek Czech obkladazu Czech Republic

Mark Schmitz FFN Germany
Matias Martinez PROALSO Spain

Dietmar Heiss LVH/APA South Tyrol / Italy

Pascal del Toso UNCMB France
Dominic Ryan NTAI Ireland
Erik Fog Larson BYGUD Denmark
Konrad Imbach SPV Switzerland

Peter Goegeboeur BITA Belgium President of the TC

**Decision**: The Assembly confirms these nominations

#### 7 Working Program

Under the motto: "The EUF is on the move", the Executive Board has thought about where the journey should go and which activities should be taken in hand as a first priority.

Knowing that the EUF was founded primarily as a platform for the exchange of knowledge about the tile industry and as a social connection within Europe between the exponents in our industry, we want to live up to this idea.

We do this in the knowledge that the demands on all of us are not getting any easier due to the ever changing and more complex industry, an ever faster moving information society, as well as a challenging situation in the labour market.

But we also do this with caution, because it is no use setting big goals if you cannot achieve them because the prerequisites are not in place. On the other hand, it is understandable that we also want to move forward continuously at the EUF.

# Our overall goals (discussed already at the AGM 2022 in Stuttgart are:

- We will strengthen the relationship with our industrial partners and especially with the producers and the producers' associations (Specially with Confindustria, ASCER, German Ceramic Tile Producer Association, Turkish Ceramic Federation, etc.)
- We want to work together with the industry and trade on a partnership relationship for the benefit of our sector.
- We organize 1 educational and 1 technical symposium per year
- ➤ We will organize a minimum 1 joint training unit for competitors and experts
- > We will install a permanent contact with the ceramic dealer branch
- ➤ We will increase de number of members from 14 to 20 (specially in north and eastern Europe)



- We will increase the number of our associated members from 24 to 35
- We try to work constantly on a better performance in communication (in- & outside of EUF) and try to sharpen the profile of EUF

#### 8 Matters arising

# Brief overview of the situation in the tile industry

**Hannes Körner** asks all members present to give a short information on the general situation of the tile industry in the countries of origin.

The discussion shows that not all countries are equally affected by the energy crisis in the wake of the Ukraine war and by inflation, but everyone feels a certain unease about the "uncertain" prospects. Although the companies are currently still working to capacity (in some cases even until the end of the year), the outlook is darkening because building applications are declining.

In Germany, for example, construction projects are being "cancelled" on a broad scale, as large property developers either assume that the costs for construction will be too high or that customers will no longer be able to take over the properties due to the increase in interest rates.

A problem that unites all members is the general lack of skilled workers and the fact that we are practically no longer able to attract young people to our profession or our industry.

#### Requests to speak

Stefan Tomaszewski, representative of our sustaining member HENKEL, suggests that the sustaining members should also be more involved in the work of the technical commission and or in the efforts for new members (especially in the East of Europe).

Peter Goegeboeur, President of the Technical Commission, finds this proposal interesting and will see if this can already be realised for the next meeting in November.

Gerard Reus, President of BOVATIN, would like to see the PCI Alpine Cup, which is largely promoted by the EUF, promoted not as the PCI Alpine Cup, but as the EUF Alpine Cup. This would relieve some members of the EUF, as it would make it easier to ensure participation.

Andreas Furgler said that this wish was understandable, but that the EUF could not afford a budget of almost half a million euros for the realisation of the Alpine Cup in its current version.

However, the question of the future of the Alpine Cup will arise, because after the takeover of the PCI by the SIKA, there will certainly be changes. Who knows, maybe a consortium of partners will be found together for the continuation of the EUF - Alpine Cup. In any case, we are in the process of holding these talks and as soon as we have more information, we will inform you.

#### Special guests

**Dominic Ryan** thanks all EUF members and partners who made the trip to Cork as a token of appreciation to the Irish Tiling Federation. He hopes that the cooperation can be continued and thanks for the support that the EUF provides to the Irish Association within its possibilities.

After the official part, **Jason Pierce** will introduce the Irish Tiling Association and **Gavin Mc Donald** will give us an insight into the world of the Irish tile and ceramics industry.



# 10 Next meeting dates

• Cersaie 2023

26<sup>th</sup> or 27<sup>th</sup> September 2023 / meeting with Confindustria (not yet confirmed)

No official board meeting scheduled (due to calendar conflicts)

**Accommodation by Confindustria has been guaranteed for a** contingent of 40 rooms for a maximum of 2 nights each for the visit to Cersaie.

The **registration deadline is 30 June 2023** and Andreas Furgler is requested to communicate this to all member nations as well as partners.

Technical Commission

21. & 22. November 2023 Bologna / Modena

Annual General Meeting 2024

Wednesday 8th & Thursday 9th Mai 2024 Copenhagen

**President Körner** thanks **Dominic Ryan** and his colleagues for the hospitality and the organisation of the social program on these two days.

The President closed the meeting at 16.50 and thanked all those present for coming. He wished everyone a safe return journey.

Dagmersellen, 20.05.2023

Andreas Furgler

Managing Director EUF

PDF Presentation for AGM 08.05.2023 CORK