



Afera General Assembly

3 October 2013

09.00 - 09.40 hrs.

Conference Room Sala Mamertina
Atahotel Capotaormina, Sicily



Promoting the Interests of the Self Adhesive Tape Industry

- 1. Opening by the Afera President Peter Rambusch**
- 2. Approval Minutes GA in Madrid 2012**
- 3. General Report 2012 / Plans 2013**
 - 3.1 Report of the Marketing Committee
 - 3.2 Report of the Technical Committee
 - 3.3 Report of the Steering Committee
- 4. Financial Report**
 - 4.1 Balance sheet 2012
 - 4.2 Latest 2013
- 5. Approval of Budget 2014**
- 6. Membership fees 2014**
- 7. Composition Steering Committee**
 - 7.1 New President 2013-2015
 - 7.2 New Vice-President 2013-2015
 - 7.3 Committee Chairmen
 - 7.4 Overview current composition
- 8. Next Conference date and venue 2014**
- 9. Any other business**
- 10. Closure by new appointed Afera President**

Marketing Committee General Report October 2013

By Chairman: Mike Punter

Going Forward

**Recognition and involvement of
the social media revolution**

**Engagement with engineering
education establishments**

**Formalising the Marketing
Committee membership**

Recognition and involvement of the social media revolution

**Engaged media professionals who have
created platforms to go forward**

**We now have the fundamentals of a social
media platform**

**New website designed, launched and
ready for development**

Engaged a blogger (technical journalist)

Project remains within budget

KPIs will judge success.

Engagement with engineering education establishments

An experiment to engage with engineering students in the upcoming Tape College

Depending upon the success, we may encourage the TC to be held within a campus environment rather than a downtown hotel

Formalising the Marketing Committee membership

To ensure continuity of Marketing Committee initiatives, it has been agreed that membership criteria must be met.

Afera Technical Committee General Report 2013 Plans 2014

By Chairman: Chrétien Donker

CEN TC253 Status

- CEN TC 253 has merged with CEN TC 193, which is the TC for Adhesives. This TC is very active and has mirror committees in most European countries. This merger was decided by voting which concluded on 10 December 2012.
- L. Jacob as the former chairman of TC 253 has been named convenor of the Working Group Self Adhesive Tapes within CEN TC 193. (CEN TC193WG7)
- We have managed to move the secretariat for CEN TC193WG7 from AFNOR to DIN in Germany. DIN has more experience with adhesive related issues and has a better relationship with ISO, in case we need it again. The manager of the secretariat at DIN is Mrs. Anja Schönenborn.
- Key job for the WG will be the maintenance of existing EN test methods as well as the periodical review of those. In the event that we would choose to convert future new test methods into EN methods, the WG would lead this effort.

Round Robin Test of PSTC developed SAFT Test Method

- 6 Afera members participate in the Round Robin test for the new PSTC SAFT test method. (3M, BASF, Dow, Henkel, Lohmann and tesa)
- Lohmann and tesa provided tape rolls, one high shear single sided tape from Lohmann and a low shear DS tape from tesa
- Unfortunately the results of the 3. Round show again high variability. Detailed application description of the test was requested from each participant. The feedback has shown significant differences in application behaviour
- We have an improved application description and we will redo the tests. We will expand the test using a hotmelt SIS based tape

New Global Test Method Loop Tack

- Loop Tack was one of the selected global new test methods at the GTF meeting in Taipei
- It was decided that Afera take the lead in developing this test method, supported by PSTC, TAAT, CATIA and Afera
- The Afera Test Methods Committee started to look at existing methods and collected topics for improvement
- A new test method will drafted under the leadership of Lutz Jacob.

Cooperation Afera - Feica

- Meetings will be held on presidential and technical levels to determine way forward in collaborating on initiatives of joint interest
- The list of joint interest remains the same:
 - Sustainability
 - Standardisation
 - REACH
 - Hazardous products
- Successor of H. Onusseit as representative for FEICA will be Jeff Burrington (participating in the Afera TC)

Cooperation Afera - MKVS

- MKVS (Münchener Klebstoff und Veredlungs Seminar) is a well known seminar given every year in October in Munich, Germany
- They offer quality papers on 4 different themes that change every year:
 - Pressure Sensitive Adhesives
 - Printing, Gluing, Finishing
 - Hot Melts - Hot Melts PSA - Extrudable Films
 - Curing
- Always Monday, Tuesday, Wednesday of the last week of October in the Arabella Sheraton Hotel in Munich
- Conference language: German and English, simultaneous translation
- Beer festival on Monday night.

Cooperation Afera - MKVS

How can we work together?

- The Afera technical seminar will merge with the PSA MKVS symposium every second year
- During the alternate year, Afera will organise the Tape College and MKVS their usual symposium
- The venue of the Afera-MKVS symposium will be in Munich at the end of October

What are the open questions?

- How attractive is this to Afera members?
- How can this be designed as a win-win for both parties?
- What will be a viable joint business model?

Status Tape College 2014

- 7-9 April 2014, Brussels Marriott Hotel
- Same format from 2012 – starting Monday noon, finish after lunch Wednesday
- 15 lecturers is the goal to achieve; 45 min. papers with a panel discussion after each session
- So far, all speakers confirmed to give a lecture
- We are going to search for sponsors for the Tape College, in order to cover the loss we usually make
- Break-even around 100 participants
- Session Chairs: have been selected
- Seminar Chair: Christophe Küsters.

Afera Steering Committee General Report 2013/ Plans 2014

By President: Peter Rambusch

Afera's Strategies

- To raise awareness of PSAs in addition to our customary markets
- To bring knowledge of the functionalities of tape to a greater audience (tape as an alternative to other bonding methods)
- The Marketing Committee will provide an overview of our social media initiative

Financial Report Balance Sheet 2012 Budget & Latest Estimate 2013 Budget 2014

	Actual	Budget	Estimate	Budget
	2012	2013	2013	2014
INCOME	Euro	Euro	Euro	Euro
<u>Membershipfee</u>				
Membershipfees	196.126	195.601	195.776	196.500
Converter Membershipfees	13.300	13.300	13.300	13.300
<u>Media</u>				
Adverts Afera News	4.050	2.000	1.000	
Banners Website	4.000	5.000	4.000	4.000
Release Fund Marketing/Social Media Project		25.000	25.000	
<u>Events</u>				
Annual Conference Fee and Sponsoring	123.500	130.000	90.000	130.000
Release Fund Annual Conference			30.000	
Technical Seminar Fee	0	75.000	69.048	
Tape College Fee and Sponsoring	75.900	0	0	70.000
<u>Other Income</u>				
Financial Income (Interest)	5.287	4.500	4.500	4.500
Other income (Test Methods & Cont Proceedings)	1.450	1.000	1.500	1.500
TOTAL INCOME	423.613	451.401	434.124	419.800
EXPENSES				
<u>Secretarial expenses</u>				
L.A.M. Fee	137.500	137.500	137.500	138.875
Office Expenses	5.144	8.000	6.000	6.000
<u>Steering Ctee</u>				
Meetings	4.362	4.800	4.800	4.800
Global Tape Forum Funding	0	0	0	0
Global Tape Forum Afera Expenses	8.704	0	0	3.000
<u>Marketing Ctee</u>				
Meetings	3.938	5.000	5.000	5.000
<u>Technical Ctee</u>				
Meetings/Standardization Support (Lutz Consultancy)	9.257	8.000	8.000	8.000

<u>Environmental Activities</u>				
Lobby Verspoor REACH	2.974	0	0	0
<u>Media</u>				
Editor Costs	3.698	4.000	4.000	4.000
Afera Annual Report (News)	4.800	2.250	2.250	2.250
Afera Media Tools Maintenance	14.865	14.000	14.000	14.000
<u>Test Methods</u>				
Standardisation Costs	5.000	5.000	5.000	5.000
Development New Test Methods Manual	0	3.500	0	3.500
<u>Events</u>				
Annual Conference	85.111	135.000	125.000	130.000
Tape College	70.928	0	0	70.000
Technical Seminar	0	75.000	54.903	
<u>Strategic Projects</u>				
Marketing/ Social Media Project	0	40.000	30.000	15.000
<i>Industry Expert and Social Media Support collab on Value Expansion Members, Educational Programmes, Development new Website)</i>				
<u>Financial costs</u>				
Certified Annual Account	3.894	4.100	4.100	4.100
Cost of Debt Collection	2.220	2.500	2.500	2.500
Bank Costs	1.460	2.000	2.000	2.000
TOTAL EXPENSES	363.852	450.650	405.053	418.025
BALANCE	59.760	751	29.071	1.775
Earmarked Fund Annual Conference	30.000		0	0
Earmarked Fund Marketing/Media Project	25.000		0	0
FINAL RESULT	4.760	751	29.071	1.775
Capital, 1 January	259.494	264.255	264.255	293.325
Capital, 31 December	264.255	265.006	293.325	295.100

Current Situation Afera Membership 2013

2013		2012
53	Active Members	50
43	Associated Members	44
7	Affiliated Members	7
2	Honorary Members	2
7	Converters	9
<u>112</u>	Total	<u>112</u>

Membership Fees 2014

- Due to Afera's effective strategic direction resulting in a strong financial position, our membership fees **will not be changed** in 2014.

5. Composition Steering Committee

- **Definition Representative Regions SC**
 - *Western Europe* including the U.K., Ireland, France, Belgium, The Netherlands and Scandinavia
 - *Central Europe* including Germany, Austria and Switzerland
 - *Southern Europe* including Italy, Spain and Portugal
 - *Eastern Europe* including countries from the Baltics, Turkey and Israel
 - Two Committee Chairs.

5. Composition Steering Committee

From	Candidates	Until
Eastern Europe	M. Konuralp	9/2015
Central Europe	P. Rambusch	9/2015
Western Europe	L. Derolez	9/2015
Southern Europe	F. Antonelli	9/2015
Chair TC	Ch. Kuesters	9/2015
Chair MKC	M. Punter	9/2014

Rotation Schedule:

Presidency	Years	Vice Presidency
Western Europe	2013-2015 (L. Derolez)	Eastern Europe
Eastern Europe	2015-2017 (M. Konuralp)	Southern Europe
Southern Europe	2017-2019	Central Europe
Central Europe	2019-2021	Western Europe
Western Europe	2021-2023	Eastern Europe

Next Events 2014

Afera Tape College
7 - 9 April 2014
Brussels Marriott Hotel

Afera Annual Conference 2014
1 - 4 October
Hotel Dubrovnik Palace, Croatia

