

ESA EXECUTIVE COMMITTEE MEETING

14th September 2020, Online Meeting

Participants:

John Morton
Wolfgang Bommers
Mark Horton
Alberto Rocca
Simone Wilson
Ozan Devlen

Apologies:

Chiara Sozzi

1. Review the minutes of the last Executive Committee meeting 3rd August 2020

- WB raised the issue of whether or not Cetim had settled their 2019/2020 Membership fees. As they had still not paid, we discussed how to proceed. MN to discuss with Cetim and find an amicable solution as we wished to work with them.
- WB had a conversation with Ines (our accountant in Germany) about the need to maintain the Euro account at the Commerzbank and confirmed that we only needed to maintain a positive balance for the purposes of maintaining our Association status in Germany. We could utilize the Natwest euro account in future for any transactions.
- The minutes were accepted from the 3rd August 2020 meeting.

2. Cash Situation and Forecast 2020

The current cash position as of 14th Sept is set out below and the forecast is €145k. Technetics have now paid a new Member Fluorseals should pay shortly. Cetim remain outstanding but confirmed they would pay in September.

The balance at both banks as of 14th Sept was:

	Nat West	£167,754	€181,174
	Comm Bank		€7,000
	Total		€188,174
Forecast	Additional Revenue:		
	Cetim		€11,800
	VAT		€6,000
	Fluorseals (new member)		€4000
Total Revenue			€209,974
	Costs:		
	MN/RV		€45,000

Misc Exp	€20,000
Total Balance Year End Forecast:	€145,000

3. Membership Fees 2021

Given the increase in reserves forecast for 2020 (Projected increase to €145k) there is currently no requirement to increase fees for 2021. However, the current business outlook is very uncertain and whilst the reserves had increased, we felt it would be prudent to maintain the fee level for 2021. If the cash situation in 2021 continued to show an increase, then we would review the 2022 fee level. A suggestion that we offer a discounted attendance option for the AGM in 2022 was welcomed but would be reviewed in the Autumn of 2021.

4. 2020 and 2021 AGM

WB had provided MN with all the necessary information in order to hold an online AGM in October. MN had notified RV of the dates in October (wk comm 19th October) in order that divisional meeting attendees were informed. The statutory questions for all members would be circulated via a Mailchimp survey and each member would be entitled to attend the online meeting on the 21st October for any questions. A “no reply” response would be classed as a vote in favour of accepting the motion.

MN would circulate a proposed schedule for 2020 AGM to the Exec first.

The Savoyen Hotel in Vienna was now booked for 5/6/7th May 2021. Klinger had confirmed that these dates were good with them.

5. Technical and Standards and Legislation Director – Succession Planning

MN made the Exec aware that both David Edwin-Scott and David Mitchell were due to retire in the within the next 6 to 18 months. We need to find replacements and whilst Ralf was certainly capable of taking over from DES and is in a handover phase now, a replacement for DM would be required.

6. Mechanical Seals Division Suggestions.

Phillip Charlton from Morgan arranged a meeting to discuss ways in which to increase membership and membership participation, mainly for the MSD but there was some overlap with the ESA generally. Here is the summary of his questions and results of the Exec Committee discussions. MN to write to PC, thank him and provide the feedback.

As promised just a few notes from our call.

- Discuss the point of offering a “Special Introductory Membership for first-year” this could bring in companies for a taster of the ESA , companies taking this option would not have voting rights , and only a one-time offer cannot be repeated – (Exec committee)
 - **The Exec thought this was a progressive suggestion but should be introduced once Face to Face meeting were permitted. The true value of the ESA would only be fully recognised when we had open discussions in an arranged face to face meeting.**
- Include Market report within membership fee – work with Report house such as Oxford Economics – example Global Pump Market – This gives something back and will also be of interest to all members (same as BPMA offer) - (Exec committee)
 - **Agreed to proceed. This was also part of our Statutes. Alberto had previous experience of working with other research groups (SAI) and would be able to provide some background information. MN to research look at alternatives such as Oxford and KCI. This was also part of our Statutes. WE should look at product specific as well as more global reports.**
- Discount of training – possible to work with BPMA as they already conduct training courses – (Mark to speak to Steve at BPMA?)

- **MN to clarify with Steve Smith what the discount level was. We had done this previously.**
- Achema 2021 – look at the possibility of having a space/booth at the show to further promote the ESA, could also members to spend some time when they are also at the show , Seal Companies all in one place at the same time –(Mark + Marketing)
 - **MN in contact with Achema and KCI (Valve World)**
- Discuss the possibility of the ESA having a seat on various standards committees- ESA can represent the industry and as an association could carry more weight? – (Peter, Ralf & David?)
 - **Maybe this is a role for Ralf now that DES is stepping down. MN to discuss with RV. Maybe some overlap with David Mitchell.**
- Collect project ideas and start to generate a pool of ideas – this is very important, once agreed communicate projects to all and use social media outlets to the wider world (ALL MSD members + Marketing)
 - **This was a necessary part of all Divisions. MN to discuss with RV.**

7. Development of the ESA – Klinger Suggestion

Within the FGD meeting Christoph Klinger-Lohr had suggested that we look to create a sourcing group within the ESA who could utilize the potential purchasing power of the Association to obtain lower pricing for raw materials or negotiate better rates for exhibition space on behalf of all ESA members. After some discussion all agreed that this could present issues with Competition Law/Antitrust Law. Many of the American led members would also have issues with this but the legislation is mainly concerned with selling prices and cartels (plus mergers/acquisitions and monopoly positions). There were also concerns that the ESA was established to develop technical solutions and discuss standards and legislation initiatives which would benefit the environment. This suggestion did not enhance these original concepts and founding principles.

Without legal clarification then we agreed not to progress this suggestion. MN to confirm to CKL.

8. A.O.B

None.

9. Date, time and venue of the next meeting

AGM 2020 20/21/22nd October - Online
9th/10th December 2020 – Prague/Online
AGM 2021 5/6/7th May

M. Neal