

# General Assembly 2024

Athens, 19<sup>th</sup> June 2024



**EFCEM**

European Federation of  
Catering Equipment Manufacturers

# 2024 Agenda – Statutory Formalities

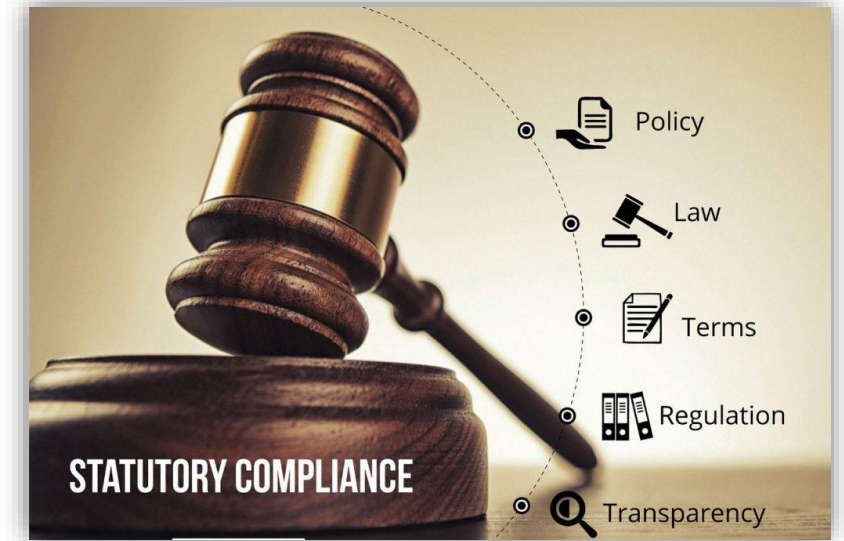
- **Welcome, Present & Apologies**
- **Approval of Minutes**
  - General Assembly 2023
  - Extraordinary General Assembly 2024
  - Matters Arising
- **President Report**
- **Statutory Matters**
  - a) *Report of the Management Board*  
Statutory Amendments, Management Board Registration & Accounts
  - b) *Resolution Proposals for Approval*  
Appoint Vice President 2  
Appoint Vice President to President (2025)
  
- **Financial Report**
  - a) EFCEM Bank Account Report
  - b) 2023 Consolidated Report
  - c) 2024 Budget Review
  - d) Membership 2025
  
- **EFCEM Data Management**

# 2024 Agenda – Business Topics

- **Orgalim Presentation** – Olivier Janin (Deputy Director General)
  
- **Working Group Reports**
  - WG1 & 4 Connectivity & BIM – Andy Threlfall
  - WG2 Environment – Sascha Diesel
  - WG3 Health & Safety, Water – Mattia Merlini
  - WG4 Marketing – Iain Munro
  
- **EFCEM Marketing Strategy**
  
- **Economic Climate & Market Performance**
  
- **Task Forces**
  - NAP Representative
  - Statistics
  
- **Any Other Business**
  - CON-CENELEC – Alfredo Oliveira
  
- **General Assembly 2025**
- **Meeting Close**


# Statutory Matters

- **Present & Apologies**
- **Approval of Minutes**
  - General Assembly 2023
  - Extraordinary General Assembly 2024
  - Matters Arising
- **President Report**
- **Statutory Matters**
  - a) Report of the Management Board
    - Statutory Amendments, Management Board Registration & Accounts
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    - Appoint Vice President 2
    - Appoint Vice President to President (2025)




# Statutory Matters

## a) Report of the Management Board Statutory Amendments, Management Board Registration & Accounts



**UBO register**



**UBO register**

Information on the beneficial owner (UBO) EUROPEAN FEDERATION OF CATERING EQUIPMENT MANUFACTURERS


Printed by: Van Den Daele Alain DALDEVOLF 26/04/2024

ENTITY INFORMATION				
Commerce registry number or identifier:	0875347596	Creation date:	01/07/2005	Status: Normal situation
Name of the company:	EUROPEAN FEDERATION OF CATERING EQUIPMENT MANUFACTURERS	Legal form:	International non-profit organisation	

ENTITY ADDRESS				
Street:	Auguste Reyerslaan	N°:	80	Box:
Zip Code:	1030	City:	Schaarbeek	
Country:	Belgium			

ADDITIONAL INFORMATION				
Type	Name	% (capital)	% (vote)	Nature of the control
1	EUROPEAN FEDERATION OF CATERING EQUIPMENT MANUFACTURERS	100,000	100,000	
2	Williams Philip			Cat.1: Member of the board, administrator, daily management representative
3	BREUNIG MANFRED			Cat.1: Member of the board, administrator, daily management representative
4	Ubl Martin Stefan			Cat.1: Member of the board, administrator, daily management representative
5	KIENLE FRANK			Cat.1: Member of the board, administrator, daily management representative
6	Granfors Joakim			Cat.1: Member of the board, administrator, daily management representative
7	barros oliveira Antonio			Cat.1: Member of the board, administrator, daily management representative

Copie à publier aux annexes au Moniteur belge après dépôt de l'acte au greffe



\*24050745\*

Dépôt / Reçu

16 Juin 2024  
Greffe  
tribunal de Commerce de Bruxelles

N° d'entreprise: 0875 347 596

Nom (en abrégé): EUROPEAN FEDERATION OF CATERING EQUIPMENT MANUFACTURERS

Forme légale: Association internationale sans but lucratif

Adresse complète du siège: Boulevard Auguste Reyers 80, 1030 Schaarbeek

Objet de l'acte: Nominations, démissions, modification des statuts

I.Extrait des décisions de l'assemblée générale ordinaire de l'Association du 19 juin 2019

L'assemblée générale approuve la nomination, avec effet à la date de la présente assemblée générale ordinaire, de:

- Monsieur Philip WILLIAMS, né le 7 février 1962 à BARNSELY (Royaume-Uni), et domicilié à 156 DENBY LABE UPPER DENBY, HUDDERSFIELD HD8 8UN (Royaume-Uni), en qualité d'administrateur et de président de l'Association pour une durée de deux ans;

- Monsieur Martin URL, né le 24 septembre 1964 à ESSLINGEN AM NECKAR (Allemagne), et domicilié à 7 EICHSTR, 70173 STUTTGART (Allemagne), en qualité d'administrateur et vice-président de l'Association pour une durée de deux ans.

II.Extrait des décisions de l'assemblée générale ordinaire de l'Association du 16 juin 2021

L'assemblée générale approuve:

- La reconduction du mandat de Monsieur Philip WILLIAMS, né le 7 février 1962 à BARNSELY (Royaume-Uni), et domicilié à 156 DENBY LABE UPPER DENBY, HUDDERSFIELD HD8 8UN (Royaume-Uni), en qualité d'administrateur et de président de l'Association pour une durée de deux ans;

- La nomination, avec effet à la date de la présente assemblée générale ordinaire, de Monsieur Karl Magnus Joakim GRANFORS, né le 4 septembre 1965 à ESKRISTUNA (Suède), et domicilié à VIA DEI PARTIGIANI, n°103 LECCO (Italie), en qualité d'administrateur et vice-président de l'Association pour une durée de deux ans.

III.Extrait des décisions de l'assemblée générale extraordinaire de l'Association du 24 février 2023

L'assemblée générale approuve à l'unanimité la nomination, avec effet à la date de la présente assemblée générale extraordinaire, de Monsieur Iain Patrick MUNRO, né le 25 juillet 1961 à READING (Royaume-Uni), et domicilié à 8 BAUMGARTNER GODMANCHESTER, HUNTINGDON PE29 2NE, en qualité d'administrateur et de secrétaire de l'Association pour une durée de trois ans.

IV.Extrait des décisions de l'assemblée générale ordinaire de l'Association du 14 juin 2023

L'assemblée générale approuve la nomination, avec effet à la date de la présente assemblée générale ordinaire, de:

- Monsieur Martin URL, né le 24 septembre 1964 à ESSLINGEN AM NECKAR (Allemagne), et domicilié à 7 EICHSTR, 70173 STUTTGART (Allemagne), en qualité d'administrateur et vice-président de l'Association pour une durée de deux ans.

Mention sur la dernière page du 100018

Au verso: Nom et qualité du notaire instrumentant ou de la personne ou des personnes ayant pouvoir de représenter la personne morale à l'égard des tiers

Au verso: Nom et signature (pas applicable aux actes de type « Mention »)

Bijlagen bij het Belgisch Staatsblad - 26/04/2024 - Annexes du Moniteur belge

December 2023

Statutes	
FORM, NAME, SEAT and DUREE	
<p>1. EFCEM is an international non-profit making Association named the European Federation of Catering Equipment Manufacturers, in abbreviated form "EFCEM" and referred to hereafter as "EFCEM" EFCEM (hereunder designated as "the Association" or "EFCEM") is governed by the code of companies and associations ("CCA").</p> <p>2. The seat of EFCEM is located in the Region of Bruxelles-capital and the judicial division of Brussels.</p> <p>The seat of EFCEM is currently established in Belgium at 80, Boulevard A. Reyers, 1030 Brussels and may be transferred to another address in Belgium on an absolute majority decision of the General Assembly. The decision must be published within one month in the "Annexes du Moniteur Belge".</p> <p>3. The duration of the Association is indefinite.</p>	<p>1. L'EFCEM est une association internationale à but non lucratif dénommée Fédération Européenne des Constructeurs d'Équipement de Grandes Cuisines « European Federation of Catering Equipment Manufacturers », en abrégé « EFCEM » et désignée ci-après par le sigle « EFCEM ». L'EFCEM (ci-après EFCEM ou l'Association) est régie par les dispositions du code des sociétés et des associations.</p> <p>2. Le siège de l'EFCEM est situé dans la Région de Bruxelles-Capitale et l'arrondissement judiciaire de Bruxelles.</p> <p>Le siège est actuellement établi en Belgique au 80, Boulevard A. Reyers, 1030 Bruxelles et peut être transféré à toute autre adresse en Belgique sur décision de l'Assemblée Générale à la majorité absolue. Cette décision doit être publiée dans un délai d'un mois, dans les « Annexes du Moniteur Belge ».</p> <p>3. L'association est constituée pour une durée illimitée.</p>
PURPOSE AND ACTIVITIES	
<p>4. The purposes of EFCEM are:</p> <ul style="list-style-type: none"> <li>to support National Associations of Producers (N.A.P.) at European and international level on all matters of common interest;</li> <li>communication and dialogue with other representative bodies, which operate in sectors/activities of interest for EFCEM N.A.P.'s, wherever they may be located.</li> </ul> <p>EFCEM Executive Secretary shall be the focus of all representation and information and provide individual services to national Association (N.A.P.) members who in turn respond to the needs of their company members.</p> <p>The Federation will not take any action that may breach the European antitrust requirements set-up in Article 101 of Treaty on the Functioning of the European Union and that may affect the competitive efforts of any individual full member.</p>	<p>EFCEM tasks:</p> <ol style="list-style-type: none"> <li>safer the r affect govern other</li> <li>prepa delive policy mattie</li> <li>mainti cateri</li> <li>mainti Europ manu</li> <li>co-OR Europ Parlia Intern reguli and g</li> <li>carry</li> </ol>
BUT ET ACTIVITES	
<p>4. Les buts de l'EFCEM sont:</p> <ul style="list-style-type: none"> <li>le support, au niveau européen et dans toutes les questions d'intérêt, des associations nationales et des producteurs (N.A.P.);</li> <li>la communication et le maintien des contacts avec tous les organismes poursuivant les mêmes buts que les NAP de l'EFCEM, où qu'ils soient localisés.</li> </ul> <p>Le secrétariat de l'EFCEM sera le foyer de toutes les représentations et informations, et fournira les services individuels aux membres des associations nationales (NAP), qui à leur tour répondront aux besoins des membres des sociétés. L'Association ne prendra aucune action affectant les efforts compétitifs de chaque membre individuel.</p> <p>5. Pour accomplir ces buts l'EFCEM devra,</p> <ul style="list-style-type: none"> <li>maintenir une organisation structurelle appropriée;</li> <li>établir, avec d'autres organisations, les relations nécessaires à accomplir ses tâches;</li> <li>faire appel, si nécessaire pour des projets spécifiques, à des tiers.</li> </ul> <p>6. L'exercice comptable de l'EFCEM sera du 1er janvier au 31 décembre.</p>	
ORGANISATION DE L'EFCEM	
<p>7. L'organisation de l'EFCEM comprendra les organes suivants:</p> <ol style="list-style-type: none"> <li>une Assemblée Générale;</li> <li>un Comité de Direction qui aura la responsabilité de la direction des stratégies de l'organisation;</li> <li>un Conseil comprenant un représentant pour chaque NAP;</li> <li>un Secrétaire Général;</li> <li>un Comité Technique;</li> <li>des autres sous-commissions, par délibération du Comité de Direction.</li> </ol>	

# Statutory Matters

b) *Resolution Proposals for Approval*  
**Appoint Vice President 2**  
Alfredo Oliveira



**Appoint Vice President to President (2025)**  
Joakim Granfors



# Financial Report

<i>01/01/2023 - 31/12/2023</i>	
<b>2023 Opening Statement</b>	<b>71,355.60</b>
<u>Receipts/Income</u>	
Member Subscription - Fees	67,500.00
Bank Interest	1,460.84
<b>Total Income</b>	<b>68,960.84</b>
<u>Dispenses/Costs</u>	
Accounts Audit	438.63
Bank Charges	1,013.31
FEA Support Services	25,259.23
Operating Expenses	873.56
Orgalim	20,498.25
Solicitor Fee	1,089.00
Secretariat Services & Expenses	34,450.32
Trade Partners	605.00
Website	1,397.64
<b>Total Costs</b>	<b>85,624.94</b>
<b>Bank Balance Close 2023</b>	<b>54,691.50</b>

## **b) 2023 Consolidated Spend Report**

- Membership Fees
  - 4 x Large NAP
  - 6 x Med/Small NAP
- FEA - UK
  - Secretariat Services
  - Caterlyst Financial Statistics
- Operating Expenses
  - Host 2023 Meeting (2024 Offset)
- Orgalim
  - Associate Membership
  - Monitoring Services
- Trade Partners
  - Plastic Pipes & Fittings Assoc
  - IFSE BIM – Website (?)
- Audited Accounts Approval

# Financial Report


<b>2024 Opening Statement</b>	<b>54,691.50</b>
<u>Receipts/Income</u>	
Member Subscription - Received	85,212.50
Bank Interest	
<b>Total Income</b>	<b>85,212.50</b>
<u>Dispenses/Costs</u>	
Accounts Audit	1,497.91
Bank Charges	78.90
Operating Expenses	
Orgalim	18,795.00
Solicitor Fee	1,214.65
Secretariat Services & Expenses	10,800.66
Trade Partners	
Website	966.14
<b>Total Costs</b>	<b>33,353.26</b>
<b>Bank Balance YTD (31.05.24)</b>	<b>106,550.74</b>
Member Subscriptions - Due	6,000.00
<b>Total</b>	<b>112,550.74</b>

## a) 2024 Bank Account Report - YTD

- Member Subscription Fees
  - 4 x Large NAP
  - 5 x Med/Small NAP Paid
  - 1 x Med/Small NAP - Bankruptcy  
(Subscriptions Outstanding €6000.00 - 2023)
  
- Accounts Audit
  - Accountant Audit Charges 2021 & 2022
  - UBO Register
  
- Orgalim
  - Associate Membership
  - 2023 Monitoring Services (€12,866)
  - 2024 Monitoring Services (June/December)

# Financial Report

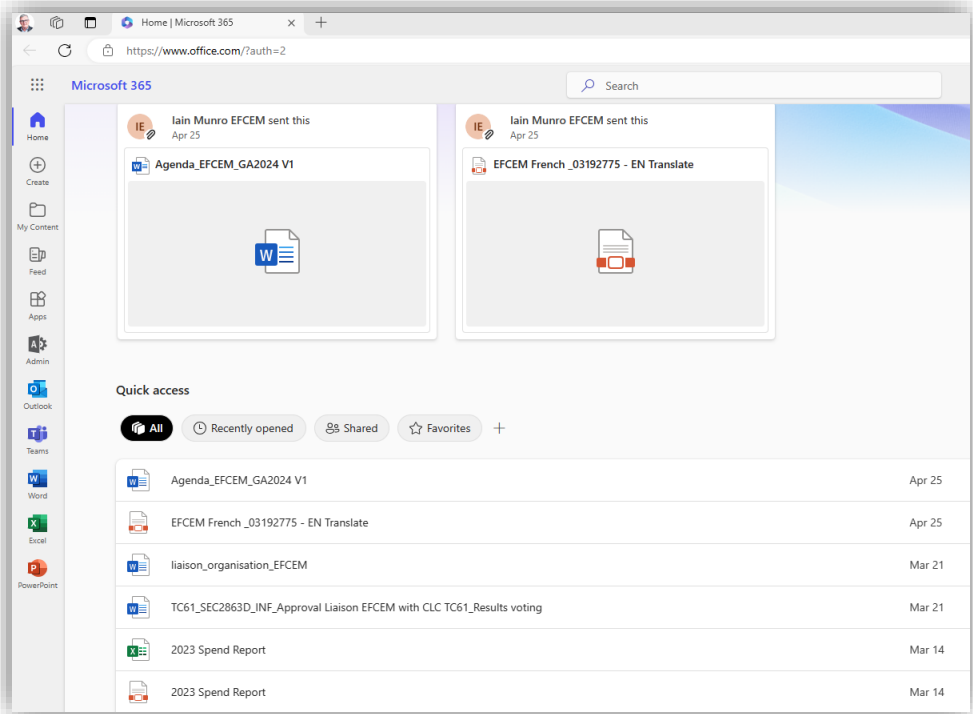
## c) 2024 Budget Review

 European Federation of Catering Equipment Manufacturers	ORIGINAL PLAN	ACTUAL	COMMENTS	PLAN	COMMENTS
BUDGET PLAN	2023	2023	2023	2024	2024
<b>Income</b>					
Fees	67,500.00	85,500.00		86,125.00	BFSN Bankruptcy (€6500)
Other Revenue (Bank Interest)	0.00	1,460.84		1,500.00	
<b>Total</b>	<b>67,500.00</b>	<b>86,960.84</b>		<b>87,625.00</b>	
<b>Costs</b>					
Secretary General Fees, Expenses, Travel & Lodging	40,250.00	46,811.00	FEA Secretariat 1st Qtr Support	45,000.00	
(WG5) Marketing, Travel, Expenses, Public Relations	12,650.00	12,000.00	FEA Subscription Offset	5,000.00	
Online Services (Survey Monkey, Go to Meeting)	1,000.00	0.00		1,000.00	
General Assembly Meeting	1,127.00	397.00	Zoom & Dropbox	0.00	
Management Board Meeting (Facilities & Meals)	0.00	0.00		500.00	
Global Summit/Host Members Meeting	800.00	0.00		500.00	
Trade Partners (BIM - Plastic Pipes & Fittings Assoc)	0.00	912.50	Host 2023	1,000.00	
Website	0.00	605.00		1,000.00	CENELEC
IT Software & Support	1,150.00	1,458.00	Domain Subs	1,000.00	
Orgalim - Associate Membership Monitoring Services	0.00	80.00		150.00	Windows 365
EU Drinking Water Consortium - Fee	28,325.00	20,498.00		28,379.00	Turnover Tier
Caterlyst - Market Statistics	695.00	0.00		750.00	
Bank Charges & Fees	0.00	12,501.00	Task Force	0.00	
Accountancy & Legal Fees	230.00	1,013.00		1,000.00	
Taxes	0.00	1,527.00		2,500.00	
Activity Reserve	1,150.00	0.00		0.00	
	0.00	0.00		3,000.00	Suggestions - Website?
<b>Total</b>	<b>87,377.00</b>	<b>97,802.50</b>		<b>90,779.00</b>	
<b>Budget v Income</b>	<b>-19,877.00</b>	<b>-12,302.50</b>		<b>-4,654.00</b>	

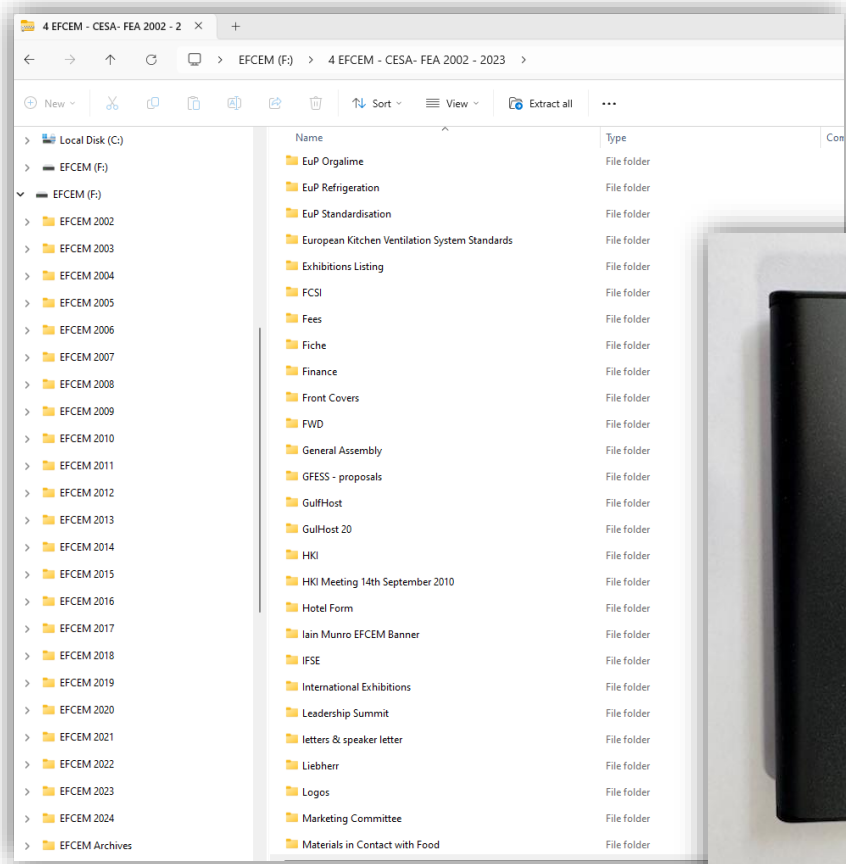
- ## d) Membership 2025
- Subscriptions
  - New Members

# Data Management

Window 365 – OneDrive  
sec.gen@EFCCEM2024.onmicrosoft.com



## Archives & Back Up



General Assembly, Athens June 2024



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General Assembly, Athens June 2024

# 2024 Agenda – Business Topics

- **Orgalim Presentation** – Olivier Janin (Orgalim Deputy Director General)
  
- **Working Group Reports**
  - WG1 & 4 Connectivity & BIM – Andy Threlfall
  - WG2 Environment – Sascha Diesel
  - WG3 Health & Safety, Water – Mattia Merlini
  - WG4 Marketing – Iain Munro
  
- **EFCEM Marketing Strategy**
  
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- **Any Other Business**
  - CON-CENELEC – Alfredo Oliveira
  
- **General Assembly 2025**
- **Meeting Close**

# Guest Speaker



**Olivier Janin**  
*Deputy Director General*

[olivier.janin@orgalim.eu](mailto:olivier.janin@orgalim.eu)

## ORGALIM - EFCM CIRCULATION DIRECTORY

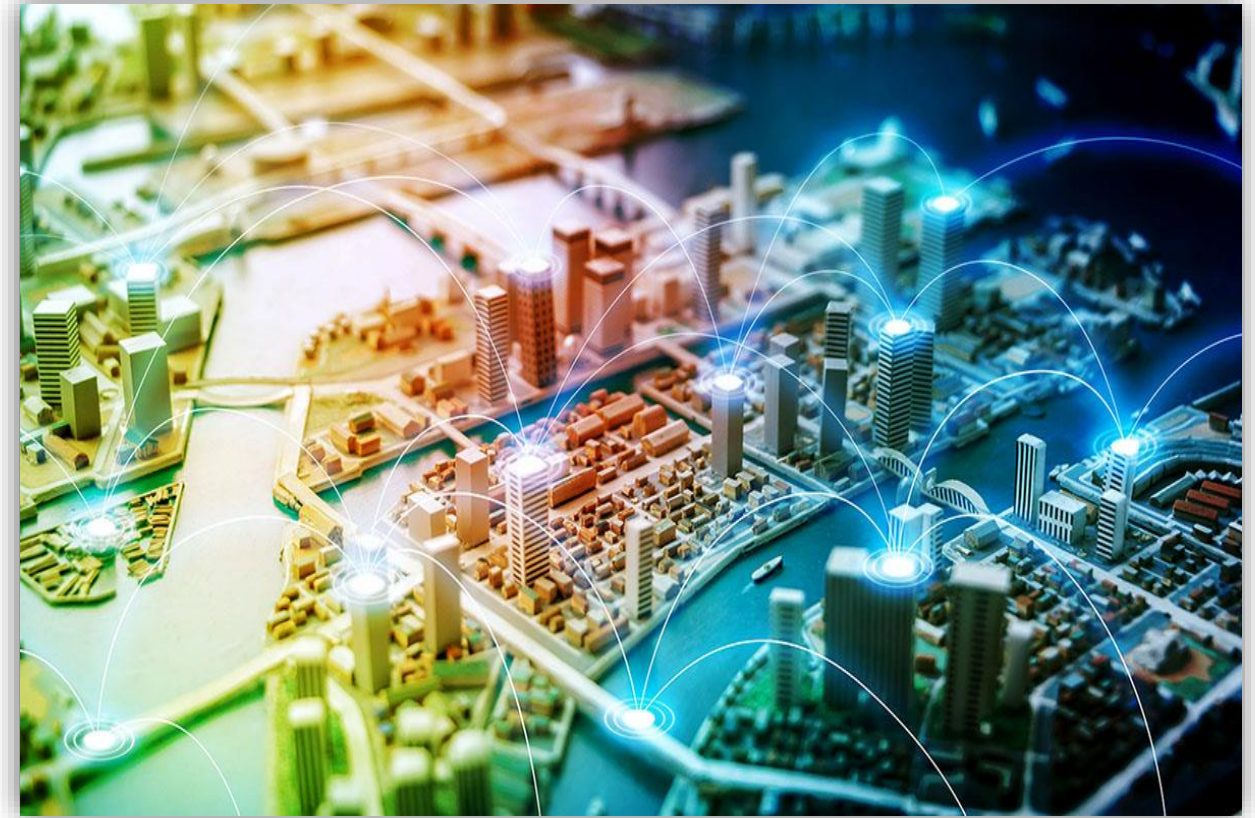
EFCEM CONTACT	EFCEM Position/Role	Email	INVOICE T&Cs	Bulletins	Newsletter	DG Communications	Policy Committee	Work Programme	Early Warning Notices	Working Group & Task Forces
<b>Management Board</b>										
Iain Munro	Secretary General	iainpatrickmunro@outlook.com	✓	✓	✓	✓	✓	✓	✓	✓
Martin Ubl	President	ubl@mkn.de		✓	✓	✓	✓	✓	✓	
Joakin Granfors	Vice President	joakin_granfors@angelopo.it		✓	✓	✓	✓	✓	✓	
Alfredo Oliviera	Vice President 2	aoliveira@purever.com		✓	✓	✓	✓	✓	✓	✓
Phil Williams	Past President	phil.williams@victormfg.co.uk			✓	✓				
Manfred Breunig	Treasurer	m.breunig@rational-online.com	✓		✓	✓				
Frank Kienle	NAP Representative	kienle@hki-onlinr.de		✓	✓	✓	✓	✓	✓	✓
<b>Working Groups</b>										
Andy Threlfall	WG1&4 BIM & Connectivity Convenor	andy.threlfall@fea.org.uk		✓	✓		✓	✓	✓	✓
Sascha Deisel	WG2 - Environment Convenor	deisel@hki-online.de		✓	✓		✓	✓	✓	✓
Mattia Merlini	WG3 Sfaety, Health, Water Convenor	mattia.merlini@appliitalia.it		✓	✓		✓	✓	✓	✓
Adam Lawrence	WG5 Marketing Convenor	adam.lawrence@fea.org.uk		✓	✓		✓	✓	✓	✓
Andre Pierre Doucet	Orgalim WG - Green Transition	apdoucet@syneg.org		✓	✓		✓	✓	✓	✓
Fabian Anzmann	Orgalim WG - Digital	anzmann@hki-online.an		✓	✓		✓	✓	✓	✓
<b>Members</b>										
Henrik Jansson	General Manager - BFS	henrik.jansson@ktf.se			✓	✓				
Joe Harland Strand	General Manager - BFSN	joe.harland.strand@bfsn.no			✓	✓				
Louise Mccloughlin	Company Secretary - IFSA	louise.mccoughlin@ifsa.eu.com			✓	✓				
Garret Buckley	Executive Director - IFSA	garret.buckley@ifsa.eu.com			✓	✓				
Maria Jose Claudio	Director - FELAC	mariajoseclaudio@felac.com			✓	✓				
Marco Imparato	General Director - EFCEMItalia	marco.imparato@appliitalia.it			✓	✓				
John Cunningham	Chief Executive - FEA	john.cunningham@fea.org.uk			✓	✓				
Pierre Marcel	President - SYNETAM	pmarcel@tourmus.com			✓	✓				
Nuno Rogue	Secretary General - APIRAC	secretario-geral@apirac.pt			✓	✓				
Stella Anfantaki	Secretary - SEEME	info@seeme.com.gr			✓	✓				
Panos Moraitis	President - SEEME	p.moraitis@moraitis.gr			✓	✓				



European Federation of  
Catering Equipment Manufacturers

# WG1 BIM and Connectivity

Presenter: Andy Threlfall Convenor WG1



# WG1 meetings

# EFCEM

European Federation of  
Catering Equipment Manufacturers

**Working Group 1  
BIM and Connectivity**  
27<sup>th</sup> November 2023

Andy Threlfall  
Convenor

# EFCEM

European Federation of  
Catering Equipment Manufacturers

**Working Group 1  
BIM and Connectivity**  
11<sup>th</sup> April 2024

Andy Threlfall  
Convenor

# Specifi overview on their new cloud based platform

Nic Banner and Randy Hano presented

An overview of the new cloud based Specifi platform

Demonstration of importing equipment into a drawing and quotation sheet, editing it to the specific company headed quotation.

Option of embedding the Specifi platform onto manufacturers own website



# Scope and focus of the working group

The core topics BIM and Connectivity were combined into a single Working Group, with the intention of making better use of synergy effects. Particularly with regards to the digital twin, the topics of BIM and connectivity are increasingly growing together. In this working group, the European opinion is coordinated in respect of BIM modelling and connectivity where food service equipment is concerned.

***BIM modelling:*** - To work collectively to establish correct parameters and terminology relating to professional food service equipment that are required for successful integration into building Information management systems and kitchen plans. The parameters must be concise, useable, and beneficial without becoming cumbersome with blank fields being introduced. The work will include reviewing existing parameters and terminology. The efforts of this working group will be reflected in the IFSEBIM parameter group where the final decisions are made. The IFSEBIM Parameter Group has representatives from EFCEM, other associations, manufacturers, software houses and consultants from all over the world.

***Connectivity:*** - To work collectively to establish correct protocols relating to professional food service equipment that are required for successful integration into connected platforms, looking at data security, applications including extensions, reviewing legislation to ensure compliance and awareness of legislation where communication of data and use is concerned. The working group shall comment on proposed changes to legislation and highlight any concerns so that these can be fed back into the commission's consultation stages.

# Overview of relevant legislation

I presented a few slides looking at AI and its use

Looked at a few examples of security weaknesses on connected equipment

Reviewed options open to manufacturers when sourcing hardware and software for connected equipment



THE  
OUTLOOK  
FOR AI

# Other Items

Fabian Anzmann provided an update as to the progress in the IFSEBIM working group

Request to the EFCEM working group for feedback as to what they would like to achieve in this working group

Connectivity, OPCUA to be used across Europe



## Adopting **BIM** in the Professional Foodservice **Design** process



## Stefan Hoppe presented OPCUA

- Comprehensive Security concept
- ✓ Transport Layer security
- ✓ Application layer security
- ✓ Central & decentral certificate management
- ✓ Continuous improvement
- Addressing Industrial needs
- Reviewed by Security experts

### Enabling Technology

Transport Layer Security

- **Confidentiality**  
message encryption
- **Integrity**  
message signing
- **Application Authentication**  
Mutual authentication with x509

Application Layer Security

- **User Authentication**  
Anonymous, User Name/Password, Certificate, Single-Sign-On
- **User Authorization**  
Role based access for read, write, browse, execute
- **Auditability**  
Supports threat detection and forensic analysis
- **Availability**  
always remain functional

Central & Decentral Certificate Management

- Standards based centralized key management
- PKI-Infrastructure with Certificate Authorities and Chain of Trust
- Global Certificate Management Services, Pull and Push Model
- Pre-shared key server for PubSub

### Continuous Monitoring

OPC UA Security = Constant Evolution



OPC UA Security Working Group

- 25+ security experts from the leading automation manufacturers and IT companies; meet weekly
- Reactive: cyberattacks; discovered vulnerabilities
- Proactive: technological change, national security agency guidance
- Selected Standards: AES, RSA, ECC, SHA, ..., evolving

### Continuous Improvement

- Constant contact with the leading Security Vulnerability Research Centers
- Living the CVE process: investigate, fix, publish and inform
- Advise for implementers and users
- Support for hacker events such as PWN2OWN

### Educational & Guidance

Guidance for Implementers

- Advice 3<sup>rd</sup> party crypto-library e.g. OpenSSL
- Guidance on Windows-Security updates

Guidance for Users

- Create whitepapers, best praxis and guidelines
- Scope of the Security Model

Concrete answers about

- Security Mode
- Selection of cryptographic algorithms
- User authentication
- Certificate and private key storage
- Using certificates
- Managing and maintaining certificates

OPC Foundation members and partners have published the whitepaper "Practical Security Recommendations". OPC UA is secure. [opcfoundation.org/security](http://opcfoundation.org/security)

### Analyzed by Experts

opcfoundation.org/security" data-bbox="805 645 875 795"/>

January, 2017: First Security Analysis by German Office for Information Security (BSI). OPC UA is secure. [opcfoundation.org/security](http://opcfoundation.org/security)



February, 2022: Second Security Analysis by German Office for Information Security (BSI)

# OPCUA

## Alexander Allmendinger OPCUA security expert covered

- EU Cyber Resilience Act (CRA)
  - ✓ Addressing critical cybersecurity requirements
  - ✓ Software bill of materials (SBOM)
  - ✓ Common Vulnerabilities and Exposures (CVE)
- Certificate Management
- Security in cloud and OT Systems
- Adherence to IEC62443 standards



The banner features a dark blue background with a glowing blue cloud in the center containing the text 'OPCUA SECURITY'. Surrounding the cloud are several glowing blue server racks and shield icons. The text 'OSS' is prominently displayed in large white letters on the left. To the right, 'OPC UA SECURITY SUMMIT 2024' is written in white. The OPC Foundation logo is in the top right corner. Below the cloud, the text '2 DAYS SUMMIT' is followed by the dates and times: 'JUN 05, 2024 13:00 – 20:30' and 'JUN 06, 2024 09:00 – 17:00'. The location 'MICROSOFT MUNICH' is listed below. A bright orange banner at the bottom right reads 'BLOCK THE DATE!'.

**OSS** OPC UA SECURITY SUMMIT 2024

OPC FOUNDATION

2 DAYS SUMMIT

JUN 05, 2024 13:00 – 20:30 JUN 06, 2024 09:00 – 17:00

LOCATION: MICROSOFT MUNICH

**BLOCK THE DATE!**

# UK PSTI Act

Manufacturers will be legally required to protect consumers from hackers and cyber criminals from accessing devices with internet or network connectivity. banning weak, easily guessable default passwords like 'admin' or '12345'

The damaging Mirai attack in 2016 which saw 300,000 smart products compromised due to weak security features and used to attack major internet platforms and services, leaving much of the US East Coast without internet. Similar attacks have occurred on UK banks including Lloyds and RBS leading to disruption to customers.

smart devices could expose you to 12,000 hacking attacks from across the world in a single week



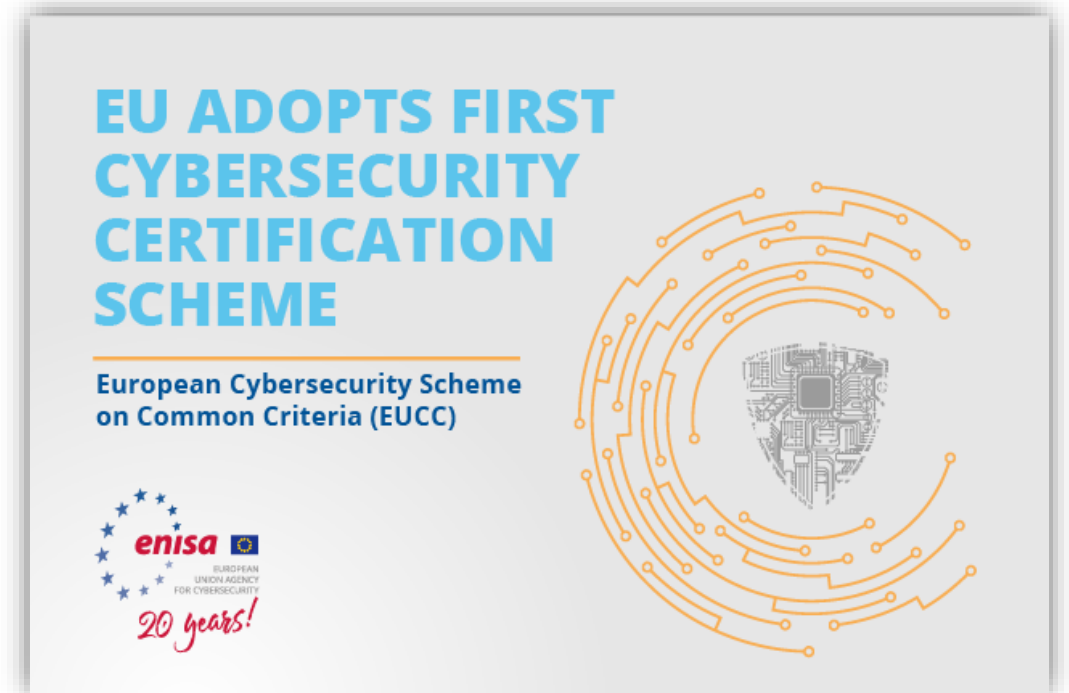
29<sup>th</sup> April 2024 PSTI Act enforced  
When items are “MADE AVAILABLE”

# EU certification scheme

In February 2024 the Commission published the first European cybersecurity certification scheme: the [European Cybersecurity Scheme on Common Criteria \(EUCC\)](#).

The scheme, drafted by ENISA and based on the Cybersecurity Act 2019/881, is voluntary and allows ICT suppliers to certify their products and showcase their assurance level (the EUCC proposes **two levels: substantial and high**).

In time, EUCC will replace national certification schemes previously under the SOG-IS agreement.



# EU Directives and Acts

## **Artificial Intelligence Liability Directive (AILD)**

Had originally stalled, its publication was postponed. The latest news is that further discussions will take place in May 2024

## **Cyber Resilience Act (CRA)**

The work of the European institutions on the Act has now been given the green light by the commission, nothing will happen till after the EU Elections

## **Artificial Intelligence Act (AIA)**

The Artificial Intelligence Act (AIA) has been given the green light by the commission. The text will be sent to the council for formal adoption.

## **Data Act**

The Data Act was published in the European Journal on the 13th December 2023, It shall apply from the 12<sup>th</sup> September 2025.



# What manufacturers can do

Look at the security aspect of hardware they are using

Look at the security aspect of software, Apps including updates etc

Avoid using default passwords

Length and types of passwords, levels of security

Look at securing the data in blocks limiting access permissions for specific data sets

Various stages of verification limit technical access to trained personnel listed as trained technicians.



# IFSE BIM update

New proposed parameters are being discussed to cover Embedded Carbon figures (environment product declarations)

Proposing two parameters to show the value CO2e and also methods used for its calculation

IFSE parameter tool has been created to clean up errors by the operator when amending the instance and type parameter fields within a planned drawing.

Reviewing the differences between material databases in the IFSEBIM and FCSI BIM families.

Looking into the use of the Autodesk Revit, forums etc.

Building Smart update.



# OPCUA update 13<sup>th</sup> May 2024

1. OPC Foundation launches OPC UA Cloud Initiative – Building the Industrial Cloud Interoperability Standard  
... including Alibaba-Cloud, AWS, Huawei, Microsoft and SAP  
<https://opcfoundation.org/news/press-releases/opc-foundation-launches-opc-ua-cloud-initiative/>
2. The vending and coffee machine industry has chosen OPC UA  
<https://opcfoundation.org/news/press-releases/the-vending-and-coffee-machine-industry-has-chosen-opc-ua-for-standardized-secure-information-exchange/>
3. Short reminder about the OPC Security event on June 5/6 including speakers from Industry and security experts from EU, Germany und USA FBI. Status today 100 attendees are registered. <https://opcfoundation-events.com/2024/03/15/opc-foundation-security-summit-2024/>

# Opportunity for EFCEM to work closer with OPCUA

## OPC UA & European vending association (EVA) relationship

- The kick off is under planning right now it will happen in North Italia
- Number of attendees in companion spec groups differs from 10 (PLCopen) up to 200 (VDMA vision companion spec). Having a big number is not always key – the majority of participants are just “in monitoring mode” while a few people are actively contributing.
- OPCF helped EVA to find a really good OPC UA expert – which is paid for by EVA also a free lancer to help and get quickly a companion spec done without doing all failures without and expert
- EVA members make the decision to select OPCUA technology
- OPCF is providing co-marketing and networking so the group can work best as possible.  
*As example we also provide free of charge the OPC Compliance test tool (while the working group is active) that people of the group can immediately increase quality of their solutions*



European Federation of  
Catering Equipment Manufacturers

# Working Group: 2 Environmental

**WG Convenor:** Sascha Deisel – Technical Advisor  
HKI - Germany



# STATE OF PLAY

WG2 area of activity includes EU legislation relating to environmental policy

Last WG2 meeting: 27<sup>th</sup> May 2024

Participants: 21

Activity: discussion of the basic orientation of the working group

Next meeting: after summer break

Dear WG2 participants,

With this e-mail, I want to propose an **agenda for our WG2 meeting on Monday, 10:00 – 11:30.**

I propose the following items for the agenda:

1. welcome and administrative matters
2. discussion of the basic orientation of the working group.
3. discussion of specific topics (with the exception of the F-gas issue)
4. discussion on F-gases

# MAIN ACTIVITIES

## **Monitoring EU legislation in the area of environmental politics**

Affects all legislative packages at European level that have anything to do with environmental matters.

- Laws that are highly relevant for our manufacturers: We deal intensively with the regulation, draw up statements and position papers, liaise with political decision-makers and other interest groups and answer questions from our member companies.
  - Best example: the new F-Gas Regulation
- Laws of general importance for our industry: We monitor the current status of legislation, primarily via Orgalim, and issue statements there as required. We provide our member companies with information where they need it.
  - Among others: Ecodesign / Energy Labelling, PPWR, WEEE, ETS, CBAM, Taxonomy, CSRD.
- Expansion of cooperation with other associations and organisations that have similar interests.

# MAIN ACTIVITIES

## **Orgalim's Green Transition Working Group**

- Bi-weekly online meetings on Thursday 10:00 – 12:00.
- Five participants from EFCEM:
  - Sascha Deisel
  - Fabio Sinatra
  - Alfredo Oliveira
  - Pierluigi Resta
  - Manuel Mellado
- The convenor spreads important information from Orgalim to all WG 2 participants. This includes:
  - Position papers
  - Information material
  - Webinar slides

# MAIN ACTIVITIES

## **Regulation (EU) 2024/573 on fluorinated greenhouse gases**

The working group has established a Task Force to deal with the new F-Gas regulation, which is in force since 11 March 2024.

Our activities:

- We published a position paper before the regulation was passed.
- We took part in an info-session with DG CLIMA, organized by EPEE, in December 2023.
- We sent an exemption request to the EU Commission after the entry into force. We cited the following reasons:
  - Technical
  - Time
  - Safety
  - Competitiveness
- The cooperation from the EU Commission is very sluggish.



# OUTLOOK

The working group lives from your input. If you have any topics we should discuss, do not hesitate to contact me

Sascha Deisel - [deisel@hki-online.de](mailto:deisel@hki-online.de)

The next webs meeting is schedulers for September 2024



European Federation of  
Catering Equipment Manufacturers

# Working Group: 3

## Health, Safety & Water

**WG Convenor:** Mattia Merlini – Key Account Manager  
EFCEMItalia - Italy



# STATE OF PLAY

WG3 area of activity includes potability, safety and hygiene.

Last WG3 meeting: 30<sup>th</sup> May 2024

Participants: 16

Activity: agree a strategy for future actions

Next meeting: after summer break

## Agenda

1. Present
2. Welcome and administrative matters
3. Discussion of the basic orientation of the working group
4. Discussion of specific topics – Matters arising
5. Next meeting

# MAIN ACTIVITIES



## **Machinery Directive (MD)**

The [updated list of harmonised standards under the Machinery Directive \(MD\)](#) was published in the EU Official Journal on 15 May (EC Implementing Decision (EU) 2024/1329).

- Machinery Expert Group proposed update of the **Machinery Directive Guide**, related to digital documentation (instructions for use and declaration of conformity - DoC). Most stakeholders and Member States supported the changes proposed by the EC, in order to **allow the application of digital documentation as soon as possible** considering that the text of the MD does not mandate the format of instructions and of the DoC.
- [Edition 2.3 of the Guide](#) was published on 26<sup>th</sup> April 2024, thereby confirming that **the use of digital documentation is now allowed** and not restricted by the application date of the MR.
- The Commission has issued a [consultation](#) on the 'Have your say' portal on a draft Implementing Regulation regarding the template, which is open for feedback until 31 May. The template ensures common conditions for EU countries to collect data on **accidents and health and safety at work** under EU rules on machinery.

# MAIN ACTIVITIES



## Construction Products Regulation (CPR)

The [European Parliament approved the Construction Products Regulation](#) in plenary on 10 April 2024. Following the adoption of the final text in plenary, the Council is expected to give its green light, after which the regulation will be published in the EU Official Journal.

This Regulation establishes **harmonised rules for the placing and making available on the market of construction products**, by establishing:

- harmonised rules on how to express the environmental, and safety performance of construction products in relation to their essential characteristics, including life cycle assessment;
- environmental, functional and safety product requirements for construction products.

This Regulation also establishes rights and obligations for economic operators dealing with construction products or their components.

# MAIN ACTIVITIES



## **Drinking Water Directive (DWD)**

On 23 April, the Delegated and Implementing Acts under Article 11 of the [Drinking Water Directive](#) were published in the Official Journal of the EU. Article 11 of the revised directive sets out the **framework for minimum hygiene requirements for materials in contact with drinking water**.

This new regulatory framework includes:

- European **positive lists** of starting substances, compositions and constituents that are authorised for use in the manufacturing materials in contact with drinking water.
- Risk assessment methodologies and information requirements for reviewing starting substances, compositions and constituents that could be added to the positive lists.
- Administrative procedures for updating the positive lists.

The DWD aims to protect people and the environment from the harmful effects of contaminated drinking water and to improve access to drinking water. The directive introduces minimum requirements for materials that are in contact with water meant for human consumption throughout the EU.

# MAIN ACTIVITIES



## **Food Contact Materials (FCM)**

### **Restriction of Bisphenol A (BPA) and other bisphenols in FCM**

The EU has initiated a consultation, closed on March 8 2024, on the **use of BPA and other bisphenols in FCM**, including coating applied to metal packaging as well as polycarbonate and polysulfone plastics for storage and processing equipment. On February 9, 2024, the EC announced a [four-week consultation](#) on its draft regulation that will impose a ban on the use of BPA in FCM. The proposed regulation will take effect on the previous EU Bisphenol Regulation 2018/213 and EU Plastics Regulation 10/2011.

### **First amendment of 18<sup>th</sup> amendment to Regulation 10/2011**

The European Commission has published a proposal for a regulation that aims to increase the quality control provided in Regulation (EU) N.10/2011 on plastic materials. The adoption of the new Regulation is scheduled for the second quarter of 2024.

### **Styrene**

The EC has initiated a consultation period on the use of styrene as FCM, proposing a limit of 40 ppb. As a result, it was proposed to evaluate the possibility of collecting data on the minimum migration limit in different applications.

# MAIN ACTIVITIES

## Standardization updates – CLC/TC 61

The main decisions taken by CLC/TC61, the following PRs will be published without link to legislation:

EN 60335-2-36:2024

EN 60335-2-36:2024/A11:2024

EN 60335-2-37:2024

EN 60335-2-37:2024/A11:2024

EN IEC 60335-2-39:2024

EN IEC 60335-2-39:2024/A1:2024

EN IEC 60335-2-39:2024/A11:2024

EN 60335-2-42:2003/A2:2024

EN 60335-2-42:2003/A12:2024

EN 60335-2-47:2003/A12:2024

EN 60335-2-48:2003/A12:2024

EN 60335-2-49:2003/A12:2024

EN IEC 60335-2-102:2024

EN IEC 60335-2-102:2024/A11:2024

EN 50571:2013/A2:2024

EN 50570:2013/A2:2024





European Federation of Catering Equipment Manufacturers

# Working Group Review

- Structure
- Member Representatives
- Reporting
- Focus - Key Issues
- Orgalim Co-ordination
- Sustainability
- Secretary General Role





European Federation of  
Catering Equipment Manufacturers

# Working Group: 5 Marketing

**WG Convenor:** Adam Lawrence - FEA



# EFCEM Marketing Activity 2024

## Social Media

@EFCEM\_EU  
#EFCEMeu



Company page with ten designated admins (+5)

Connections:

January 2023 - 138  
May 2024 - 316

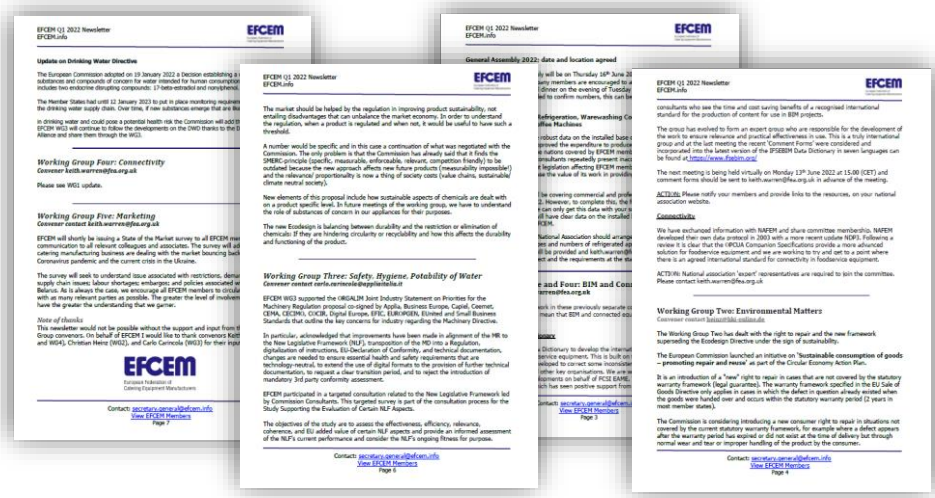


Account managed by Secretary General & FEA

Connections:

January 2023 - 34  
May 2024 - 38

## Newsletters (July 2023)



## Meetings

December 2023 - Strategy Review  
January 2024 - Board Review

# EFCEM Marketing Strategy 2024

## Social Media



## Publications



## Trade Shows



## Networking Events



## Engagement



# EFCEM Marketing Strategy 2024

## EFCEM's Core Principles

### Innovation

Embracing and promoting technological advancements and innovative solutions to drive the evolution of catering equipment, enhancing efficiency, and elevating industry standards.

### Sustainability

Championing environmentally conscious practices within the catering equipment manufacturing process, encouraging responsible sourcing, reducing waste, and fostering sustainable business practices

### Collaboration

Facilitating collaboration among members, industry stakeholders, and regulatory bodies to address common challenges, share knowledge, and collectively contribute to the success of the catering equipment sector.

### Advocacy

Serving as an authoritative voice for the food service equipment industry by engaging with policymakers, regulators, and other relevant entities to shape favourable policies and standards that support the growth and competitiveness of EFCEM members.

### Education

Providing resources, training, and educational programmes to empower members with the latest industry trends, technological advancements, and best practices, ensuring continuous professional development.

### Quality and Safety

Upholding the highest standards of quality and safety in catering equipment manufacturing through the promotion of rigorous testing, adherence to regulations, and the dissemination of best practices.

# EFCEM Marketing Strategy 2024

## *What are the key principles to a marketing strategy for a trade association?*

### **Member-Centric Approach**

Prioritise the needs and expectations of current and potential members. This includes offering valuable benefits such as networking opportunities, professional development, industry insights, and advocacy.

### **Clear Value Proposition**

Clearly communicate the unique benefits of membership and how the association supports the professional and business interests of its members.

### **Industry Leadership and Advocacy**

Position the association as a leading voice in the industry, advocating for favourable policies, setting industry standards, and providing thought leadership.

### **Engagement and Community Building**

Foster a strong sense of community among members through events, forums, and online platforms that encourage interaction, collaboration, and knowledge sharing.

### **Effective Communication**

Use multiple channels to effectively communicate the association's activities, achievements, and the value it provides to its members. Tailor messages to different segments of the membership.

### **Continuous Improvement**

Regularly seek feedback from members to understand their evolving needs and continuously improve the services and benefits offered.

*By focusing on these principles, a trade association can enhance member satisfaction, attract new members, and strengthen its influence within the industry.*

# EFCEM Marketing Strategy 2024

## Aims, Aspirations & Focus

- Social Media
- Newsletters
- Publications
- Recruitment
- Exhibitions
- Website
- Marketing Toolbox
- Member Market Survey
- Other Activity

Activity	Frequency	Purpose/Production/Content	Action	Notes
<b>Social Media</b>				
LinkedIn	Weekly	Raise EFCEM profile weekly, daily updates. Daily monitor and react to relevant activity	Create and share EFCEM insights, communications, support members output. Add commentary to industry events and posts. Build a following	
X - Twitter	Weekly	Raise EFCEM profile weekly, daily updates. Daily monitor and react to relevant activity	Create and share EFCEM insights, communications, support members output. Add commentary to industry events and posts increase followers and identify relevant following connections	
WhatsApp	Weekly	Develop the EFCEM community, casual and informal method of communication to and between members	Build the Group directory, identify suitable types of communication	
Instagram	Low Priority	Reels v TikTok	Snapshots, maybe better than YouTube	
YouTube	Future Consideration	Enhance EFCEM position in Europe	Explore content possibilities - members YouTube content sharing	
TikTok	Future Consideration	Explore possible application in the future	Future involvement as TikTok evolves	
<b>Newsletter</b>				
	April/Sept/ December		Editorial Team (?) Agree who Martin U, Iain M, Adam L, WG Convenors, Others?	
Technical		News and updates, production methods	Secretary General/Working Group	
Trade Events		Event news, reports, partnerships	Secretary General/WG5/Editorial Team	
Global		Partnerships, event, cross border trading agreements	Secretary General/WG5/Editorial Team	
Member		Members new, people changes, profile	Secretary General	
Orgalim		Updates, Bulletin summary, people, events	Secretary General/Working Group	
People Profiles		Members, Industry, Political, EU Commission	Secretary General/Working Group	
Education & Training		Training ideas, events, CFSP, Sustainability	Secretary General/WG5/Editorial Team	
Working Group & Task Force		Updates, people, members, commentary, feedback	Secretary General/WG5/Editorial Team	
Other Trade Bodies		FCSI, EPEE, CEN-CENELEC	Secretary General/Working Group	
Insights		Members - Members, Product, Technical Solutions	Secretary General	
Trends		Circular Economy, Single Plastic, Case Study	Secretary General/Working Group	
Environment		Roadmap 2050, Refrigeration	Secretary General/Working Group	
<b>Publications</b>				
European		Identify communication/commentary outlets	Canvas members for relevant trade publications (Survey)	
Member Country	Ad hoc	Provide content support for members		
<b>Recruitment</b>				
Presentation	Annual Review	Develop a polished fresh presentation	Secretary General/WG5/Editorial Team	
<b>Exhibition</b>				
Partnership		FCSI, NAFEM, FEDA, NAFES	Secretary General/WG5/Editorial Team	
Support Material	As Required	Banners, Flyers, Business Cards, Give Aways, Member Board	Secretary General/WG5/Editorial Team	
<b>Website</b>				
Updates	Monthly	News, Documents, Library, Archives	Secretary General/WG5/Editorial Team	
Maintenance	6 Monthly		Third Party	
Development	2025		Secretary General/WG5/Editorial Team	
<b>Toolbox</b>				
Logos	Review - Update as Requ	Review and check formats/size	Secretary General/WG5	
Banners	As Required	Stock format	Secretary General/WG5	
Flyer	As Required	Templates	Secretary General/WG5	
Presentations	Templates	Standard slides template	Secretary General/WG5	
<b>Market Survey - EFCEM Members</b>				
	Possible Questions		Secretary General/WG5/Editorial Team	
Perceived benefit				
Key Issues				
EFCEM Market Representation				
Current view				
What could be improved				
Partner Recommendations				
Current Social Media engagement				
How should EFCEM promote themselves				
Recommended publications media partners				
<b>Other Activity</b>				
Trade Events (Partnership)				
Global Summit				

# EFCEM Marketing Strategy



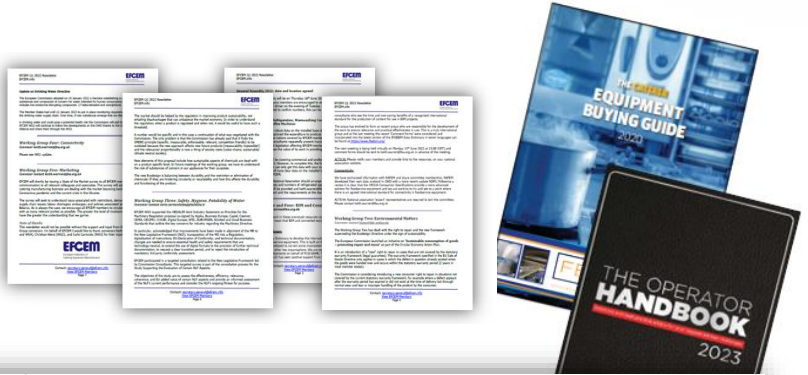
## Social Media Options



Activity	Frequency	Purpose/Production/Content	Action
<b>Social Media</b>			
<b>LinkedIn</b>	Weekly	Raise EFCEM profile weekly, daily updates. Daily monitor and react to relevant activity	Create and share EFCEM insights, communications, support members output. Add commentary to industry events and posts. Build a following
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YouTube	Future Consideration	Enhance EFCEM position in Europe	Explore content possibilities - members YouTube content sharing
TikTok	Future Consideration	Explore possible application in the future	Future involvement as TikTok evolves

# EFCEM Marketing Strategy

## Publications



Activity	Frequency	Purpose/Production/Content	Action
<b>Newsletter</b>	April/Sept/ December		Editorial Team (?) Agree who Martin U, Iain M, Adam L, WG Convenors, Others?
Technical		News and updates, production methods	Secretary General/Working Group
Trade Events		Event news, reports, partnerships	Secretary General/WG5/Editorial Team
Global		Partnerships, event, cross border trading agreements	Secretary General/WG5/Editorial Team
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Orgalim		Updates, Bulletin summary, people, events	Secretary General/Working Group
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<b>Publications</b>			
European		Identify communication/commentary outlets	Canvas members for relevant trade publications (Survey)
Member Country	Ad hoc	Provide content support for members	

# EFCEM Marketing Strategy



## Marketing Materials & Application

<b>Recruitment</b>			
Presentation	Annual Review	Develop a polished fresh presentation	Secretary General/WG5/Editorial Team
<b>Exhibition</b>			
Partnership		FCSI, NAFEM, FEDA, NAFES	Secretary General/WG5/Editorial Team
Support Material	As Required	Banners, Flyers, Business Cards, Give Aways, Member Board	Secretary General/WG5/Editorial Team
<b>Toolbox</b>			
Logos	Review - Update as Required	Review and check formats/size	Secretary General/WG5
Banners	As Required	Stock format	Secretary General/WG5
Flyer	As Required	Templates	Secretary General/WG5
Presentations	Templates	Standard slides template	Secretary General/WG5

## Website



<b>Website</b>			
Updates	Monthly	News, Documents, Library, Archives	Secretary General/WG5/Editorial Team
Maintenance	6 Monthly		Third Party
Development	2025		Secretary General/WG5/Editorial Team

# EFCEM Marketing Strategy – 1<sup>st</sup> Step

## **Conclusions & Actions**

### Member Survey

- Benefits
- Key Issues
- Representation
- Suggestions
- Social Media
- Promotional Activity
- Recruitment
- Market Presence Media
- Trade Events
- Global Engagement

# Task Forces – Why?

- Task forces are **targeted groups** formed to **address specific topics** or challenges that may be out of scope or too niche for traditional working groups
- These groups typically have a **temporary focus** and a defined timeframe
- Task forces work **collaboratively** to achieve **specific objectives**, solve problems, or fulfill purposes within their designated area

# New Task Forces – NAP Representatives

**National Association of Producers Representative (NAP)** - The proposal to established from the **NAP Secretariats** a Task Force to come together 2 or 3 time each year to discuss the core EFCEM strategy, direction and agenda. Marco Imparato has agreed to act as Convenor of this group.

- 4 -6 Representatives (2 - Italy & Germany)
- Request for reps from a cross-section of the NAP's
- UK/Ireland
- Spain/Portugal
- Sweden/Norway
- France
- Greece

# New Task Forces – NAP Representatives

## NAP Representative - Task Force

Proposal for carrying out the activities of a working group dedicated to national themes


### Overview

Following the Paris - GA, a call for participants in a TF from the National Association of Producers (NAP's) was made. To encourage wider participation an overview of the purpose , aims and goals are here below outlined and presented for discussion and approval.

### Summary

<b>Key Information</b>	Although 65% of legislation originates in Brussels - the heart of EFCEM's work - a significant part of legislative activity of interest to the catering equipment sector still takes place in individual Member States.
<b>Purpose</b>	The purpose of the TF is to allow national associations to be informed and to exchange information on the activities - mainly but not exclusively legislative - being carried out in individual countries.
<b>Goals</b>	The meetings would allow the national associations: <ul style="list-style-type: none"> <li>• To be aware of local initiatives such as incentive schemes, installation rules, etc</li> <li>• To be able to inform NA's members about the regulations of individual countries</li> <li>• To exchange information on national associations best practices</li> </ul>
<b>TF Members</b>	<ul style="list-style-type: none"> <li>• General Directors (or their delegates) of all national associations</li> <li>• Efcem Secretary general</li> <li>• WG Convenor (optional)</li> </ul>
<b>TF Meetings</b>	2 physical meetings per year  One meeting could be held in conjunction with the General Assembly, the other in rotation at the premises of the individual national associations

### For Approval

	Approval requested from EFCEM members on the proposed number of meetings and automatic inclusion in the TF of the NA's General Directors
---	--

# New Task Forces – Market Statistics

**EFCEM Market Statistics** - Keith Warren presented an overview of the market data purchase from Caterlyst which gives an insight into the Refrigeration market potential. This report has been a significant investment by EFCEM, it was agreed by the GA to set up a Task Force to review the data with the aim to determine how best the data can be used, any possible revenue opportunities and future investment of additional market reports (Warewash, Cooking Appliances). The GA agreed a call for interested to the **NAP Secretariats** to participate in this task force group. If you could please notify me of the interested parties from your NAP by the 30<sup>th</sup> September.

- 4-6 Representatives (2 – Germany & Portugal)
- Request for reps to participate from a cross section of the NAP's
- TF Step 1 - Caterlyst Presentation
- New - Dealer Data

# New Task Forces – Market Statistics

## Caterlyst – Data Example

Yellow cells are for input - base position is UK equipment count per site				Average machines per site																				
SECTOR	SUB-SECTOR	COUNTRY	Site Count	Cooling Display					Cooling Equipment							Freezers			Storage			Average Refrigeration equipment total sector		
				Display Cabinets (Refrigerated Upright)	Display Counter (Refrigerated/Frozen Horizontal)	Multi Deck Display	Refrigerated Display Cabinets (Counter Top)	Blast Chillers and Freezer	Chilled Dispenser (Water, Milk, Squash)	Cook Chill and Cook Freeze	Ice Cream & Shake Equipment (Dispense)	Ice Maker Machines For Cube Ice & Flake Ice	Retarder Proofer	Slush Machines	Batch Freezers (Ice cream)	Chest Freezers	Bottle Cooling Systems and Shelves	Cold Rooms	Freezers - Upright	Frozen Food Cabinets	Refrigerated Work Table Counters		Refrigerators - Upright	
4	ACCOMMODATION	Hotels	UK	12,906	0.3	0.0	0.5	0.4	1.0	0.5	0.0	0.1	1.8	0.1	0.0	0.0	1.7	2.6	0.6	2.7	0.1	1.8	2.7	216,501
5	ACCOMMODATION	Holiday Camps / Campsites (Group sites only)	UK	332	9.0	1.8	29.7	5.4	3.6	5.4	0.0	3.6	18.9	0.9	5.4	0.0	22.5	53.9	10.8	18.9	5.4	10.8	34.2	79,673
6	ACCOMMODATION	Hostels	UK	599	1.0	1.0	4.0	0.5	0.0	0.0	0.0	0.0	2.0	0.0	0.0	0.0	4.0	5.0	1.0	3.0	0.0	2.0	3.0	15,874
7	VENUES	Venues - Exhibition, Conference & Trade Centri	UK	1,322	0.8	0.3	3.4	0.8	0.7	0.2	0.0	0.3	6.3	0.3	0.0	0.0	0.8	13.0	1.9	2.4	0.8	4.5	5.5	55,588
8	PUBS	Pubs/Bars	UK	45,091	1.0	0.0	0.0	0.9	1.0	0.1	0.0	1.0	2.1	0.0	0.0	2.0	11.8	2.0	2.1	1.0	3.9	4.0	1,485,812	
9	PUBS	Nightclubs	UK	1,765	1.0	0.0	0.0	0.0	1.0	0.0	0.0	1.0	4.6	0.0	1.0	0.0	2.0	12.0	2.0	1.5	1.5	4.0	4.0	62,914
10	RESTAURANTS	Full Service Restaurants	UK	45,060	0.4	0.4	0.1	1.1	0.8	0.5	0.0	0.4	1.6	0.1	0.1	0.1	1.3	5.0	1.4	2.5	0.1	2.9	3.3	1,002,386
11	QSR	Quick Service Restaurants	UK	129,990	1.0	0.7	1.8	0.7	0.0	0.6	0.0	0.2	0.9	0.1	0.1	0.1	0.6	1.4	0.4	1.6	0.2	1.3	2.0	1,792,380
12	LEISURE	Entertainment	UK	2,197	2.0	0.6	2.8	1.9	0.0	0.6	0.0	0.7	2.9	0.0	2.2	0.4	0.6	9.8	0.6	2.8	0.0	1.6	3.6	73,211
13	LEISURE	Visitor Attractions	UK	2,070	1.4	1.3	1.8	1.4	0.9	1.1	0.0	0.3	1.7	0.0	0.4	0.1	1.1	3.3	1.1	2.4	0.0	2.2	2.8	48,423
14	LEISURE	Sport Clubs, Grounds & Stadia	UK	4,900	0.9	0.6	2.2	1.4	1.1	1.0	0.0	0.0	2.3	0.0	0.3	0.0	1.7	7.5	0.7	3.6	0.0	2.6	3.5	143,714
15	LEISURE	Amusement, Bowling & Play Centres	UK	4,018	4.0	0.0	3.0	1.0	0.0	1.0	0.0	1.0	1.0	0.0	1.0	1.0	4.0	1.0	3.0	0.0	2.0	2.0	104,468	
16	HEALTHCARE	Hospitals (& day centres)	UK	2,029	0.4	0.0	0.6	0.0	1.2	1.0	0.1	0.0	0.4	0.0	0.0	0.3	0.0	0.0	0.6	2.7	0.0	1.0	10.2	37,512
17	HEALTHCARE	Care Homes	UK	22,344	0.0	0.0	0.0	0.0	1.4	0.8	0.0	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.8	2.8	0.0	1.0	4.2	254,327
18	PUBLIC SERVICE	Prison	UK	256	0.0	0.0	1.0	0.0	2.0	0.0	0.0	2.0	0.0	0.0	0.0	2.0	4.0	3.0	4.0	0.0	2.0	6.0	6,656	
19	PUBLIC SERVICE	MoD	UK	1,026	2.0	0.0	4.0	0.0	2.0	2.0	0.0	0.0	2.0	0.0	1.0	0.0	6.0	2.0	2.0	1.0	2.0	5.0	31,806	
20	WORKPLACE	Workplace	UK	15,697	0.6	0.8	1.6	0.3	1.2	1.0	0.0	0.0	0.7	0.0	0.0	0.4	0.7	0.9	2.0	0.0	1.5	2.1	215,437	
21	EDUCATION	Schools	UK	24,923	1.1	0.0	1.4	1.0	1.1	1.5	0.0	0.0	0.0	0.0	0.0	1.7	0.0	0.6	3.1	0.0	0.8	3.1	386,481	
22	EDUCATION	Higher Education / Vocational	UK	4,290	1.6	0.6	1.8	0.9	1.0	1.5	0.0	0.0	0.4	0.1	0.0	0.3	0.2	1.3	0.6	2.2	0.0	1.5	2.5	70,787
29	ACCOMMODATION	Hotels	FRANCE	18,651	0.3	0.0	0.5	0.4	1.0	0.5	0.0	0.1	1.8	0.1	0.0	0.0	1.7	2.6	0.6	2.7	0.1	1.8	2.7	312,875
30	ACCOMMODATION	Holiday Camps / Campsites (Group sites only)	FRANCE	2,088	9.0	1.8	29.7	5.4	3.6	5.4	0.0	3.6	18.9	0.9	5.4	0.0	22.5	53.9	10.8	18.9	5.4	10.8	34.2	500,998
31	ACCOMMODATION	Hostels	FRANCE	672	1.0	1.0	4.0	0.5	0.0	0.0	0.0	0.0	2.0	0.0	0.0	0.0	4.0	5.0	1.0	3.0	0.0	2.0	3.0	17,808
32	VENUES	Venues - Exhibition, Conference & Trade Centri	FRANCE	422	0.8	0.3	3.4	0.8	0.7	0.2	0.0	0.3	6.3	0.3	0.0	0.0	0.8	13.0	1.9	2.4	0.8	4.5	5.5	17,744
33	PUBS	Pubs/Bars	FRANCE	30,212	1.0	0.0	0.0	0.9	1.0	0.1	0.0	1.0	2.1	0.0	1.0	0.0	2.0	11.8	2.0	2.1	1.0	3.9	4.0	995,528
34	PUBS	Nightclubs	FRANCE	2,114	1.0	0.0	0.0	0.0	1.0	0.0	0.0	1.0	4.6	0.0	1.0	0.0	2.0	12.0	2.0	1.5	1.5	4.0	4.0	75,354
35	RESTAURANTS	Full Service Restaurants	FRANCE	88,087	0.4	0.4	0.1	1.1	0.8	0.5	0.0	0.4	1.6	0.1	0.1	0.1	1.3	5.0	1.4	2.5	0.1	2.9	3.3	1,959,547
36	QSR	Quick Service Restaurants	FRANCE	83,583	1.0	0.7	1.8	0.7	0.0	0.6	0.0	0.2	0.9	0.1	0.1	0.1	0.6	1.4	0.4	1.6	0.2	1.3	2.0	1,152,492
37	LEISURE	Entertainment	FRANCE	4,497	2.0	0.6	2.8	1.9	0.0	0.6	0.0	0.7	2.9	0.0	2.2	0.4	0.6	9.8	0.6	2.8	0.0	1.6	3.6	149,854
38	LEISURE	Visitor Attractions	FRANCE	10,960	1.4	1.3	1.8	1.4	0.9	1.1	0.0	0.3	1.7	0.0	0.4	0.1	1.1	3.3	1.1	2.4	0.0	2.2	2.8	256,385
39	LEISURE	Sport Clubs, Grounds & Stadia	FRANCE	15,477	0.9	0.6	2.2	1.4	1.1	1.0	0.0	0.0	2.3	0.0	0.3	0.0	1.7	7.5	0.7	3.6	0.0	2.6	3.5	453,932
40	LEISURE	Amusement, Bowling & Play Centres	FRANCE	1,342	4.0	0.0	3.0	1.0	0.0	1.0	0.0	1.0	1.0	0.0	1.0	1.0	4.0	1.0	3.0	0.0	2.0	2.0	34,892	
41	HEALTHCARE	Hospitals (& day centres)	FRANCE	4,129	0.4	0.0	0.6	0.0	1.2	1.0	0.1	0.0	0.4	0.0	0.0	0.3	0.0	0.0	0.6	2.7	0.0	1.0	10.2	76,337
42	HEALTHCARE	Care Homes	FRANCE	25,157	0.0	0.0	0.0	0.0	1.4	0.8	0.0	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.8	2.8	0.0	1.0	4.2	286,346
43	PUBLIC SERVICE	Prison	FRANCE	189	0.0	0.0	1.0	0.0	2.0	0.0	0.0	2.0	0.0	0.0	0.0	2.0	4.0	3.0	4.0	0.0	2.0	6.0	4,914	
44	PUBLIC SERVICE	MoD	FRANCE	512	2.0	0.0	4.0	0.0	2.0	2.0	0.0	0.0	2.0	0.0	1.0	0.0	6.0	2.0	2.0	1.0	2.0	5.0	15,872	
45	WORKPLACE	Workplace	FRANCE	12,774	0.6	0.8	1.6	0.3	1.2	1.0	0.0	0.0	0.7	0.0	0.0	0.4	0.7	0.9	2.0	0.0	1.5	2.1	175,320	
46	EDUCATION	Schools	FRANCE	35,505	1.1	0.0	1.4	1.0	1.1	1.5	0.0	0.0	0.0	0.0	0.0	1.7	0.0	0.6	3.1	0.0	0.8	3.1	550,575	


- Outlet Type (Market Sector)
- Equipment Product Type
- Average Units Utilised

# New Task Forces – Market Statistics

app.powerbi.com/groups/me/reports/4217dc6d-2c83-4c63-82bd-40f147438bdb/ReportSection?ctid=d4325ced-58f1-466e-9d6d-51524bf80e7d&experience=power-bi

Sector Summary - EU - FEA - Refrigeration

Pages: Overall Market Summary, France, Germany, Ireland, Italy, Norway, Portugal, Spain, Sweden, UK




**EFCEM**  
European Federation of Catering Equipment Manufacturers

Total Equipment

## 33,054,835

Total Sites

## 1,961,536

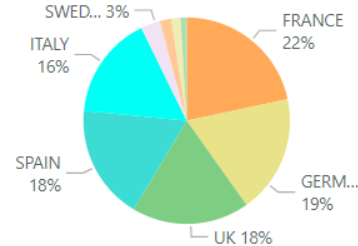


CATEGORY	FRANCE	GERMANY	IRELAND	ITALY	NORWAY	PORTUGAL	SPAIN	SWEDEN	UK	Total
<b>Refrigeration</b>	<b>7,152,259</b>	<b>6,126,050</b>	<b>592,538</b>	<b>5,366,458</b>	<b>315,311</b>	<b>474,691</b>	<b>5,935,455</b>	<b>1,008,123</b>	<b>6,083,949</b>	<b>33,054,835</b>
<b>Cooling Display</b>	<b>1,114,471</b>	<b>946,860</b>	<b>81,001</b>	<b>651,888</b>	<b>52,457</b>	<b>68,320</b>	<b>725,977</b>	<b>156,573</b>	<b>1,028,309</b>	<b>4,825,855</b>
Display Cabinets (Refrigerated) Upright	277,020	237,342	23,543	176,741	12,751	18,322	189,564	37,590	276,135	1,249,007
Display Counter (Refrigerated/Frozen) Horizontal	143,634	127,902	8,953	81,695	5,497	6,024	99,591	17,940	139,556	630,793
Multi Deck Display	399,341	327,860	24,525	180,430	21,994	22,911	200,801	58,985	375,253	1,612,099
Refrigerated Display Cabinets (Counter Top)	294,476	253,756	23,979	213,022	12,215	21,062	236,021	42,059	237,365	1,333,956
<b>Cooling Equipment</b>	<b>1,153,153</b>	<b>980,985</b>	<b>87,266</b>	<b>837,073</b>	<b>51,770</b>	<b>76,257</b>	<b>904,482</b>	<b>163,321</b>	<b>941,813</b>	<b>5,996,135</b>
<b>Freezers</b>	<b>450,094</b>	<b>385,698</b>	<b>39,638</b>	<b>353,732</b>	<b>22,707</b>	<b>36,000</b>	<b>5,798</b>	<b>6,800</b>	<b>360,111</b>	<b>2,104,593</b>
<b>Storage</b>	<b>4,434,542</b>	<b>3,812,506</b>	<b>384,634</b>	<b>3,523,766</b>	<b>188,378</b>	<b>295,444</b>	<b>3,918,988</b>	<b>618,773</b>	<b>3,753,635</b>	<b>20,928,252</b>
<b>Total</b>	<b>7,152,259</b>	<b>6,126,050</b>	<b>592,538</b>	<b>5,366,458</b>	<b>315,311</b>	<b>474,691</b>	<b>5,935,455</b>	<b>1,008,123</b>	<b>6,083,949</b>	<b>33,054,835</b>

COUNTRY SECTOR	FRANCE Equipment	FRANCE Sites	GERMANY Equipment	GERMANY Sites	IRELAND Equipment	IRELAND Sites	ITALY Equipment	ITALY Sites	NORWAY Equipment	NORWAY Sites	PORTUGAL Equipment	PORTUGAL Sites
<b>ACCOMMODATION</b>	<b>831,681</b>	<b>21,411</b>	<b>561,159</b>	<b>15,911</b>	<b>28,175</b>	<b>1,312</b>	<b>571,609</b>	<b>30,797</b>	<b>85,402</b>	<b>1,300</b>	<b>66,079</b>	<b>2,171</b>
Holiday Camps / Campsites (Group sites only)	500,998	2,088	105,475	440	1,000	20	56,059	234	67,914	283	30,477	127
Hostels	17,808	72	31,566	187	4,638	175	7,765	293	1,166	44	3,578	135
Hotels	312,875	18,651	124,239	25,289	18,738	1,117	507,786	30,270	16,322	973	32,024	1,909
<b>EDUCATION</b>	<b>566,066</b>	<b>42,511</b>	<b>448,907</b>	<b>28,838</b>	<b>74,475</b>	<b>4,796</b>	<b>397,156</b>	<b>25,500</b>	<b>45,819</b>	<b>2,944</b>	<b>114,768</b>	<b>7,395</b>
Higher Education / Vocational	115,488	6,399	28,513	1,728	1,716	104	28,711	1,740	2,772	168	1,568	95
Schools	550,575	35,505	420,394	27,110	72,759	4,692	368,446	23,760	43,047	2,776	113,201	7,300
<b>HEALTHCARE</b>	<b>362,683</b>	<b>29,286</b>	<b>189,273</b>	<b>14,204</b>	<b>13,455</b>	<b>1,021</b>	<b>70,577</b>	<b>5,266</b>	<b>6,592</b>	<b>503</b>	<b>7,052</b>	<b>471</b>
Care Homes	286,346	25,157	117,466	10,320	8,685	763	42,900	3,769	4,337	381	2,652	233
<b>Total</b>	<b>7,152,259</b>	<b>417,533</b>	<b>6,126,050</b>	<b>396,462</b>	<b>592,538</b>	<b>29,914</b>	<b>5,366,458</b>	<b>295,119</b>	<b>315,311</b>	<b>18,134</b>	<b>474,691</b>	<b>27,615</b>

**Equipment by COUNTRY**



**Filters**

Search

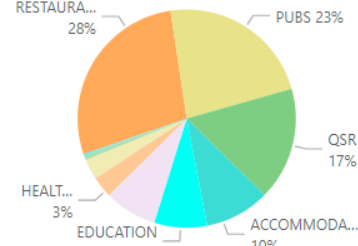
Filters on this visual

- CATEGORY is (All)
- COUNTRY is (All)
- Equipment is (All)
- PRODUCT TYPE is (All)
- SUB-CATEGORY is (All)

Filters on this page

- COUNTRY is (All)
- SUB-CATEGORY is (All)
- PRODUCT TYPE is (All)
- SECTOR is (All)
- SUB-SECTOR is (All)

**Equipment by SECTOR**



# Economic Climate & Market Performance

## ***What is the Economic outlook for the Eurozone in 2024 and 2025?*** (CoPilot - AI)

### **2024:**

- The Eurozone economy is expected to grow by **0.6% to 0.8%** in 2024
- Inflation is projected to decrease from **5.4%** in 2023 to **2.3%** in 2024 .
- The rapid pace of disinflation observed in 2023 is likely to slow down in 2024
- The European Central Bank (ECB) is expected to cut rates sharply as inflation approaches the 2% target

### **2025:**

- The Eurozone economy is projected to strengthen to **1.5%** in 2025.
- Inflation is expected to further decline to **2.0%** in 2025.
- The recovery is expected to be supported by the gradual fading of the impact from the European Central Bank (ECB) monetary policy tightening

# Economic Climate & Market Performance


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[OUR INDUSTRIES](#)
[POLICY](#)
[SERVICES TO CLIENTS](#)
[NEWS & EVENTS](#)
[RESOURCE CENTRE](#)


The outlook for 2024 from [Orgalim's Spring Economics and Statistics report](#) is negative for our industries. Our projection indicates that, following a decline in real turnover of 0.5% in 2023, real turnover in Europe's technology industries will decrease by 2.9% this year.

Our economists are also expecting investment to be down 1.2%. This is due in part to weak performance in manufacturing overall, which is impacting demand in the technology sector. Additionally, growth is low across the Eurozone; the IMF forecasts 0.8% growth compared to 2.7% in the USA.

As we move towards the second half of 2024, there is some optimism that demand may rebound towards the end of the year linked to interest rate adjustments, but it is far from certain that this will materialise.

Due to a decrease in turnover, short-term pressures on the labour market have eased. However, once the sector sees an upturn, these pressures are likely to return and now is the time to focus on training and attracting a skilled workforce.

“ We desperately need to improve the framework conditions which determine the ability of our industries to compete globally. This includes decreasing trade barriers and the burdens of disproportionate and badly designed regulation. ”

— Malte Lohan

General Assembly, Athens June 2024

# Economic Climate & Market Performance

9th June 2006 - Stockholm

- 2005 -

"WINDSOR"

COUNTRY	MEMBERS			TURNOVER			INFLATION %	WAGE INCREASE %	TRENDS	
	Million EURO								Last 6 months	Next 6 months
	Manufacturers	Distributors	TOTAL	Home	Export	TOTAL				
FRANCE	40	5	45	500	150	650	2,2	3	→	→
GERMANY	29	0	29	343	382	725	1,9	1,2	→	↗
IRELAND									↗	↗
ITALY	21	0	21	378	619	997	2,3	3	↘	↗
SWEDEN	34	18	52	n.a.	n.a.	>90	0,5	2,9	→	→
UNITED KINGDOM	55	69	124	1 070	120	1 190	3	5	↗	↗

EFCEM - GENERAL ASSEMBLY MEETING

10th May 2017 - Milan

COUNTRY	MEMBERS			TURNOVER 2016				Number of employees (thousands)	Inflation %	Wage Increase %	TRENDS	
	[Million EURO]						Last 6 months				Next 6 months	
	Manufacturers	Distributors	TOTAL	Home		Export EU						Export Non-EU
				private	public							
DENMARK											→	→
FRANCE											→	→
GERMANY											→	→
IRELAND											→	→
ITALY											→	→
SWEDEN											→	→
PORTUGAL											→	→
TURKEY											→	→
UNITED KINGDOM											→	→

General Assembly, Athens June 2024



# Any Other Business

Item 1 - CON-CENELEC – Alfredo Oliveira



European Federation of  
Catering Equipment Manufacturers

## Liaison With CENELEC TC 61

Presenter: ALFREDO OLIVEIRA



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General Assembly, Athens June 2024



# EFCEM as Liaison Organization of CLC/TC 61

Liaison organizations play a crucial role in shaping industry standards and promoting collaboration across sectors



# EFCEM as Liaison Organization of CLC/TC 61

The contribution of EFCEM is to support the relevant CENELEC activities at corporate and technical level. Ensuring appropriate representation of all matters of interest for EFCEM, as well as high quality and consensus-based technical deliverables.



# EFCEM as Liaison Organization of CLC/TC 61

EFCEM's activities will foresees and contribute to the work of CLC/TC 61



# EFCEM as Liaison Organization of CLC/TC 61

This coalition's primary goal is to cooperate with EFCEM working groups and support our customers, while also addressing regulatory proactivity.



# EFCEM as Liaison Organization of CLC/TC 61



# Any Other Business

## Item 2 – Code of Conduct

Question: Should a EFCEM Code of Conduct be adopted

# Code of Conduct

It is important that Orgalim's activities are at all times carried out in accordance with the applicable law, especially competition law. Business must be conducted in an atmosphere of free competition, i.e. on the basis of price and quality. Competition law is meant to stimulate free competition, something which has Orgalim's full support. Orgalim feels it is important to confirm this by adopting a Code of Conduct. This Code of Conduct shall be binding on all members as well as on other participants when taking part in activities of Orgalim. The Code of Conduct aims at providing clear rules to Orgalim's members, thus reducing the risk of improper conduct and consequently of fines being imposed.

The following rules shall at all times be respected within Orgalim:

### Core Procedures

1. Meetings of a body, committee, working group or other form of cooperation within Orgalim shall only take place after the members have been invited to the meeting in writing. The notice inviting to the meeting shall also include the agenda of the meeting.
2. Minutes shall be kept of each meeting as referred to in 1., above; these shall be sent to all members of the relevant body, committee, working group or other form of cooperation. The minutes shall be kept in an organised form for a period of at least 7-10 years.
3. Consultations and discussions in a body, committee, working group or other form of cooperation on the topics on the agenda and other topics, where these are related to the market (i.e. topics that may be of interest for the position and for determining the position of the individual members in competition), shall be limited to the official meeting, of which minutes will be kept.
4. During the consultations as referred to in 3., above, it shall not be decided to discuss certain topics during the meeting subject to the condition that this will not be recorded in the minutes. If such condition is stipulated the chairman of the meeting shall refuse to proceed to discuss the topic in question.
5. Each meeting of a body, committee, working group or other form of cooperation during which market-related topics are discussed, shall be attended by at least one staff member of the association. This staff member shall monitor topics that are sensitive from a competition law point of view. If there are doubts about such sensitivities, the topic shall not be discussed until the advice of an expert in the field of competition law is obtained, and this advice is to the effect that the topic may be discussed without any objection, or until the limits to be observed during the discussion are clear.

<b>A. Prohibited Topics</b> ❌	<b>B. Topics That Might Present A Problem</b> !	<b>C. Topics That Do Not Present A Problem</b> ✓
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The following topics are prohibited and out of bounds during meetings of bodies, committees, working groups or other forms of cooperation within Orgalim, particularly if information on these topics is exchanged between companies which might be considered as competitors:

- Sale prices, rates, (intended) price adjustments, recommended prices, discounts, mark-ups and other price-related topics concerning products or services of companies;
- Dismembering of the market, e.g. by allocating a specific geographical area, specific customers or specific groups of customers to specific companies;
- Restriction of production or sales;
- Pre-consultations between competitors when responding to invitations to tender (in tender procedures with both public and private purchasers), or when responding to other customer requests;
- Agreeing that all competitors add a surcharge to their bid (which would then be used for "compensating" the bidding costs of those companies that would not win the tender);
- Exchanging market information by the individual members and companies, i.e. information about production, turnover, sales, costs, investments, diversions, R&D expenses and other information, as far as this is related to specific (categories of) products or services, that may be regarded as commercially sensitive information;
- Publishing of the average price or of the price bandedith within the sector;
- Exclusivity for specific members or companies to represent producers and importers;
- Boycotting specific suppliers or customers;
- Agreement holding back improvements in the quality of the product;
- Agreeing on wage levels or that members or companies shall refrain from approaching each other's employees and/or offering a job (please note that all companies are competitors on the labour market);
- Any other topic that could lead to coordination of market behaviour restricting competition.

The following topics might present a problem from a competition law perspective, especially in a highly concentrated market (i.e. a market with only few players). This means that these topics shall only be discussed within Orgalim in proper consultation with an expert in the field of competition law:

- General terms and conditions of sale and delivery. If these pertain to sensitive competitive parameters (e.g. prices, rates, manner of invoicing, on-charging specific costs) or if the use of the conditions is mandatory, the competition authorities may object;
- Restrictions on participating in trade fairs. As a general rule, each company should be free to participate in any trade fair it likes and companies must not be asked to boycott any trade fair. Restrictions to this freedom to participate are only allowed under specific conditions. Collective bargaining by the members of Orgalim or by companies to obtain a better price or other conditions from the trade fair organisation will normally not constitute a problem under competition law;
- Quality labels/membership criteria. For as long as the use of the quality label or membership of Orgalim or a trade association does not offer substantial competitive advantages to the members in the market (e.g. through information or due to customer demands), there are no objections to this from a competition law point of view. As soon as there are substantial competitive advantages, these schemes must satisfy specific criteria;
- The secretariat of Orgalim is allowed, in principle, to collect commercial information about individual members and companies on their sales volumes and turnover and to make this information available to the members and companies in an aggregated manner. The information should not include data on prices and tariffs. It must in any event be absolutely guaranteed that no information on individual members or companies can be deducted from this aggregate information. Additional requirements related to the data collection (e.g. age of the data, level of granularity, frequency of the collector) may need to be applied depending on the market structure and conditions;
- Sustainability agreements. Companies may agree on specific sustainability goals to enhance protection of the environment, human rights, labour rights, etc. Quite often, competition will not be restricted. Otherwise, it must be assessed whether the claimed benefits justify the restriction of competition.

The following topics constitute the core business of most of Orgalim's activities and discussions and consultations on these topics do normally not present any problem under competition law, provided that the topics mentioned under A. are not touched upon and no risk of restricting competition occurs:

- General economic data and business climate, as long as discussions on these topics do not relate to any individual company's behaviour; These discussions focus on the macro level and do not affect any company's behaviour in the market;
- Lobbying activities relating to general interests in the sector and concentrating on legislation and other public issues which may affect the sector;
- Legal issues. These issues are by definition of a general nature, as these will affect any company's business similarly;
- Standardisation issues, if (i) the standard-setting procedure is transparent and open for participation by any interested party, (ii) there is no obligation to comply with the standard (in particular, there must be no duty to adopt a certain technical solution which could be seen as a limitation of innovation competition), (iii) access to the standard is provided on fair, reasonable and non-discriminatory terms, and (iv) any discussions within the standard-setting procedure are restricted to technical aspects. Standardisation is aimed at compatibility of products and at technical progress; this will normally be to the benefit of the end user;
- Safety and health issues. Orgalim has an interest in enhancing safety and health with respect to the use of the sector's products, provided there is no limitation on companies' freedom to address health and safety issues beyond minimum legal or agreed requirements.

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# General Assembly 2025

- EFCEM GA 2002 - Rome.alb
- EFCEM GA 2003 - Stratford
- EFCEM GA 2004 - Strasborg
- EFCEM GA 2005 - Cork
- EFCEM GA 2006 -Stockholm
- EFCEM GA 2007 - Brussels
- EFCEM GA 2008 - Venice
- EFCEM GA 2009 - Berlin
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- EFCEM GA 2013 - London
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- EFCEM GA 2015 - Dublin
- EFCEM GA 2016 - Brussels
- EFCEM GA 2017 - Milan
- EFCEM GA 2018 - Berlin
- EFCEM GA 2019 - Stockholm
- EFCEM GA 2020- Virtual
- EFCEM GA 2021 - Virtual
- EFCEM GA 2022 - Barcelona
- EFCEM GA 2023 - Paris



General Assembly, Athens June 2024

