
VACUUM INSULATION PANEL



GLOBAL ASSOCIATION

VIPA International

Executive Committee Conf Call

Monday 27 March 2017, 15:00 to 16:00 CET



Governance statement

VIPA International antitrust compliance statement (distributed with meeting docs)

Procedure

- At all times refrain from discussing any company' sensitive information – see VIPA International antitrust compliance statement

You must:

- Judge in the first place
- Behave accordingly
- Avoid discussion of topics, such as those identified in the guidelines, which could create even an appearance of wrongdoing

In case still some issue are raised:

- Secretariat intervene if any questions or doubts
- If necessary, legal counsel can be asked to provide advice

Agenda

1. Welcome

- 1.1** Governance rules
- 1.2** Approval of the agenda
- 1.3** Approval of the minutes of the conference call of 15 November 2016

2. Finances

- 2.1** Status of income and expenses

3. Membership outreach efforts

4. 2017 Activities

5. IVIS 2019: VIPA to host it?

6. AoB

2. VIPA International finances

VIPA International Budget 2017 (EUR)		
ITEM	EUR	Update Q1
Income		
Membership fees full members (12): 10,000 EUR	120,000	
Membership fees associate members (2): 5,000 EUR	10,000	10,000
Membership fees academia (3): 500 EUR	1,500	
Membership fees association members: 500 EUR	-	
Carry-over from 2016 budget	28,886	28,886
TOTAL INCOME	160,386	38,886
Expenditure		
Kellen fees	61,655	15,416
Technical WG studies (2nd installments of on-going studies)	25,000	
IVIS 2017 sponsorship	15,000	10,000
GSH Quality Scheme set-up costs	7,500	
Out of pocket costs (meetings/conf calls & travel expenses)	7,000	194
Communications (website support, professional design, etc)	2,500	1,653
Website annual hosting fee (Alias)	480	400
Bank fees	200	8
Participation at CEN	525	
Legal advice	5,000	
TOTAL EXPENDITURE	124,860	27,671
RESULT	35,526	11,215

For more details, see excel sheet in the annexes

3. Membership outreach activities

Individual calls with the following companies:

Vaku Isotherm: said it will join in 2017 but it has not yet sent application form. Invited to the Board meeting on 11 April and dinner on 10 April. Not clear what is blocking membership

Panasonic: Invited to the Board meeting on 11 April and dinner on 10 April. They are currently discussing expenses for new financial year (starting April) and are considering membership, standardisation at EU/ISO level very interesting for them.

Variotec: Invited to the Board meeting on 11 April and dinner on 10 April, several exchanges in the past year but they never explained what is blocking membership – but cost is a barrier. Positive meeting at BAU with Gary, Camvac.

AeroSafe Global: requested for info on membership and mentioned they would like to discuss it in 2018. Not joining now for cost + internal consolidation.

Strip's: interested in joining, but their interest in VIPs will depend on the outcome of their project on meters: they will join only if successful. Update on mid-April.

3. Membership outreach activities

Contacts with the following companies:

Wacker Chemie: short call in March, potentially interested, next call in April

Isoleika: They are focused more on high temperature range products, not interested right now.

C-Safe: Internal discussion, but fee is a barrier

Kuraray: no replies from their side – other contacts needed (Sasaki-Morales not replying)?

Saint Gobain: no replies from their side – other contacts needed (Passon not replying)?

LG Hausys: no replies from their side – other contacts needed (Hwang Sungseock not replying)?

Nanjing Fiberglass: contacts ongoing as part of the discussion on Chinese standardisation process

3. Membership outreach activities

Way forward on membership outreach:

- Keep contacts with prospect members in the distribution list, invite them to IVIS 2017 and VIPA General Assembly
- Involvement of members is needed: the budget available for outreach quite limited (10h, 7h already used)
- Connect with prospect members only via email/phone produces limited results, lack of external activities to promote the association
- Suggested activity: host a networking session during IVIS 2017 in Paris, open to all IVIS participants, especially our prospects
 - 1h event (before dinner on Tuesday/Wednesday). There is a networking event already scheduled by the CSTB on Tuesday
 - Keynote speech of the President of VIPA, presenting the activities of the association
 - Networking drink with members and prospect members
 - Estimated costs: EUR 20/25 per person

4. 2017 Activities

Items agreed during the General Assembly in Barcelona

- Increase membership (see previous slides)
- Raise awareness to VIPs:
 - Continue publishing case studies and press releases
 - Contact associations of architects, building designers, etc
 - Participate at IVIS 2017 in France
- Monitor discussions about EU buildings energy efficiency package (no active involvement)
- Promote GSH Quality Label and review GZ 960 document
- Support standardisation:
 - Finalise studies on water vapor permeation and lift-off technique

4. 2017 Activities

Raising awareness to VIPs

Case Studies & Press Releases

- Little input received so far – Porextherm case study to be published this week

Outreach to other associations of architects, designers

Request for a meeting sent to:

- **ACE**, Architects' Council of Europe, Federation of national associations of architects
<http://www.ace-cae.eu>
- **ECIA** European Council of Interior Architects, European professional organizations in Interior Architecture and Design <https://ecia.net>
- **IFI**, International Federation of Interior Architects/Designers (<http://www.ifiworld.org/>)

No response received. Architects and designers prefer to be independent and don't want to be associated with one product/technology.

4. 2017 Activities

IVIS 2017 in Paris:

- Sponsorship agreement is signed – 10,000 EUR
- Speaking slot at opening session is confirmed
- Two abstracts were prepared and submitted by FIW

GSH Agreement: 5 members joined the GSH

- VIP manufacturers: Porextherm, Microtherm, Knauf Insulation, Creek Quingdao Kerui. Va-Q-tec is expected to join soon as well
- Guests (supply): Hanita

Costs for VIPA: 14,000 EUR (2,500 per user + 1,500 per guest)

GSH General Assembly, 12 May, Gdansk, Poland: Gregor will attend and represent VIPA

4. 2017 Activities

Support to standardisation, technical studies:

- FIW-Hanita join study (calibration of the lift-off technique for measuring the internal pressure of fumed silica VIPs and determination of boundary conditions for the lift-off measurements and processing of measurement raw data): delayed to April because some tests did not go as planned
- Hanita study (development of an advanced technique for measuring the effect of moisture content on the thermal conductivity of VIPs) will be finalised mid-April
- Contacts with Nanjing Fiberglass Institute about the standardisation group in China
- Professor Phalguni to be the convener of the ISO VIP Group
- FIW and Creek Quingdao Kerui submitted proposals for studies which will be considered at the next Board meeting 11 April:
 - Extension of the internal pressure measurement study to fiber core VIPs (FIW, 10,000 EUR)
 - An integrated study on improvement of VIP/concrete-assemblies for prefabricated buildings (Creek, 15,000 EUR)

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5. IVIS 2019: VIPA to host it?

The host for IVIS 2019 will be announced in September at IVIS 2017

Shall VIPA volunteer to host the event?

6. AoB

Board face-to-face meetings in 2017?

- 11 April: Kellen offices (dinner with all members on Monday 10 April)
- 1st Board conference call: June
- 2nd Face-to-face Board meeting: Tuesday afternoon, 19 September
- *General Assembly on Tuesday morning, 19 September 2017 (before IVIS)*
- 2nd Board conference call: end November-early December

Any other business?

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