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VACUUM INSULATION PANEL

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**GLOBAL ASSOCIATION**

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# VIPA International

## Executive Committee Conf Call

Tuesday, 31 March 2020, 14:00 to 15:00 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 minutes previous call (8 January) and review of actions

## **2. Next steps co-operation with the GSH**

## **3. Preparations next board meeting/call**

- 3.1** Finances
- 3.2** R&D Activities
- 3.3** Membership

## **4. AoB**

## 2. Next steps co-operation with the GSH

GSH's proposal for continuing collaboration – **effective 2021**

- VIPA members will get special conditions for a membership in GSH
  - producer: 2.500 €/year (standard fee: 3.350 €)
  - guest member: 1.500 €/year
  - late cancellations to be charged half of the fees in 2020: 1250€
- GSH charges the membership fees directly to the members (not to VIPA)
  - > GSH bears full financial risk
- VIPA reduces the membership fee for VIPA members which are also GSH members (e.g. minus half of the GSH membership fee?)

## 2. Next steps co-operation with the GSH

### 2020 Situation:

- 2 VIPA Intl Members decided to continue the GSH membership -> 2,500€
- 5 VIPA Intl Members cancelled the GSH membership and will have to pay a penalty for late cancellation: 1,250€

Impact on VIPA Intl finances in 2020:

- VIPA Intl will receive an invoice of 10,750€

| GSH Members           | 2020 Fees €   |
|-----------------------|---------------|
| Porextherm            | 2500          |
| Vaku Isotherm         | 2500          |
|                       |               |
| Cancelled memberships |               |
| Knauf Insulation      | 1250          |
| va-Q-tec              | 1250          |
| Microtherm            | 1250          |
| Turvac                | 1250          |
| Avery Dennison Hanita | 750           |
|                       |               |
| <b>Total</b>          | <b>10.750</b> |

## 2. Next steps co-operation with the GSH

### 2021 Situation

- 2 companies to continue with the GSH membership and to be invoiced directly by the GSH for this cost (2,500€ in 2021)
- Other VIPA Intl members encouraged to consider the GSH membership internally
  - Invitation to join the GSH General Assembly in May – event now cancelled
- GSH waived the increase of fees (from 2,500€ to 3,350€) but it is uncertain until when this will apply

## 2. Next steps co-operation with the GSH

### How to deal with the fees of members that are part of the GSH?

Option 1: VIPA Intl to discount half of the value in the membership fees of VIPA

- Companies to pay 8,750€ instead of 10,000€
- Against Articles of Association -> all full members pay the same 10,000€
- Although it's a limited cost (2,500€) the value is disproportionate -> benefits only 2 companies out of 13 members
- If all members decide to join the GSH, it would not be affordable

Option 2: VIPA Intl to gradually reduce discount:

- 50% of 2,500€ in 2021: companies to pay 8,750€
- 25% of 2,500€ in 2022: companies to pay 9,375€
- No discount in 2023, GSH members to pay for the GSH fees themselves

## 2. Next steps co-operation with the GSH

### Long-term discussion on quality -> decision to be taken by mid-2021

- What is VIPA Intl's view and activities on quality – after all it's in our mission statement
- Shall we continue supporting the RAL Quality Label or to switch to other label (EU Keymark or other) and as a result continue or discontinue our co-operation agreement with the GSH?
  - Depending on standardisation
  - FIW offered to put together project of how the EU Keymark certification could be used for VIP products

### 3. Preparations next board meeting/call

## Finances

| VIPA International 2020 Draft Budget                               |                |
|--------------------------------------------------------------------|----------------|
| ITEM                                                               | €              |
| <b>Income</b>                                                      |                |
| Membership fees full members (13): 10,000 €                        | 130.000        |
| Membership fees associate members (1): 5,000 €                     | 5.000          |
| Membership fees academia (6): 750 €                                | 4.500          |
| Membership fees association members (0): 500 €                     | -              |
| <b>TOTAL INCOME</b>                                                | <b>139.500</b> |
| <b>Expenditure</b>                                                 |                |
| Kellen fees                                                        | 92.930         |
| GSH agreement annual fee                                           | 10.750         |
| Avery Dennison Hanita Study (90% of total amount 12,500€)          | 11.250         |
| Communications (video, paid advert, design, website hosting)       | 5.000          |
| Out of pocket costs (meetings/conf calls & travel expenses)        | 9.800          |
| Governance (tax return, publication annual report, bank fees, etc) | 1.495          |
| Participation at CEN                                               | 525            |
| Legal advice                                                       | 500            |
| <b>TOTAL EXPENDITURE</b>                                           | <b>132.250</b> |
| <b>RESULT</b>                                                      | <b>7.250</b>   |
| <b>Reserve (funds not used in previous years)</b>                  | <b>23.339</b>  |
| <b>Expected end result</b>                                         | <b>30.589</b>  |

2020 membership fee invoices issued early March and sent via post and via email

Rexor asked for delay in payment due to COVID-19 crisis

GSH reduction of fees gives more leverage

## 3. Preparations next board meeting/call

### R&D Activities

Avery Dennison Hanita study to be concluded by the summer

### Ideas discussed in Munich

- Invite Strips to the next meeting to discuss their product: sensor for pressure measurement
- To develop an app or tool that calculates the energy savings brought by VIPs taking into account different variables (energy cost, floor cost, CO2 emissions, etc)
  - EU-funded project INNOVIP (va-Q-tec & FIW are part) developed calculation methodology which will be made public in May
  - FIW offered to adapt calculation models of INNOVIP project with other parameters/location/data as agreed by VIPA members

### 3. Preparations next board meeting/call

#### Membership

Call with French company **Chereau** (manufacturer of refrigerated bodies for heavy goods vehicles)

- Contacted us in summer 2019 about Dusseldorf conference
- Re-contacted in Feb following recommendation of Panasonic
- Interested in becoming Associate Member (5,000€)
- Looking for info on other VIP applications, events, networking

No other contacts undertaken

No news from Siltherm

### 3. Preparations next board meeting/call

#### 2020 General Assembly

- Date: Thursday, 17 September
- Location: Brunel University, UK
- Format: 1 day meeting:
  - 09:00 to 16:00: Board
  - 16:30 to 18:00: General Assembly
  - 20:00: dinner with members

## 4. AoB

**Any other business?**

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**GLOBAL ASSOCIATION**

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