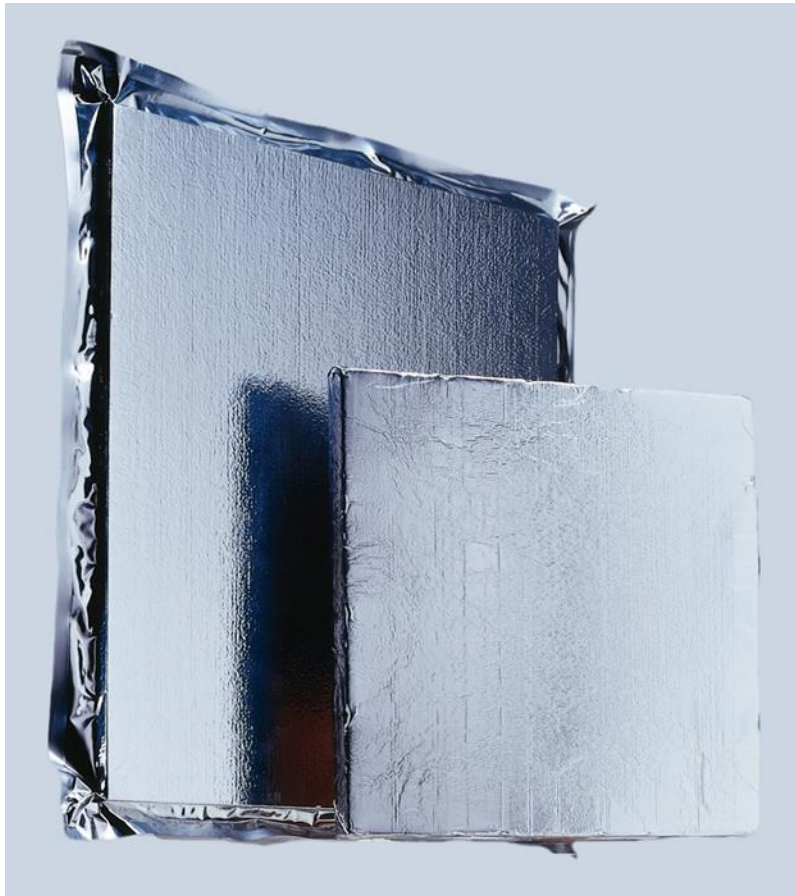

VACUUM INSULATION PANEL



GLOBAL ASSOCIATION



Annual Report of VIPA International Activities

September 2019 – August 2020

This Annual Report presents an overview of VIPA International's work since the General Assembly held in Kyoto, Japan, in September 2019. The activities carried out during this period could not have been possible without the support of the VIPA International Board and the active contribution of VIPA International members across the association's Working Groups. The VIPA International office thanks its members for their support!

Not yet a VIPA International member?

VIPA International membership is open to manufacturers of Vacuum Insulation Panels (VIPs), as well as material and equipment suppliers, but also to companies with an interest in the VIP industry that do not fall in the previous categories.

Academia and non-profit associations with an interest in the VIP industry are also welcome to join the association.

More info on how to become a member:

Scan the code



Have a look at our website

<https://vipa-international.org/become-a-member>

Send us an email

VIPA-international@kellencompany.com

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1. Foreword from the President

Dear VIPA International Member,



I hope you, your families and colleagues are in good health. 2020 has been shaped by a global pandemic with deep socio-economic consequences for the entire world. Luckily, our Association's activities have only been mildly affected by the COVID-

19 pandemic. The biggest impact has been the face-to-face meetings which had to be cancelled and replaced with virtual ones. Networking is one of the main values of membership but, like anywhere else at the moment, we just have to switch to virtual means to keep connected with each other. We hope you will be able to join us on 17 September for our virtual General Assembly.

Exactly one year ago, most of us met in Kyoto, Japan, for another edition of IVIS. While participation was lower than expected, the event was still a good opportunity to be together, network, share experiences and discuss priorities for our Association. We had important discussions and decided to focus on communications and awareness raising activities, targeting architects in particular.

Over the past months, the Board has discussed at length the value of the cooperation agreement with the GSH about the RAL quality label for VIPs. The agreement signed in 2016 benefitted our membership at the time but since then we have expanded geographies, applications and technologies so it was a good moment to review the terms and discuss how the different companies commit to quality and certify their products to their clients. As a group we took an important decision, which is to continue supporting the RAL label, the only quality label currently in the market. In addition, we also decided to consider setting-up our own quality

certification system for VIPs. We hope we have more news to share with you about this ambitious project during our General Assembly in September.

In terms of standardisation, it is with great satisfaction that we see that both the CEN and ISO standards have started their respective approval processes. The EN 17140, approved in July, should be published this autumn and the ISO ballot will open shortly. Our Association and members are strong supporters of standardisation and most of our Board members are active in both standardisation groups. We hope that both standards will be published in the coming months, which will certainly benefit our industry as whole.

On the membership side, over the past year we have lost some members and welcomed new ones. VIPA International is still a rather young association and we welcome all companies active in our sector to join our activities and to contribute to the growth and success of VIPA International. In that sense, we continue to encourage you to promote the Association among your personal network so that we can continue growing further.

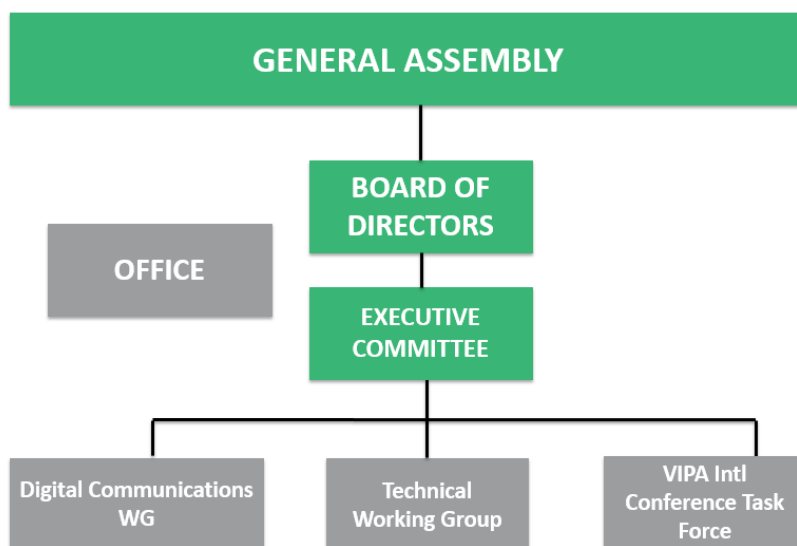
This September, my mandate as President of the Board will end. I can tell you this has been a very enriching journey both personally and professionally. Four years of rewarding work filled with close contacts with different companies and individuals to grow the Association further, define objectives and work towards activities that bring value to all of us. I will continue to be involved in the Board and to contribute to the Association. I take this opportunity already to send all my best wishes of success to our next President.

As usual, I hope you find this publication an interesting overview of our activities and I look forward to meeting you virtually on 17 September.

Gregor Erbenich,
President of VIPA International,
Head of Sales & Marketing, Porextherm

2. Mission of VIPA International and organisation chart

The Vacuum Insulation Panel Association (VIPA International) is a global trade association representing the interests of manufacturers of vacuum insulation panels, as well as the supply chain. The mission of the association is to act as the global voice of the vacuum insulation panel industry, promote quality and raise awareness about the potential of saving space and energy costs, and reducing carbon dioxide emissions in a wide range of applications and industries.



Board of Directors	
Scope The Board of Directors manages the business and affairs of the association, and is composed of all regular members of the association. Every regular member has the right to nominate one main representative to the Board as well as one substitute/deputy. Each company has one vote but decisions are usually taken by consensus.	President: Gregor Erbenich Porextherm 
Current composition Gregor Erbenich, Porextherm – President John Balazs, Panasonic – Vice-President Gary Chalkley, Camvac – Treasurer Sebastian Gralla, va-Q-tec Yoash Carmi, Avery Dennison Hanita Vladimir Pogač, Turvac Tony Scott, Kingspan Michel Chauvois, Rexor Uroš Cotelj, Knauf Insulation Tom Martens, Microtherm Thomas Heckard, C-Safe Sebastian Baars, Vaku-Isotherm Mark Connell, Kevothermal	2019/2020 Activities - Budget control - Oversight over governance aspects - Review of activities: - Communications - Technical studies & standardisation - IVIS 2019 in Japan - Next steps of conference with invited speakers - Membership outreach - Conditions GSH agreement - Quality certification project Meetings and calls 25 October 2019, conference call 29 January 2020, Munich, Germany 14 May 2020, conference call

Executive Committee		
Scope The Executive Committee prepares the meetings and conference calls of the Board and the decisions that need to be taken. It also acts as the main point of contact to the office (Kellen) when urgent decisions are needed. The Executive Committee is composed of the President, the Vice-President and the Treasurer of the association and of the office staff members. Conference calls: • 8 January 2020 • 31 March 2020		
President: Gregor Erbenich 	Vice-President: John Balazs 	Treasurer: Gary Chalkley 

Digital Communications Working Group	
Scope This Working Group focuses on the communications deliverables of the Association and looks into initiatives aimed at increasing visibility to the product and the different applications where it is used. Michel Chauvois is now the chair and is supporting the office in improving the communications and outreach of the association.	Chair:  Michel Chauvois Rexor
Current composition Maja Tomazin, Knauf Insulation Gregor Erbenich, Porextherm Joanna Kraus, va-Q-tec Gary Chalkley, Camvac John Garbutt & Sandra Delbove, Kingspan Michel Chauvois & Leonie Bietrix-Ogier, Rexor Alison Navon, Avery Dennison Hanita Jennifer Archibald, Panasonic Alyssa Roberts, C-Safe Tom Martens, Microtherm Sebastian Baars, Vaku-Isotherm	2019/2020 Activities • 2020 Communications Strategy • LinkedIn growth • Google Ads to increase website traffic • Animated video on VIPs in buildings in production • 6 press releases and 1 case study • Bi-annual Newsletter • Annual Report Conference calls • 10 December 2019 • 17 March 2020

Technical Working Group	
Scope The Technical Working Group works on recommendations to the Board of Directors on any technical matter related to VIPs and the activities of the association. This Working Group is open to all members: regular, associate and academia.	Chair Christoph Sprengard FIW Munchen 
Current composition Yoash Carmi, Avery Dennison Hanita Christoph Sprengard, FIW Munchen Sebastian Gralla, Flávia Almeida & Nicola Brzoska, va-Q-tec Pascal Rousset & Estelle Perrin, Rexor Hans-Frieder Eberhardt, Porextherm Justin Davies, Kingspan Marko Meglič, Knauf Insulation Tadej Sekavcnik & Stefaan Van Hoed, Turvac Kojima Shinya & Kenta Miyamoto, Panasonic Jiri Zach, Brno University Tom Heckard, C-Safe Mark Connell & Stuart Elliot, Kevothermal Sebastian Baars, Vaku-Isotherm Andre Omer & Anthony Aldykiewicz, Oak Ridge Lab	2019/2020 Activities • Oversight on the study on the effect of moisture content on the thermal conductivity of VIPs • Monitoring the standardisation process worldwide • Looking into producing new studies, tools and projects Meetings and calls • 15 April 2020, conference call

VIPA Intl Conference Task Force	
Scope This Task Force looks into topics, format, speakers and other practical aspects of the conferences organised by the Association. Following the success of the first conference VIPA International organised in Vienna in 2018, the Task Force looked into other applications of VIPs for the next conference. In 2019, the Task Force planned to organise a conference alongside the Temperature Control & Logistics event in Düsseldorf in January 2020 with the theme 'Vacuum Insulation Panels revolutionising Temperature Controlled Logistics'. After some debate within the Board it was decided not to pursue this opportunity. The Board abandoned this project in October 2019. Because of the pandemic, which makes physical events very difficult to organise, the Task Force is not yet looking at future conferences. In 2020, the Task Force discussed with the Brunel University and terms and conditions of the sponsorship to the next IVIS in the UK in 2021. VIPA Intl will be responsible for organising a 2 hours' session which will be part of the main programme of the event.	
Composition: Sebastian Baars, Vaku Isotherm Christoph Sprengard, FIW Gregor Erbenich, Porextherm John Balazs, Panasonic Tom Heckard, C-Safe	Conference calls: • 5 September 2019 • 2 June 2020 • 10 June 2020

3. Activities of VIPA International

3.1 Welcome to new members to the association



Kevothermal joined the association at the beginning of the year. It is an international manufacturer of vacuum insulation panels for the cold chain packaging, thermal energy, electronics, construction, automotive and e-retail market sectors. The company has two manufacturing facilities in Albuquerque, United States, and Shropshire, United Kingdom, and over 10 years of manufacturing experience.

3.2 Vacuum insulation panel industry met in Japan for IVIS 2019



VIPA International was a proud sponsor of the fourteenth International Vacuum Insulation Symposium (IVIS), which took place from 19 to 20 September 2019, in Kyoto, Japan.

Around 80 people participated in last year's event organised by Kindai University in Japan. Similar to past IVIS events, the event included two days of networking, debates and sessions about the research, development and production of super insulation materials, including vacuum insulation panels, in applications ranging from buildings to appliances and transport.

VIPA International's President Gregor Erbenich (Porextherm) was the keynote speaker during the opening session of IVIS on 19 September. Many company members of VIPA International were speakers in different sessions and presented posters.

One day before the start of IVIS, on 18 September, VIPA International held a series of internal meetings, including the General Assembly. The membership elected John Balazs (Panasonic) as the new Vice-President and welcomed him as a member of the VIPA International Executive Committee. Three new members were welcomed to the association: Panasonic, Brunel University London and Oak Ridge National Laboratory.

At the end of the event, the IVIS Advisory Board selected Brunel University London to organise the next IVIS in 2021. The event is scheduled to take place from 16 to 17 September 2021 on the university's campus.

Brunel University London is an academia member of VIPA International. We are already liaising about the 2021 event, including on the programme, format and, as usual, sponsorship.



3.3 Technical matters

Technical Studies

Christoph Sprengard from FIW Munchen is the new chair of the Technical Working Group, replacing Yoash Carmi from Avery Dennison Hanita.

The Working Group has been looking into new topics for studies and projects, including the development of a tool to calculate the energy savings brought by VIPs in building applications. A partnership with a company specialising in pressure measurement devices is one of the other ideas being discussed.

Avery Dennison Hanita is carrying out a study on the effect of moisture content on the thermal

conductivity of VIPs. The new study will focus on the effect of moisture content on the thermal conductivity of different types of fumed silica VIPs. It will also investigate the behaviour of different types of fibreglass desiccants. The study was initiated last summer and will be completed by November 2020.

All studies financed by VIPA International are available for members of the association only. All reports can be download in the reserved area of the website:

<https://vipa-international.org/reserved-area> (login required).

Standardisation

The CEN Technical Committee 88 (thermal insulating materials and products) Working Group 11 (vacuum insulation products - VIP) drafted the factory made vacuum insulated panels (VIP) for buildings specification (prEN-17140). The standard was approved in early 2018 but AFNOR, the French standardisation body, made an appeal. After some back and forth and some adaptations to the text, AFNOR decided to drop the appeal in October 2018. Since then, the text has been through the internal approval process within CEN, which involved an assessment by an external consultant (HAS Consultant). The CEN TC88 WG11 had to make some adaptations to the format of the standard following the assessment of the HAS consultant.

The prEN-17140 was finalised in spring and submitted for official voting in July. The voting was completed successfully and the standard was

approved. The standard is now awaiting publication in the official journal of the European Union.

Professor Phalguni Mukhopadhyaya (University of Victoria, Canada) is the convener of the group ISO/TC 163/SC 3/WG 11 that drafted the thermal insulation products for buildings - Vacuum insulation panels (VIP) - Products specification ISO/DIS 16478.3. The text was submitted to public enquiry a couple of times in 2018 and 2019 but it failed to get enough positive votes in order to be approved. The last version submitted for vote was in fact an older version of the text that was submitted by mistake. This oversight delayed the process but a new enquiry is planned to take place the next months.

VIPA International has a liaison status within CEN TC 88 WG 11. Turvac represents VIPA International in the meetings.

Agreement with the GSH about the RAL VIP quality label

Over the past months, one of the key topics on the agenda of the Board was the discussion on

the terms of the co-operation agreement with the GSH on the use of the RAL VIP quality label. This agreement, signed in 2016, allowed all interested VIPA International members to automatically be members of the GSH VIP group. The membership

fee to the GSH was covered by the Association, which was very beneficial since members only had to pay the VIPA International fee. In 2016, seven VIPA International members were members of the GSH and benefited from this agreement. Today, the membership of the association has changed considerably, which led to questions about the terms and value of the agreement for the group, especially since the RAL label is not very well known outside Germany.

In 2020, only two VIPA International member companies continue to be members of the GSH. An addendum to the agreement was negotiated with the GSH modifying the invoicing terms and notice period for resignation. Both parties also

agreed to review the agreement in more detail in two years' time. By then, both the European and ISO standards are expected to be in place, which might change the need for such labels or open up possibilities with other quality systems, such as the European Keymark certification.

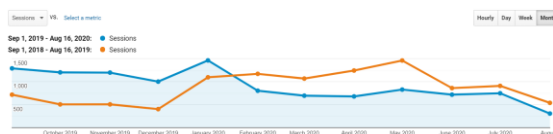
This topic stirred a lot of discussion within the group and it was agreed that the Association should consider creating its own quality certification system for VIPs so that there is an internationally recognised quality scheme for VIPs. This is an ambitious project which the Board will work on in the coming months.

3.4 Communication activities

Michel Chavois from REXOR was elected the new chair of the Digital Communications Working Group, replacing Maja Tomazin from Knauf Insulation.

The 2019 Communications Strategy was completed and a new plan was approved by the Board of Directors early 2020 focusing on raising awareness of the industry, particularly in the building sector, and increasing the online visibility of the Association.

Website visitors were boosted in the past 12 months through targeted advertising on Google, with users and sessions up by more than 4% compared to the previous year. The chart below shows the comparison in session numbers between the last 12 months (in blue) and the previous period (in orange).



The bounce rate and average session duration were also improved, indicating that visitors are

spending more time on the website and viewing more content.

Over the past year, 6 press releases have been published on the website, alongside a case study on the use of VIPs in historical buildings.

The LinkedIn account was used to further develop VIPA's audience and raise awareness of the industry, and newsletters were published for internal and external audiences.

The office has also been working to grow VIPA Intl's audience among architects by reaching out to relevant associations, and learning about architects' experiences with VIPs through a questionnaire.

To further increase awareness of VIPs, a video on VIPs in building applications is being finalised, an additional advertising campaign, on Google and/or LinkedIn, is being prepared for a relevant time later in the year and case studies will continue to be produced to demonstrate the value of VIPs in different applications.

Press releases

- [VIPs: the slim high performance insulation solution for exclusive historical buildings](#) – 11 June 2020
- [Kevothermal joins VIPA International](#) – 12 February 2020
- [International Energy Agency publishes reports on super-insulating materials in buildings](#) – 21 January 2020
- [VIPA Intl is proud to present VIPs News, its first external newsletter](#) – 18 October 2019
- [VIPA International held its 5th General Assembly alongside IVIS in Japan](#) – 7 October
- [Vacuum insulation panel industry gathers next week in Japan for IVIS](#) – 9 September 2019

Case studies

- British historical building preserves its beautiful exterior and its high-value internal space thanks to insulation with VIPs – 11 June 2020



Bi-annual Newsletter

VIPA International Newsletters are published bi-annually. During the past year, the newsletter was published in October and June.

Sign up to our newsletter [here](#).



LinkedIn Page

The VIPA International LinkedIn page was created in March 2019 and regular updates are posted to promote the industry, raise awareness of the activities of the Association and reach new audiences.

Over the past year, the page has gained 91 new followers, and our posts have reached up to 11,000 people and brought around 1,000 engagements.

In case you are not yet following our page, we encourage you to do so. Please also invite relevant connections to follow the [VIPA International LinkedIn page](#).



4. Financial overview

4.1 2019 Annual Accounts

In 2019, VIPA International finished the year with a surplus of 6,152 euros. At the end of the year, VIPA International had 23,047 euros in reserves.

The funds of the Association were used to pay Kellen and the other suppliers as well as the communication activities and the participation of the Association at IVIS 2019 in Japan.

One activity not initially planned was the conference in Düsseldorf, Germany, about VIPs used in temperature controlled logistics. After careful consideration, the Board decided to cancel the conference. A few preparations had already taken place and needed to be paid for, amounting to 3,372 euros. These costs were

unfortunate and will be avoided in the future thanks to better planning and discussion among Board members.

With regard to communication activities, only 41% of the budget was used, which explains the surplus at the end of the year. This happened because some activities were left in stand-by awaiting further discussion within the Board. The Working Group had planned a second video targeting the building segment, but this video was pushed back to 2020.

For detailed information about VIPA International's finances, please contact the office or the Treasurer Gary Chalkley.

VIPA International Budget 2019 (EUR)		Q1	Q2	Q3	Q4	Total	%
ITEM	Budget						
Income							
Membership fees full members (12): 10,000 EUR	120.000	10.000	90.000	20.000	0	120.000	100%
Membership fees associate members (1): 5,000 EUR	5.000	0	0	5.000	0	5.000	100%
Membership fees academia (6): 500 EUR	3.000	0	1.500	1.500	0	3.000	100%
Membership fees association members (0): 500 EUR	-	0	0	0	0	0	
TOTAL INCOME	128.000	10.000	91.500	26.500	-	128.000	
Expenditure							
Kellen fees	78.395	19.598,75	19.598,75	19.598,75	22.263,75	81.060	103%
GSH agreement annual fee	18.516	0	0,00	16.268,50	0,00	16.269	88%
Communications (website support, design, video, etc)	12.000	102	3.433,00	0,00	1.355,78	4.891	41%
Website annual hosting fee (Alias)	400	400	0,00	0,00	0,00	400	100%
IVIS 2019 Sponsorship	6.250	0	0,00	5.479,00	0,00	5.479	88%
Avery Dennison Hanita Study (10% of total amount 12,500€)	1.250	0	0,00	1.250,00	0,00	1.250	100%
Out of pocket costs (meetings/conf calls & travel expenses)	8.000	1.343,19	1.514,62	1.868,04	3.619,14	8.345	104%
Bank fees	200		162,00	95,88	0,00	258	129%
Participation at CEN	525	0	525,00	0,00	0,00	525	100%
Legal advice	2.464	0	0,00	0,00	0,00	0	0%
Duesseldorf Conference				302,00	3.070,00	3.372	
TOTAL EXPENDITURE	128.000	21.444	25.233	44.560	30.309	121.848	
RESULT	-	- 11.444	66.267	- 18.060	- 30.309	6.152	
Reserve (funds not used in previous years)	16.895	16.895	16.895	16.895	16.895	16.895	
End result	16.895	5.451	83.162	- 1.165	- 13.414	23.047	

4.2 Budget 2020

In terms of membership fees, the Board of Directors decided to increase the fees of the Academia members from 500 euros to 750 euros. The fees of full members remained the same. Currently, VIPA International counts thirteen full members, six academia members and one associate member, resulting in an income level of 139,500 euros for 2020. On 31 August 2020, some academia members had not yet paid the 2020 membership fees.

In terms of expenses, the costs of the GSH membership were considerably reduced after some companies cancelled their membership with the GSH. Last year, the GSH agreement cost the Association 16,269 euros, whereas this year it only costs 10,766 euros.

The Kellen fees increased slightly (from 81,060 euros to 92,930 euros) to allow for more time in liaising with members and external parties. Additional communications deliverables will also take place in 2020. The final instalment of the Avery Dennison Hanita study will be paid towards the end of 2020 following the receipt of the final report (11,250 euros).

Due to the pandemic, some initially foreseen expenses will not be borne, mainly because of the cancellation of Board meetings and the General Assembly. These funds will be used for extra communication activities.

For detailed information about VIPA International's finances, please contact the office or the Treasurer Gary Chalkley.

VIPA International 2020 Draft Budget	
ITEM	€
Income	
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 €	-
TOTAL INCOME	139.500
Expenditure	
Kellen fees	92.930
GSH agreement annual fee	10.766
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
TOTAL EXPENDITURE	132.266
RESULT	7.234
Reserve (funds not used in previous years)	23.047
Expected end result	30.281

5. Membership categories and criteria

	Criteria	Membership fee	Rights and benefits
Regular members	Manufacturer: companies that make and market VIPs. Material Supplier: companies supplying components and raw materials to make VIP panels or VIP materials (and which will be used in the final product) such as films, core. Equipment supplier: companies that provide equipment to produce VIP panels or VIP materials.	10,000 euros	Influence the Association's strategy and positions: regular members have a seat on the Board Participate in the VIPA International Working Groups to move issues forward Gain access to industry resources, guides and updates Share knowledge, expertise and best practices
Associate members	Companies with an interest in the VIP industry, which do not fall in the previous categories.	5,000 euros	Network with high level peers and representatives from the VIP industry
Academia	Institutes, laboratories and universities with an interest in the VIP industry.	500 euros	Have a common voice in influencing the decision-making process in Europe
Associations	Not-for-profit associations with an interest in the VIP industry.	500 euros	Free participation in the GSH to shape the rules of the RAL VIP Quality Label

VIPA International members

Regular Members



Associate Members



Academia



Interested in joining VIPA International? Contact the office:

VIPA International Office			
VIPA International office is run by Kellen (http://kellencompany.com), an association management company based in Brussels.			
Executive Director Raquel Ponte Costa 	Communications Manager Huw Longton 	Certification Manager Stefan Gielis 	Managing Assistant Veerle Guns
188A Avenue de Tervueren, 1150 Brussels, Belgium Phone: +32 2 761 1681 Mail: VIPA-international@kellencompany.com Web: www.vipa-international.org			

VACUUM INSULATION PANEL



GLOBAL ASSOCIATION

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