
VACUUM INSULATION PANEL



GLOBAL ASSOCIATION

VIPA International Board Conference Call

Thursday, 14 May 2020

14:30 to 17:30 CET

1. Welcome

1.1 VIPA Antitrust Compliance 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

1.2 Approval of the agenda

1. Welcome

- 1.1 VIPA antitrust compliance statement
- 1.2 Approval of the agenda
- 1.3 Approval of the minutes of the meeting 29 January 2020
- 1.4 Review of the action items of the previous meeting

2. Finances

- 2.1 VIPA Intl final 2019 annual accounts
- 2.2 Status 2020 finances

3. Amending cooperation agreement GSH-VIPA Intl

4. 2020 Activities

- 4.1 Communication activities
- 4.2 Membership outreach to Associate members
- 4.3 New R&D projects
- 4.4 Standardisation: CEN and ISO standard

1.2 Approval of the agenda

5. Schedule meetings in 2020-2021

5.1 Meetings at Brunel University (UK) on 16-17 September

5.2 Elections to President position

6. Any other business

1.3 Review actions previous meetings

- VIPA Intl office to draft request for offer to be sent to marketing agencies. The goal is for them to help us in reaching out to architects in 2020.
 - *Question to the Board: still relevant? How to proceed? Which agencies to contact?*
- Members to discuss with their R&D specialists which topics could be researched by the association in 2020. ?
- VIPA Intl office to check how to purchase lists of architects. **COMPLETED. No suppliers found. WG look at advertising instead but too expensive. Promotion of survey is done regularly via LinkedIn**
- Christoph Sprengard to send these studies to the office so it can be discussed in the Technical WG how to translate the data into concrete messages to architects about advantages of VIPs. **PENDING Innovip project extended to July so final report will only be available after that**

1.3 Review actions previous meetings

- va-Q-tec, Microtherm, Turvac, Knauf Insulation and Avery Dennison Hanita to take a decision about continuation of membership to the GSH and to inform both the GSH and the VIPA office about it. **COMPLETED**
- Member companies to send contacts of users of VIPs (appliance manufacturers or other companies) to be contacted by the office so they join VIPA Intl as associate members. **PENDING Some contacts received but not much**
- VIPA Intl office to invite Strips to attend the next Board meeting. **COMPLETED – webinar being scheduled**
- Technical WG to work on the idea of developing an app or tool that calculates the energy savings brought by VIPs taking into account different variables (energy cost, floor cost, CO2 emissions, etc). **ONGOING**

1.3 Review actions previous meetings

- Maria Dinis to extend the google ad campaign for another month using different keywords. **PENDING**
- Raquel to reach to the European branch of the American Institute of Architects and see which type of collaboration we could initiate with them in 2021. **COMPLETED**
 - Events of 2020 postponed to 2021 (April in Porto and October in Cork)
 - Package for corporate partnership (up to 10,000€)
 - 1h presentation at Chapter Conference to be included in the AIA CES (Continuing Education) credits

Board's decision: what to do? Proceed with discussion on corporate partnership? Offer location/speakers for their chapter events?

2. Finances

2.1 2019 Annual Accounts

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	

2019 Annual Accounts Finalised (details in Annexes):

Profit: 6,152€

Reserves: 23,047€

2.2 Status 2020 finances

VIPA International Budget 2020 (EUR)		Q1	Q2	Q3	Q4	Total	%
ITEM	Budget						
Income							
Membership fees full members (13): 10,000 EUR	130.000	10.000				10.000	8%
Membership fees associate members (1): 5,000 EUR	5.000					0	0%
Membership fees academia (6): 750 EUR	4.500	750				750	17%
Membership fees association members (0): 500 EUR	-						
TOTAL INCOME	139.500	10.750	-	-	-	10.750	
Expenditure							
Kellen fees	92.930	23.232,50				23.233	25%
GSH agreement annual fee	10.750	0				0	0%
Communications (video, paid advert, design, website hosting)	5.000	400				400	8%
Avery Dennison Hanita Study (90% of total amount 12,500€)	11.250	0				0	0%
Out of pocket costs (meetings/conf calls & travel expenses)	9.800	274,86				275	3%
Governance (tax return, publication annual report, bank fees, etc)	1.495	107				107	7%
Participation at CEN	525	550				550	105%
Legal advice	500	0				0	0%
TOTAL EXPENDITURE	132.250	24.564	-	-	-	24.564	
RESULT	7.250	- 13.814	-	-	-	- 13.814	
Reserve (funds not used in previous years)	23.047	23.047				23.047	
End result	30.297	9.233	-	-	-	9.233	

Income:

- Fee invoices issued early March. 2 other full members already paid invoice in Q2. Reminders sent end April

Expenditure:

- GSH fee lower than last year
- Out of pockets might be lower if no face-to-face meetings in 2020

3. Agreement with the GSH

3. Agreement 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
Total	10.750

3. Agreement with the GSH

Decision needed on Future Situation

- 2 companies will continue with the GSH membership and will be invoiced directly by the GSH for this cost (2.500€ in 2021). It is uncertain until when the reduced fee (from 2.500€ to 3.350€) will apply
- No financial risk for VIPA Intl since fees are paid by members directly
- Which level of compensation, if any, should be agreed to GSH members?
 - VIPA Intl to discount level of GSH fee in the VIPA Intl membership fee?
 - 5 Options for way forward discussed with all Board members -> see next slide
 - Voting to be done by all members participating at conf call

3. Agreement with the GSH

Options	Conditions	Impact on VIPA Intl Finances
Option 1	VIPA Intl discounts the <u>full value</u> of the GSH fee in the membership fee of VIPA Intl members	5,000€ expense
Option 2	VIPA Intl discounts the <u>half of the full value</u> of the GSH fee in the membership fee of VIPA Intl members	2,500€ expense
Option 3	Gradual reduction of discount in fairness to historic engagement and also allowing time for companies to integrate GSH fees into their internal budgets	• 2,500€ expense in 2021 • 1,250€ expense in 2022 • 0€ expense as of 2023
Option 4	Continue with discount until decision is taken on alternative quality certification (continue with GSH, switch to another system (EU Keymark) or create a VIPA's one)	5,000€ expense until decision is taken on alternative quality scheme
Option 5	Discount connected with increase of membership to the association	To be determined based on n° of new companies joining every year

Options	Conditions	Impact on VIPA Intl Finances	Feedback
Option 1	VIPA Intl discounts the <u>full value</u> of the GSH fee in the membership fee of VIPA Intl members	5,000€ expense	In line with agreement signed but only benefiting 2 members out of 11
Option 2	VIPA Intl discounts the <u>half of the full value</u> of the GSH fee in the membership fee of VIPA Intl members	2,500€ expense	Limited expense but still benefiting only 2 members out of 11
Option 3	Gradual reduction of discount	• 2,500€ expense in 2021 • 1,250€ expense in 2022 • 0€ expense as of 2023	• More reasonable way forward – allows 2 GSH members to include GSH fee in their internal budget • Frees budget for activities that bring value to full membership
Option 4	Continue with discount until decision is taken on alternative quality certification (existing or creating VIPA's one)	5,000€ expense until agreement found on alternative scheme	• No existing international quality scheme. • Not relevant to all applications (eg. appliances)
Option 5	Discount connected with increase of membership to the association	To be determined based on n° of companies joining every year	Not clear how and when the discount would be applied

3. Agreement with the GSH

Discussion on Quality

- What can we do as a group on quality?
- How to address quality along the different applications and geographies?

Options for discussion:

- Continue with Co-operation Agreement with the GSH?
- Look for international **quality** schemes - no equivalent at international or regional level
- Discuss with existing schemes in different countries and encourage them to create a quality based certification system similar to the GSH/RAL
- Create VIPA Intl's quality certificate scheme

4. 2020 Activities

Communications

Website updates

RAL Quality Mark for VIPs

[Home](#) > [Standards](#) > [RAL Quality Mark for VIPs](#)



Going beyond standards

The **RAL quality mark** for Vacuum Insulation Panels (VIPs) is issued by GSH, the European Association of Thermal Insulation Manufacturers. The GSH is an approved inspection and certification body in Germany (No. ÜG049) and in Europe (No.0919), being officially recognised by the European Commission.

The RAL quality mark is a tool for VIPs manufacturers to demonstrate the high quality of their products and increase their customers' confidence in VIPs. Companies using the RAL label are regularly monitored through reporting and inspections to ensure their continued adherence with the quality regulations.

VIPA International and GSH signed **an agreement** back in 2016 that grants VIPA International members with direct access to the GSH. VIPA International member companies can therefore become members of GSH's VIP group which is advising and deciding on RAL

quality assessment criteria and test conditions.

More specifically, VIPA International worked in close collaboration with GSH in defining a new assessment criteria extending the label's application to water tanks, refrigerators, appliances and temperature-controlled boxes, as well as to all core materials including fiberglass. **The new quality assessment criteria (RAL-GZ 960)** was approved by the RAL in 2018.



News

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Kevothermal joins VIPA International

FEB 12, 2020 2020 NEWS



Kevothermal joins VIPA International

[Read more ...](#)

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International Energy Agency publishes reports on super-insulating materials in buildings
VIPA

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Date	21 Jan 2020	Sections	Energy
Links	More information here		

International Energy Agency publishes reports on super-insulating materials in buildings

JAN 21, 2020 2020 NEWS

BRUSSELS, 21 January 2020

The results of the project looking into the benefits and challenges of super insulating materials initiated by the International Energy Agency (IEA) in the framework of its Energy in Buildings and Communities Programme (EBC) are now available.

The IEA-EBC Annex 65 Project started back in 2013 and was managed by the CSTB (the French Building Research Institute). The goal of this research work was to investigate long-term benefits and risks of newly developed super insulating materials and systems and to provide guidelines for their optimal design and use.

The project focused on two super insulating materials: Vacuum Insulation Panels (VIPs) and advanced-porous materials, such as porous silica and aerogel. Partners from countries around the world, including VIPA International's members, actively contributed to this research.

Communications

VACUUM INSULATION PANEL



GLOBAL ASSOCIATION

Regular activity on LinkedIn (24 new followers)

**VIPA International - Vacuum Insulation Panel Association**
109 followers
3mo • Edited •

VIPA is pleased to see that the [#renovationwv](#) confirmed as a priority in the Work Programme European Commission. Member States need to consumption of public and private buildings.

Buildings are responsible for approximately 40% and using [#vacuuminsulationpanels](#) in their [#energyefficiency](#) and lower energy bills. [#EU](#)

<https://lnkd.in/d-pQae7>



**VIPA International - Vacuum Insulation Panel Ass**
109 followers
2mo •

Have you used [#VacuumInsulationPanels](#) in your [#constru](#) projects? We want to hear from you! Please take a few minutes - <https://lnkd.in/dGX9wiC> - and let us know how can this be improved to increase [#energyefficiency](#) in [#buildings](#). [#architecture](#) [#insulation](#)

Share your professional opinion with us on the use of Vacuum Insulation Panels in the building sector

[surveymonkey.com](#)

10

16 • 1 Comment

**VIPA International - Vacuum Insulation Panel Association**
109 followers
6d •

[#VacuumInsulated](#) boxes play a crucial role in ensuring that life-saving products such as the highly perishable human blood preserve their quality during transportation. The [#VacuumInsulationPanel](#) technology used for the transportation boxes protects the blood from extreme ambient temperatures and guarantees that it arrives at the right temperature to those in need.

To find out more, read the VIPA International [#casestudy](#) on NHS BT which uses this [#insulation](#) solution to supply two million blood units to hospitals in England and North Wales each year.

<https://lnkd.in/d-vZKfr>



10

Meetings of the Digital Communications and Public Affairs Working Group

- **New chair: Michel Chauvois, Rexor**
- 1st meeting: 17 March 2020
- 2nd meeting: 2nd part of the year

Ongoing work

- Video on VIPs used in buildings
- 1st case study (Kevothermal)
- 1st newsletter
- Website optimisation

Future work

- Website optimisation
- LinkedIn ad campaign (video)
- Google ad campaign
- 2nd case study & newsletter
- Annual report

VIPA Intl 2020 Activities: Membership outreach

- Call with French company **Chereau** (manufacturer of refrigerated bodies for heavy goods vehicles)
- Contacted us in summer 2019 about Dusseldorf conference
- Interested in becoming Associate Member (5,000€)
- Looking for info on other VIP applications, events, networking
- Will take decision in May
- Not many other contacts received from members
- No news from Siltherm

VIPA Intl 2020 Activities: R&D Technical

New Working Group Chair: Christoph Sprengard, FIW

On-going studies:

Avery Dennison Hanita Study to be completed by the summer and presented at the next General Assembly:

- Effect of moisture content on the thermal conductivity of different types of fumed silica VIPs + behavior of different types of fiberglass desiccants:
 - Duration: July 2019 to June 2020
 - Cost in 2020: 11,250€ (upon completion of the final report)

VIPA Intl 2020 Activities: R&D Technical

Ideas for new projects:

- Long term performance of VIP's in building applications – real-life case study
- Discussion with Strips on possible partnership about 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 developed calculation methodology which will be made public in July. FIW offered to adapt calculation models of INNOVIP project with other parameters/location/data as agreed by VIPA members
 - Initial discussion at Technical WG but not much enthusiasm

VIPA Intl 2020 Activities: Standardisation

CEN Standard

- Second assessment by HAS Consultant expected in May
 - If positive, voting process can start (2 months)
 - If negative, CEN TC 88 WG11 needs to rework on comments again

ISO Standard

- Deadline of September to finalise text – timeframe details not known

5. Schedule Meetings in 2020

5.1 2020 Meetings

Likelihood of face-to-face meetings in 2020?

Will your company authorise travel for VIPA Intl meetings?

Meeting planned at Brunel Uni (UK) on 16-17 September – to be decided if it should be held virtually instead?

- 16 September afternoon: Board Meeting
- 17 September morning: Meeting with Brunel Uni about IVIS 2021
- 17 September afternoon: General Assembly with full membership (associate + academia members)

Schedule of other Board conference calls in 2020?

- November
- Face-to-face meeting in January 2021 during BAU?

5.2 Elections to President position

Gregor's term is coming to an end this September and it cannot be renewed. Candidates for President position needed!

Role and responsibilities of the VIPA International President:

- Facilitate the accomplishment of the Association's strategic goals
- Represent the Association to other organisations, the industry, government, public agencies, the media, and the public; based on a clear mandate received from the General Assembly, the Board of Directors or the Executive Committee
- Preside at all meetings of the General Assembly, the Board of Directors, and the Executive Committee and stir the discussions
- Serve as the main point of contact to the VIPA office, guide and supervise the work of Kellen
- Promote the active participation of all members in the Association
- Encourage the Association membership to prospect members
- Be a supportive leader for all organisation members

6. Any other business