



## MINUTES

### Participants

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Johan Stevens (FEST President/Portugal)  
Edgar Aker (FEST Vice President/Netherlands)  
Sven Machielsen (Belgium)  
Eric Piers (Belgium)  
Tomasz Boruc (Poland)  
Esther Estévez (Spain)  
David Juan (Spain)  
Francois Dubost (France)  
Rachel Chermain (France)  
Magnus Siren (Finland)  
Hans Henning (Germany)  
Kim Holst (Denmark)  
Corrado Oppizzi (Italy)  
Joacim Nordh (Sweden)  
John Newcomb (UK)  
David Harrop (BRG)  
Dan Thirkell (BRG)

### Staff

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Sue Knight (FEST Director General)  
Hassan Abou Jawhar (FEST Association Manager)  
Francoise Maon (Kellen)

### 1. Welcome, Introduction

#### i. Welcome note by FEST Director General and a reminder of Compliance statement

Sue Knight (SK) welcomed everyone and reminded all participants of the Compliance Guidelines governing all FEST gatherings. She informed the members that Hassan AJ will be leaving FEST for a new career opportunity in the UAE. SK thanked Hassan for his contribution to FEST and wished him every success in his future career. The FEST board is in the process of accommodating Hassan's replacement from Kellen. More info will be shared with the members in due course.

#### ii. Approval of previous minutes, 24 March 2021

All attendants approved the minutes of the last meeting of 24 March 2021.

#### iii. Opening Address by FEST President Johan Stevens (JS)

JS encouraged all members to participate during the meeting and voice their opinions on the several topics that will be discussed. JS thanked the project leaders for all their hard work and gave an overview of the 2021 activities. He then highlighted the problems FEST faced with wavering sponsorship of the Congress and the very low level of registrations to date, that he would raise again later on the agenda.



## 2. Approval of the accounts

### a. FEST Profit & Loss Account 2021 versus 2020

The profit and loss account for 2021 (see Slide presentation) shows cost savings arising predominantly from reductions to management charges, resulting in a small profit of €11,653 for the year. Regarding the expenses, SK highlighted the 20% reduction for Kellen services and for the Director General.

The Balance sheet shows an outstanding loan to the FEST President of €75,000 related to the Congress expenses. This amount will be recouped when the Congress takes place in September 2022. Lastly, there was a significant saving against budgeted expenditure on the FEST EMDG, both on maintenance and promotional activity.

### b. FEST Balance Sheet as at 31/12/2021

The Balance Sheet as at 31/12/2021 (see Slide presentation) shows the outstanding loan of €75,000 as the deposit on the hotel and other expenses relating to securing venues and speakers for the FEST Congress. This money will be recouped once the FEST Congress eventually takes place. With a healthy 2021 Balance Sheet, FEST is looking forward to continuing its support of the European wholesaler industry throughout 2022.

### c. Approval of the 2021 Accounts

The 2021 FEST accounts were prepared and finalized by Kellen accountants and audited in February 2022 by Dr. Henning and Mrs. Estevez. In addition, they were also audited by external accountants in Brussels. They show a positive result of €11,653.27. There being no queries from the members, the accounts for 2021 were formally approved.

## 3. Re-Appointment of the FEST Auditors

### ❖ Vote on the re-appointment of Dr. Hans Henning and Esther Estevez for 2022.

There being no objections from the members, Hans Henning and Esther Estevez were formally appointed as FEST Auditors for 2022.

## 4. FEST Congress update

JS informed the members that following the launch of the FEST Congress website in January 2022, the number of registrations were very low. He emphasized that this would have a huge impact on FEST's credibility going forward and severely jeopardize future income from Associate Members if it fails to attract enough wholesaler delegates. He urged members to promote the event and encourage as many wholesalers as possible to register as soon as possible. Some suggestions were discussed about further promotional activity.

### Action list:

- John Newcomb to share with JS promotional material from UFEMAT
- JS to provide video material to the members for them to share with their members
- JS to provide a PDF summarizing the content of the Congress on the FEST congress website

## 5. a. Discussion and approval of the Membership fees and Loss of Members

- ✓ Discussion regarding the potential reduction in income due to loss of members?
  - Norway association has left FEST due to its dissolution.



- SK stated that Dornbracht was the only Associate Member that had failed to make the subscription payment in 2021.
- ✓ How should we treat non-paying members going forward?
  - See Articles of association.
- ✓ What actions do we take to have a stronger FEST?
  - Proposal to have the FEST board meet with other associations in order to have an intellectual exchange (ex: the hydrogen association in France, EUEW etc.)
  - FEST could lead discussions with big producers on data exchange.
- ✓ How do we satisfy the Associate Members?
  - Proposal to include the Associate members in the different WG's, when appropriate. However, there is a need to be careful in not having the Associate members influence these meetings.

#### **b. Current subscription fees**

SK shared the current subscription fees agreed in Brussels in 2016. Following a debate, she proposed that due to the high growth in costs, it was the right moment to increase the subscription fees across the board by 3% for 2022. A further decision would then be taken during the upcoming FEST Advisory board in September 2022 to introduce small regular annual increases.

#### **6. Nominations for future Vice President and timetable rotation**

SK thanked JS for his extended time in office as President of FEST and his personal contribution during what had been a very difficult period. Edgar Aker from Solar Nederland (Netherlands) will succeed to the FEST Presidency following the Congress in September 2022. SK invited members to propose nominations for the new FEST Vice-President, to succeed to Presidency in March 2024.

##### **Action list:**

- **Members to propose nominations for the FEST Vice-President.**

#### **7. Presentation by BRG on Market Reporting**

David Harrop (Managing Director at BRG) and Dan Thirkell (Director at BRG) shared their report on Bathroom & Heating Market Overview (See slide presentation).

Following questions and wider discussion, the members agreed to proceed, making the certain stipulations, as follows:

- The Market data should be based on year 2021 and historical comparisons for 2020 and 2019.
- The report removes Norway from the scope of countries.
- BRG would be invited to do a presentation during the Congress in September 2022

#### **8. Approval of the 2022 Budget**

The proposed budget for 2022 (see Slide presentation) shows:

- ✓ A 32% increase for Kellen services, compared to 2021;
- ✓ An 8% increase for the FEST Director General, compared to 2021;



- ✓ An allocation of €5,000 on the maintenance of the EMDG, pending further opportunities.
- ✓ An amount of €10,000 allocated for translators at the FEST Congress. SK will interrogate the members to establish which countries require translation.
- ✓ The fees for the BRG report will have to be taken from FEST's reserves.

#### **Action list:**

- **Following the members' approval, SK agreed to apply the 3% increase to the subscription income, add back the arrears from both Spain and Luxembourg and recirculate the finalized budget with the Minutes.**

### **9. Reports on the various Working Group topics**

#### **a. Product Regulation WG**

HAI gave a brief update about the FEST Product Regulation WG.

#### **Focus for 2022**

- ✓ Key policy initiatives: **Ecodesign and Energy labelling "Taps and Showers", Regulation of products in contact with drinking water (Drinking Water Directive), BACS requirements in the revised EPBD, SCIP and Environmental Product Declaration (EPDS) for construction products.**
- ✓ FEST members can access all Key policies in the "Member's area" on the FEST website.

#### **b. Logistics WG**

HAI gave a brief update about the FEST Logistics WG.

#### **Focus for 2022**

- ✓ Planned Workshop in Q2 , 2022
- ✓ Call for FEST members to participate in the FEST Logistics taskforce.

#### **c. Sustainability WG**

HAI gave a brief update about the FEST Sustainability WG.

#### **Focus for 2022**

- ✓ Key policy initiatives: **Ecodesign and Energy Labelling Working Plan 2020-2024, Sustainable Products Initiative (SPI), Construction Product Regulation (CPR) and Carbon Border Adjustment Mechanism (CBAM).**
- ✓ FEST members to share best practices on how to increase sustainability in buildings.

#### **d. EMDG WG**

Magnus Sirén having left the meeting, SK gave a brief update on the EMDG. FEST has held discussions with EUEW about use of the standard. ETIM International are also applying EMDG in the development of their own standard.

### **10. FEST Newsletter**

SK notified the members about the FEST quarterly collaboration with Krammer Redaktions. 8 editions have been shared in 2020 and 2021. Members have the possibility to provide input that would be included in the upcoming newsletters. The next edition is due for end of March 2022.



**11. AOB**

SK highlighted the revised dates for Mostra Convegno and suggested that members seeking tickets and accommodation for the event should contact her.

There being no other business, the meeting ended at 11H10 CET.