

IFF - SP Meeting, IFF Office, March 16th, 2017

Participants: Lars-Åke Henriksson, SP
John Liljelund, IFF general Secretary

Report on present issues**1. Opening**

Mr. Liljelund opened the meeting at 09:30 at the IFF Office, Helsinki, Finland.

2. General issues**Last meeting March 2016**

- The financial situation in relation to E-SG/Exel is still problematic and has informed that they want to pay Swedish VAT. The new invoices will have to be paid by the 19th of March 2017. E-SG/Exel has sent in a Swedish VAT number to SP. SP has changed the invoicing to the Swedish entity, without knowledge of ownership of the Entity. IFF has been in contact with E-SG/Mr. Jaakko Aro, which has informed that there has been some changes in the structure of the Company.
- IFF has sent the invoice to Renew for the continuation of the exemption for missing IFF embossing on the blades.
- SP has not yet published the new SP material Approval web-page, the new SP page will be launched after the end of the season, on the 1st of June. Information must be sent to Ms. Minna Nurminen, so all changes can be made on the IFF web page.
- Surveillance test materials pick-up done for Powerstick and Tonnisport, but not Jii-Tee Sport. No reaction form Jii-Tee Sport, despite contacts from SP and IFF. This is to be handled in the Surveillance tests for 2017.
- Cost for printing of Stickers. SP has investigated the cost and are somewhat it is within limits compared to the self-printed one. The price for the printed sticker is 0,43 CHF for the next year.
- Cost for the printed sticker for the goal cage and rink piece has been the same for a period of 17 years. They will be increased from 1st of July 2017 to 6 CHF for the Goal Cages and 110 CHF for the complete rink

- **Material Regulation**

The Material Regulation 2018 draft must be out before the summer and the Material Board (previous DB) must have discussed it in June, one year before it comes into force.

- **Dispenses**

There are none at the moment. The plastic stick shaft protection is maybe on the way in. There are just two companies with dispenses presently, which will seize on the 30th of June. SP will send out a question if the companies are to prolong the dispencies.

- **New Companies:**

- **Approved New Companies:**

- No new companies approved last year.

- **On the way in:**

- KV2 (SUI), sticks
 - Biltema (SWE), sticks for own production
 - Sport Ace International Corporation Ltd, (TPI), ball

- **Questions from new companies**

- Zhongzheng Group (OTC China), rink
 - Bosport s.r.o. (Petr Zoulik) (Czech Republic), face mask
 - Bauer (Ken Casham) (USA), face mask
 - Henrik Bennarp (SWE), rink
 - Skandia sports (Ahasan Nazir) (NOR), stickers
 - Nordic Sport (Dick Hedman) (SWE), rink & goal cage

Report on present issues cont.

- **SP web site/Newsletter**
 - There was two newsletters sent during 2016 and the web site is regularly updated
 - The web site updated has been delayed until summer 2017.
 - The new web page will be opened on the 1st of June.
 - The new domain name is IFFequipment.se

- 3. **Marking of products**
 - **Development of pre-sold markings:**
 - The amount of pre-sold marking stickers for total year 2016:
 - From the start of the year 2016:
 - Balls 2.299.012 pcs (2.302.704 pcs) -0,2 %
 - Sticks 636.851 pcs (708.728 pcs) -10,1 %
 - Goals 1.582 pcs (2.712 pcs) -42,7 %
 - Rinks 420 pcs (415 pcs) +1,2 %
 - Face masks 6.300 pcs (2.010 pcs) +213 %
 - The decrease in stick sales is around 71.000 sticks, equalling -10,1 % compared to 2015.
 - All ball manufacturers have handed in the yearly reports.

 - **Development of pre-sold markings:**
 - There is a total of 48 of active companies (47 in 2015), with 445 (419) certificates:
 - There are 14 SWE, 11 CZE, 8 FIN, 5 SUI, 3 POL, 1 CAN, 1 HK, 1 LAT, 1 CHN, 1 PAK and 1 TPI companies.
 - There are 28 (26) approved balls, 1313 (1369) sticks names (162 blades), 16 (16) goals, 23 (23) rinks, 10 (7) face masks and 34 (26) Protective eye-ware products.
 - The price of the marking stickers has been the same since 1999, some changes are proposed for next season for the Goal Cages and Rinks.

 - **Not paid invoices**

	IFF Stickers	SP Testing/Certification
- LEXX/LUC Marketing GmbH:	Total 32.010 SEK	Total -
- Tonnisport Oy	36.303 SEK	-
- Jekab HB:	398 SEK	-
- Fejt Tomas Raven	7.057 SEK	-
- Argentum Sport AG	1.926 SEK	-
- E-SG Oy	249.811 SEK	48.800 SEK
	327.505 SEK	48.800 SEK

 - There is also an protective eye product for E-SG/Exel, which has not been tested due to missing payments.
 - SP has to invoice the delay payment, as discussed before with SP in Borås 2016.
 - IFF/SP will await until the end of April before more actions are taken.
 - Liljelund to investigate how to deal with working with a company to secure the payments through Instrium Justitia.

- 4. **Surveillance Market Control**
 - The yearly surveillance market control has been carried out.
 - Following products have be tested in 2016:
 - 25 pcs sticks has been tested
 - 7 pcs goal cages has been tested
 - 7 pcs rinks has been tested
 - This year there were a total of one discrepancy found in the marketing control, with too long sticks of one item. The Company in question has not answered to this.
 - Based on the evaluation with SP sanctions have been sent out to the companies failing the surveillance test.
 - SP will send the material to IFF.

 - **Market Surveillance Control 2017**
Based on the new Material Regulation, SP/IFF will continue to collect material for testing at the companies warehouses etc. If needed SP/IFF can buy products from warehouses.

IFF to help with collection of materials.

5. **Material Regulation MR2016**

- SP/IFF has not received any proposals for the Companies for the Edition 2018, which has somewhat delayed the process.
- IFF will send out the proposal to the manufacturers in end of May
- Material Board meeting in June, where decision is made.
- Material Regulation edition to be published by 1st of September 2017
- It takes effect 1st of July 2018.

6 **Floorball accessories**

- One company has approached SP with an idea to have a protection layer for the stick shaft.

7 **Agreement between SP/IFF**

- SP proposes to use a maximum of 42.000 CHF for direct test costs during 2017 and 2018 in the agreement appendix between IFF and SP.

8 **Other Issues**

- IFF will change logo in May 2017, SP to change it for the big stickers.

Upcoming meetings and issues

- The next meeting will be held in October 2017.
- The IFF Development Board Meeting in June 2017.

Issues that need to be discussed or decided upon or taken action upon

- SP to check which company has been registered in Sweden for E-SG/Exel
- SP to inform Minna Nurminen about the publication of the new SP web page and the Material Approval
- SP to increase the price of the printed stickers to 0,43 CHF from the 1.7.2017.
- SP to increase the price for Goal Cage to 6 CHF and the whole rink to 110 CHF
- SP to ask Renew and Powerstick if they are in need of the continued dispense.
- SP to check-up with the companies which are in debt to IFF and SP before end of April
- SP ones again ask the SP Financial department to invoice the delayed payments.
- SP to send the sanction information to IFF
- IFF to send out sanction decisions
- IFF to inform and provide SP with new logo in May.
- SP to prepare the draft for the Material Regulation.
- IFF to prepare the DB meeting for June, venue open
- IFF to check how IFF could speed up the payment process through companies like Instrum Justitia.

New ideas, etc...