

## Exel Sports Oy meeting, Vantaa, November 22<sup>nd</sup>, 2006

**Participants:** Joacim Bergström, Sports Manager  
Marja-Leena Koskinen, Marketing Manager  
John Liljelund, IFF general Secretary

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**Report on  
present issues**

**1. Opening**

The meeting was organised in order to discuss the open issues concerning the co-operation between IFF and Exel Sports.

**2. ISPO 2007**

We discussed the Development board meeting and concluded that the same PPT presentation and a separate invitation will be sent out to all manufacturers on the SP list next week, in order to invite them to the Fair.

As Mr. Bergström had during the meeting raised the question concerning the maximum size of the stands, the size of the Stands has to be discussed by IFF and DVB members. Mrs. Koskinen was disappointed that the Development Board had limited the size to only 24 m<sup>2</sup> and demanded a bigger space, which she claimed that Exel needs. The suggestion was to either enlarge to space span to 12-36m<sup>2</sup> or use the 24+24m<sup>2</sup> is ok if the brands can design the setup inside this area as they like, keeping in mind the restriction of the minimum size of 12 m<sup>2</sup>. Mr. Liljelund was to present this proposal to all parties.

EXEL sports contact person for the ISPO project is Marja-Leena Koskinen.

There will be held a turn-over meeting during the European Cup in Varberg 3-7<sup>th</sup> of January, with Koskinen Exel Sports, Martin Kössler/ISPO and IFF.

The next Development Board meeting will be held on 6<sup>th</sup> of February, Tuesday at ISPO with Munic Messe. Mrs. Koskinen to participate and suggest also Martin Kössler/Isipo.

**3. Exel Sports Material deliveries:**

According to our agreement Exel has to supply IFF with a number of Floorball materials. This issue was discussed thoroughly.

Exel Sports has to deliver the following material:

**2 x Rinks:** The rinks would be needed at the European Cup in Varberg. Mr. Bergström to check with Swerink if there are two rinks available. Delivery to Varberg is possible, but delivery time will have to be checked on Monday 27 of November.

**4 x Goals (official size) :** Official Goals will be sent to IFF, with Goal Stickers. Mrs. Koskinen will check the size of the Goal stickers.

**Balls:** Exel sports will send 2800 Vanilla balls to IFF. The difference to the yearly 4000 balls is already shipped to U19 & Varberg.

**500 sticks:** Exel Sports will deliver Miracle Sets+ some other 50pcs better sticks in flex 2.3-2.7 flex to be sent to IFF.

**10 Goalie sets:** Exel Sports will send Sr, M/3, L/3, XL/4, No Changes Pant, Jersey, Helmet to be sent to IFF

The orders for this will be done by Mr. Bergström next week.

**4. Follow-up from Germany U19 WFC**

Everything worked well during the U19 WFC in Germany. The ads where in place and the exhibition of EXEL & Canadien worked well with stands and importers.

It was noted that the Face off stickers, that glue are loosing otherwise good.

**5. Routines for ordering materials and Ads for each year.**

Exel Sports wished that IFF would make one order every year when it comes to the commercial material we are using in the IFF Events.

It was decided that IFF will order all the sticker materials for the Events during 2007 already in January.

Stickers 1 order / year

Adds 2 weeks in advance before each event dead-line.

## Report on present issues cont.

### 6. Other Issues

EXEL Sports will inform the importer in each market 6 months before the start of the IFF Event. Exel to give info of how contacts shall be done at importer meeting and to each country.

### SCHEDULE coming Events

2007

12-20<sup>th</sup> May, WFC 2007 Woman, Arena Nord Fredrikshamn, Denmark.

Partner: IH Aps

5-11<sup>th</sup> November, U19 Men, Wankdorfhalle Bern, Schweiz.

Partner: CCS

2008

January, Europé Cup, Helsinki/Vantaa. Finland.

Partner: EXEL Sports

May, WFC Men, Prag, Cz Rep.

Partner: EXEL Sports

### BALL PROJECT 2010

Decision is that Bergström check status if anything is started and get back for a second meeting. Mr. Bergström proposed a meeting with IFF/Jansson & Liljelund, in order to define the possibilities to have a ball development project.

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## Upcoming meetings and issues

- Meeting with Messe München, in Varber 3.1.2007
- Development Board meeting in München 6.2.2007
- Ball project meeting during European Cup 2007 in Varberg.

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

- Make the order for the 2007 Exel stickers by end of January
  - Events: Women WFC qualification, WFC 2007, Euro Floorball Cup qualification and U19 WFC.
- Organise storage room for the material to IFF

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## New ideas, etc...