



IWMA Member Meeting

November 4, 2010, 4.30 p.m.

National Technical Library Prague

Minutes

1. Welcome
2. Agenda Review
3. IWMA Report
4. Election of the Board
5. Election of the Auditor
6. General Discussion

Participants:

See attendance list

1. Welcome

The chairman of the board, Mr. Ragnar Wighus opened the member meeting 2010 at 4.30 p.m. and welcomed the attendees to the member meeting 2010. The chairman gave the word to the Secretary General, Matthias Ecke, in order to guide through the meeting.

2. Agenda Review

The Secretary General introduced the planned agenda and stressed that the member meeting is going to be held the first time in a water mist protected building.



Furthermore, the shift of the member meeting from Friday to Thursday has been a good decision since apparently more IWMA members have the opportunity to attend.

3. IWMA Report

The Secretary General explained the work items being carried out over the last year. It was emphasized that the annual conference is still the most important and main event in the yearly calendar of IWMA. It was again possible to have over 100 participants at the conference which is considered to be a good number for a small market segment as water mist certainly is. It was about the same number as one year before in London.

The attendees come to over 90 percent from European countries, just very few attended from Asia or North America. This information shall be kept in mind for the discussion where the next IWMA conference shall be.

It was assessed that we had a good conference with good papers and presentation and the site visit was also well received. However, it was pointed out that the fact that few presentations could not be given due to different reasons is something that we have to avoid next time. That was certainly disturbing.

Another important column of IWMA's work is the seminars. After the last conference we have had seminars in Denmark, The Netherlands and the USA. The European seminars had an attendance of 60 participants each whereas the American one had about 40 participants. Therefore, we have to find ways to raise the interest in the USA for water mist.

Further seminars for 2010 are planned in

Italy (25th of November)

Germany (30th of November)

France (2nd of December)

Seminars will be also planned for 2011. United Kingdom, Spain, Scandinavia and Belgium are candidates so far. This list will be completed by the board in one of the next meetings and the members are also welcome to make suggestions during the general discussion.



The standardization work was mentioned as one of IWMA's key fields to be active in. It was pointed out that the British standard for water mist systems is currently under preparation and the IWMA is asked to provide its comments.

IWMA is still present and active in the CEN working group. However, it can be noticed a generally decreasing interest for the CEN work. One of the reasons is the status of the CEN as technical specification. Because of that it is not really used a lot. Furthermore, the revision of the NFPA 750 was finished some time ago. However, just some editorial changes could be recognized. A substantial change of the guideline took not place.

The participation in the IMO FP meeting remains important for the IWMA and the organisation will apply for an official status at the IMO.

It was stressed that the IWMA scaling project and the results of that project had an impact on the work during the last FP session and scaling was finally allowed to be used according to the text below:

Scaling from the maximum tested volume to larger volumes may be accepted based on the approval fire test scenarios in Appendix B paragraph 4.3.1 Table 1 (MSC/Circ. 1165), provided that:

.1 none of the test fires 1 through 4 has an extinguishment time exceeding 10 minutes; and

.2 provisions of the table below are met.

<i>Average time to extinguishment for the three fires with the longest extinguishing times (tests 1 to 9)</i>	<i>Scaling factor</i>
<i>≤ 10 minutes</i>	<i>2</i>
<i>12.5 minutes</i>	<i>1.5</i>
<i>15 minutes</i>	<i>1</i>



Linear Interpolation may be used for average extinguishing times between the values above. The ceiling height shall not be increased over that tested. All the volumes referred to should be the net volume

It was stressed that research work will be kept as part of IWMA's work and strategy for the future. We have carried out the sliding pressure project, we have carried out the scaling project and further projects will follow.

Alex Palau has submitted a proposal to investigate the operational area for water mist systems in comparison to sprinkler systems. The issue was discussed by the Scientific Council and the next step is to calculate the size of the project and the necessary funds, respectively.

It was further mentioned that IWMA is trying to place articles in several fire protection magazines and that position papers are used, if needed, to express and IWMA opinion. These tools are also appropriate to support IWMA's visibility in the market. Moreover, IWMA will be present at various fire protection events. IWMA will likely become a supporting organization of the Eurofire conference 2011. That will also help to raise IWMA's profile in the market.

The Secretary General stressed that the IWMA is somehow a unique organization because it involves system manufacturers, distributors, component manufactures, research bodies, AHS, test laboratories and private persons. That is a challenge and a chance at the same time to serve these groups as a trade organization and a research organization.

The financial report was explained to the members and the auditing report by Lars Elsrud for the business year 2009 was introduced to the members. It was stated that we have money available for research work. The board will decide during 2011 what can be done best with the funds in order to reach the biggest benefit for our members.

Finally, some market data was presented and it became clear that water mist technology has nowadays roughly 0.5 % market share compared to sprinklers. It should be the intention to raise this market share to maybe 3 or 4 %.



The annual sales of water mist systems are approximately 300 Mio €. The number of sold nozzles is estimated to be between 300 and 350 thousand nozzles. The sprinkler industry sells about 75 Million sprinkler heads per year.

It was also tried to split the turnover for land based applications. The figure below is an estimate for these applications.

Water Mist Turnover (Land) by Segment:

Office Buildings & Hotels	30 Mio €
Industry (Turbines, Engines)	30 Mio €
Rail & Tunnels	30 Mio €
Heritage/Archives/Libraries	20 Mio €
Data & Telecommunication	20 Mio €
Food Industry	5 Mio €
Total	135 Mio €

The Secretary General concluded this initial presentation and asked for questions and comments. No comments were made at this point by the members.

4. Election of the Board

The Secretary General explained to the members that two board member will not continue after the member meeting 2010. Mr. Matthew Daelhousen will take on a new position at FM. However, a colleague of him at FM; Mr. Jonathan Carpenter, would we willing to serve on the IWMA board. Furthermore, Mr. David Wells will leave TYCO in the UK and therefore also leave the IWMA board. In this case Mr. Edward Lister would be willing to serve on the IWMA board for the next years.

Both candidates introduced themselves to the audience. In the first place the election for Mr. Jonathan Carpenter took place. The members present voted unanimously for Mr. Jonathan Carpenter Afterwards the election for Mr. Edward Lister was conducted. Mr. Lister was unanimously elected as well to the IWMA board.

Nobody voted against.

5. Election of the Auditor

A new auditor for the business year 2010 had to be found and Mrs. Chiara Spano was suggested for this position. No other candidates were nominated. Mrs. Chiara Spano was introduced to the audience and was elected unanimously. Nobody voted against.

6. General Discussion

Conference 2010 Review:

Alex pointed out that the conference dinner with combined exhibition was a good experience this year.

Luciano Nigro explained that we have to do a restructuring process of the conference. Otherwise we will sooner or later not have enough to say for two days. There is not so much innovation every year.

Dirk Sprakel stated that we have had a lot of good papers which might sound surprising. However, it was not nice that two presenters cancelled their presentations. Next time we should have two backup presentations. We should more invite people for presentations and certain topics that we would like to see at the conference and not wait for any submissions.

Erling Mengshoel asked what kind of selection process is used for papers.

Ragnar Wighus replied that there is not a well-structured process as we see at very academic conferences. We tried to have a good selection process but it never worked out well. The right way would be to have the papers one year in advance but that doesn't work. We would lose freshness and fresh information if we go the strict academic way. We usually ask people if they can present something, and some submit an abstract by themselves.

Mr. Ferritti proposed that the venue as well as the date for the next conference could be already announced during the conference. People could already block these dates for the upcoming year.

Luciano Nigro pointed out that we should make it more a conference with exhibition instead of being only a conference. By having more exhibition time we could have maybe more public attending.

Rüdiger Kopp said that we normally try to get local people involved. The first evening could be an exhibition, and the exhibition could be for free of charge for the people. Probably more people would come to learn something about water mist technology.

Luciano Nigro proposed that, if we for example are in Poland, potential attendees could for example pay half of the fee.

Rüdiger Kopp added that the conference should be for the experts, and the exhibition could be free for all interested people.

Henrik Bygbjerg supported the idea of a free exhibition for local people and others being interested. A keynote speech could be added to the exhibition.

Carsten Palle stated that we have to make some changes. Otherwise people will not come.

Dirk Sprakel asked the question is if we will get enough exhibitors. The idea is nice, but do we have finally enough exhibitors.

Luciano Nigro replied that we probably would have 7 exhibitors. However, we should not exhibit to each other. Therefore, other people would be nice.

Ragnar Wighus said the double amount of people should be attracted for the exhibition from local side.

Rüdiger Kopp pointed out that we have been successful with seminars, and engineers, consultants and so on attend these events. And these are also the people we would like to see at the exhibition.

Dirk Sprakel added that translation could be a useful tool to bring us more people.

Ragnar Wighus tried to sum up and said that the stand up dinner was a success, but what we have to do is attract more people to the evening exhibition.

Luciano Nigro supplemented to invite local people to the dinner

Ragnar Wighus explained the meeting in the library was a good experience and it was nice to see an actual water mist installation. Local architects could be interested in that and should be invited. The reason why water mist is finally chosen is probably strongly linked to the architects.

Carsten Palle agreed that architects play an important role. Carsten further said it would be good to see at the conference also a presentation of the IWMA research work.

Bert replied we were not ready yet to present anything on the research project

Henrik Bygbjerg argued it would be good to just inform the audience about the current status of what is going on within IWMA.

Erling Mengshoel emphasized that there is really a lot to discuss at the meeting so there should be more time to discuss the issues in detail.

Dirk Sprakel replied the member is open for all issues. In the past, however, people did normally not stay for the Friday. It would be nice if we can discuss for 5 or even 6 hours. But we need the members to attend the meetings

Edward Lister pointed out we are trying to talk about important issues in very short time. That should be a starting point. The marketing aspect was missing during the conference.

Henrik Bygbjerg suggested we could start with the member meeting and do the exhibition and conference afterwards.

Dirk Sprakel stated most people are interested in the technical papers, and the audience do not want to hear so much about marketing strategies.

Market development:

Erling Mengshoel pointed out that the overall objective is to promote and expand water mist technology for fire-fighting.

Therefore, sales are important and research and development is important, too. The association should publish more opinions on that.

Ragnar Wighus said that he wants to get utilized his research results. So we have to get the information out. The fundamentals of water mist can rest for a while, and the question is how we can apply water mist to the world.

Bert Yu said people still often think that water mist is some kind of magic which is very costly.

Rüdiger Kopp mentioned that particularly engineering offices would like to see some guidance where to actually apply water mist. The French guideline summarizes where water mist is used and what is necessary to get it used.



Luciano Nigro suggested we should inform people about approved water mist systems.

VdS approved systems and the other one could be published by IWMA.

Carsten Palle added a library should be set up where you can browse for certain literature provided by manufacturers, People could see then where water mist can be applied and so on.

Dirk Sprakel pointed out there is uncertainty in the market how to use water mist. There are few approvals, some tests have been done, some installations are maybe done without approvals. The French document is available in English and can be used to some extent.

A communication student could be useful to find out how we can communicate these things better to the market.

Luciano Nigro stated we should start a work item on this how to make water mist more friendly. We could send in comments within a certain time period how to find an answer.

Bert Yu explained people need to understand the technology before they actually use it. End users compare a test protocol with the real world and that confuses a lot because the real world is much different.

Erling Mengshoel said that every system is different. For residential applications a test was shown to engineers and they understood the technology. We need a test standard to test to.

Henrik Bybjerg argued that he would not support the publication of long reference lists.

Ragnar Wighus said if we have ideas to make water mist more friendly, then send proposals to the board.

Dirk Sprakel expressed his hope that all agree that we can do safe water mist systems. There might be a communication problem to get this message to the design offices. We have to write it down that water mist systems are safe.

Break

Ragnar introduced the idea to set up a group that makes a position paper on the CEN standard before the revision takes place. We need somebody who collects ideas and compiles these ideas. We have maybe a 3 or 4 months time period to do that. It is planned to appoint one person to do this work.

Alex Palau asked why we need an extra group because we have the CEN meetings to discuss this issue.

Dirk Sprakel replied the idea was to have a kind of revision of CEN. Opinions could be sent in and somebody collects them. That was discussed in the board. It does not work in CEN and we are not getting anywhere

Henrik supported Dirk and said it is not efficient within CEN. There is a lot of discussion but no action.

Alex Palau said that we are basically the same people as in the CEN group.

Ragnar Wighus mentioned we want to involve some fresh people here, and we need people who are experienced in standardization work.

Luciano Nigro explained we are right now at the stage that the second edition will be published in 2011. The key meeting for this standard will be in February. There will be decided where to go in the next months. I propose to forget about the protocols for a while, and to concentrate on design and installation. That could be treated separate from the protocols. Two or three standards are not reasonable for Europe. Afterwards the standard itself should be revised.

Carsten Palle agreed and stated to forget about the test protocols.

Ragnar Wighus explained that a group shall be formed and an editor shall be hired. Members shall be involved and raise their opinions.

Research:

Alex Palau mentioned with respect to the operational area project that we need a scope from the board how to approach the project further. Maybe we spend three years and a lot of money and our result is that the operational area is bigger compared to sprinklers. Maybe we see that it is equal to sprinklers.

Ragnar Wighus suggested that Alex presents the half time results of the project, and the board will decide based on that.



Carsten Palle said it would be very hard to make a smaller area compared to sprinklers. It would be hard for the market to swallow. We might wait 50 years when statistics is available.

Dirk Sprakel we actually cannot have a smaller area compared to sprinklers. We have to look at the matter anyway when we revise the standards.

Luciano Nigro stated we must say anything about this topic. We have a strange way in Europe to determine the operating area. We do not really know where it comes from. We should not stick to the European rules.

Conference Venue 2011:

Carsten Palle suggested that Hamburg would be a good place, and we learned that Germany is the biggest market in Europe. Krakow was suggested by some of the conference attendees. Dirk Sprakel said that Krakow is not easy to get to.

The members agreed finally to conduct the conference in 2011 in Hamburg and in 2012 in Barcelona. It was agreed to choose a date between late September and early October

The chairman, Mr. Ragnar Wighus, thanked all participants for their contributions and closed the meeting at 7:15 p.m.