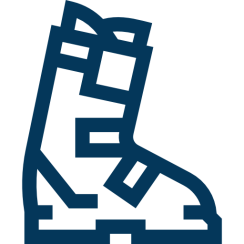
**FESI Ski Taskforce meeting**

**DATE: 28/01/2020**

**TIME: 01:00 – 03:00 pm CET**

**LOCATION: ISPO, Munich, Germany**

# List of participants

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| **Name** | **Organisation** |
| Mr Matjaz Meglic | Elan |
| Mr Helmut Holzer | Amer |
| Ms Sara Asmoarp | Faction |
| Mr Jerome Pero | FESI |
| Mr Werner Sickinger | Fischer |
| Mr René Harrer | Head |
| Mr Jonathan Wiant | Marker Dalbello Volkl |
| Mr Brice Blancard | Union Sport Cycle |
| Mr Jochen Schaefer | Legal Counsel |
| Mr Michael Nendwich | VSSO |
| Mr Gernot Kellermayr | VSSO |
| Mr Wolfgang Mayrhofer | Amer |
| Ms Fabienne Abondance | Rossignol |
| Mr François Benaben | Rossignol |
| Ms Ariana Colombari | Tecnica |
| Mr Stefano Trentin | Tecnica-Blizzard |
| Mr Peter Kuba | K2 |
| Mr Bastian Tieleman | BSI |
| Mr Luka Grilc | Nordica |

1. **Agenda**

1. Introduction Head of FESI Winter Sport taskforce

2. FESI Market data

* Discussion on current 2019 edition
* Preparation of 2020 edition potential improvements of price points and format

3. ISPO Fair assessment of 2020 edition and way forward

4. Sustainability

* French proposal for an EU project on recycling of winter sports equipment – Presentation Brice Blancard Union Sport Cycle
* Promotion of sustainable Winter Sports – SATI project

5. Rule 40 State of Play and EU scrutiny

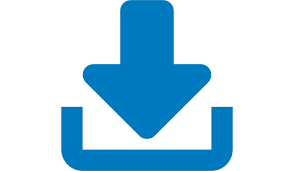
6. Free Trade Agreements

7. SO 23233 Alpine ski boots with improved walking soles / GRIPWALK

8. Any Other Business

9. Conclusion and organization of next meetings

**The Power Point Presentation of the meeting can be downloaded by clicking on the button below**

**[](https://fesisportorg.sharepoint.com/:p:/s/Homepage/EbNz2eoHVfNHjDwjdjkwfe0B0HKcutRYPNl3RZ1BpVYCqg?e=4mx3oL)**

# Minutes of the Ski Committee meeting

1. **Introduction Head of FESI Winter Sport taskforce**

René Harrer welcomed participants and was pleased to notice the high participation rate which once again confirmed the interest of the members in the coordination potential and topics of FESI.

**2. FESI Market data & improvements**

Members discussed the evolution of the market data provided by FESI. Werner Sickinger reminded everyone that for the next edition it would be good to set up a **“pool estimation” for the data of big accounts of non-FESI members**. Members agreed. A list of experts to oversee this exercise was suggested as follows: Werner Sickinger (FISCHER), René Harrer (HEAD), Jonathan Wiant (MDV), Pascal Roux (Rossignol).

Along with this idea it was also suggested to have a similar “estimative” approach for **Touring Skis** for non-FESI members. Participants agreed.

Members also mentioned the confusion among participants about how to report the **US data flat skis vs System Skis**. This should be clarified.

Members also welcomed **the FESI PR campaign** which was a great success and referred to in many different specialized and regular media outlets. This was also confirmed by the national federations which also communicated about their national data. Participants agreed that it would be interesting to enhance the number of positive FESI communications around the sector. It was also noted that minor confusions were raised by the data quoted in the Press Release especially around sell in vs sell out and rental numbers. In order to avoid this in the future it was agreed to create a small taskforce that would review and approve the PR before going out.

Some participants also pointed out that the data requirements about **Nordic Skis** should be refined. Werner and Jonathan volunteered to investigate this.

Jerome also informed participants that EOG was looking into developing **data on snowboards** and was in contact with FESI to discuss about potential collaboration.

Jerome also informed participants that a member inquired about the possibility to **have price points for other markets** such as: Norway​, Czech Republic, Netherlands​, China​. In the interest of comparability and continuity the members declined this proposal for the time being.

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| Action | Responsibility | Deadline |
| FESI to set up a taskforce on “estimation pools” for non-FESI members (including Touring) | **FESI & JW, RH, PR, WS** | March 2020 |
| FESI and members to clarify once more how to report flat skis vs systems in the US | **FESI & members** | March 2020 |
| FESI to set up a taskforce for the revision of Press Release campaigns | **FESI & RH** | April 2020 |
| Clarify the ways of reporting Nordic Skis and product definition | **FESI & JW, WS** | March 2020 |
| FESI to prospect collaboration possibilities with EOG on snowboard data | **FESI & EOG** | March 2020 |
| FESI to send out updated template to all members | **FESI** | April 2020 |

1. **ISPO Fair assessment of 2020 edition and way forward**

Participants welcomed the paper prepared by FESI wish was shared with ISPO and the continuous engagement. This has led to some structural **improvements**. Some concerns were raised about pricing and the quality of services, but it was agreed that this was not FESI’s role to address those.

A major **unanimous** **concern** was raised however about **the date of the next ISPO Munich** which would be scheduled Thu, 28- Sun, 31 January 2021 This is not workable because the OR show is Wed, 27th – Fri. 29th. Therefore, it was asked to check urgently if it would be possible to stay on Sun 24th till Tuesday 26th (ideally 3 days) or work on an alternative solution?

In addition, some further improvements were discussed:

* ISPO to make announcements on the Hour and not in-between (i.e: 1h45 or 2h15) to avoid miscommunication
* The promised Ski Industry Party was virtually inexistent. Much more communication and preparation are needed around the event.

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| Action | Responsibility | Deadline |
| FESI to urgently contact ISPO about the dates in 2021 | **FESI** | Jan 2020 |
| FESI to relay the other issues: Ski Party, Communication around and during ISPO. | **FESI & members** | May 2020 |

**4. Sustainability**

**French proposal for an EU project on recycling of winter sports equipment – Presentation Brice Blancard Union Sport Cycle**

Presentation can be downloaded [here](https://fesisportorg.sharepoint.com/:b:/s/Homepage/ESr_Reh1mJtEo30w2Tab9uQBEXpLEmO2QYTnMsrO4YhPjA?e=TQAjEq)

Brice Blancard made a presentation about a project proposal for the recycling of skis in the alpine region and inquired about the interest of the industry to eventually join the project with the support of EU Funding. There was a general interest in such projects.

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| Action | Responsibility | Deadline |
| FESI, USC and VSSO to further build up the project concept with interested parties and report back to the committee with more concrete asks | **FESI & USC, VSSO** | Jun 2020 |

**Promotion of sustainable Winter Sports – SATI project**

Sarisher Mann made an interesting presentation about the Sustainable Alpine Tourism Initiative that she’s coordinating and invited members to join the event. Her presentation and contact details can be downloaded [Here](https://fesisportorg.sharepoint.com/:b:/s/Homepage/EWF5jL95a95Eu2QYoE5CUhkBAR4R8z1L8bAgPr-sCsmGYg?e=WDz7aC)

1. **Rule 40 State of Play and EU scrutiny**

Jochen Shaefer made an update about the negotiations on rule 40 between WFSGI and IOC. The presentation can be downloaded [Here](https://fesisportorg.sharepoint.com/:p:/s/Homepage/EbNz2eoHVfNHjDwjdjkwfe0B0HKcutRYPNl3RZ1BpVYCqg?e=Q6brX8).

In addition to this Jerome informed members that the European Commission at the request of FESI and BSI was also monitoring the situation especially after the German Ruling and could eventually open up a case against IOC should no suitable solution be found between the industry and IOC.

1. **Free Trade Agreements**

Jerome updated members on the most important **Free Trade Agreements** and its benefits for the industry. He underlined that the **Japan** import duties on Ski Boots had gone from 27 % in 2018 to 22,1 % as of April 2020. The 0% tariff will be achieved incrementally by 2028. (see PPT presentation of the meeting)

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| **DATES​** | **DUTIES​** |
| 01/02/2019 – 31/03/2019​ | 24,50%​ |
| 01/04/2019 – 31/03/2020​ | 22,10%​ |
| 01/04/2020 – 31/03/2021​ | 19,60%​ |
| 01/04/2021 – 31/03/2022​ | 17,20%​ |
| 01/04/2022 – 31/03/2023​ | 14,70%​ |
| 01/04/2023 – 31/03/2024​ | 12,30%​ |
| 01/04/2024 – 31/03/2025​ | 9,80%​ |
| 01/04/2025 – 31/03/2026​ | 7,40%​ |
| 01/04/2026 – 31/03/2027​ | 4,90%​ |
| 01/04/2027 – 31/03/2028​ | 2,50%​ |
| 01/04/2028​ | 0%​ |

1. **ISO 23233 Alpine ski boots with improved walking soles / GRIPWALK**

Helmut Holzer updated participants about the **ISO discussion on Walking Soles**. Presentation can be downloaded [here](https://fesisportorg.sharepoint.com/:p:/s/Homepage/EV_cyfjUWgxBmUZH8Sq8-KEBlewJhGWlVUw1ir6E9vbd-A?e=LwQUkm)

All participating members agreed to keep the Gripwalk branding and mentioned that it was ok to discuss this with suppliers.

Members also agreed to put together a taskforce coordinating a potential promotion campaign with the support of licensees and retailers. Participants stated that FESI could be the neutral 3rd party proposing coordinating such a taskforce and proposing a business model to make it work.

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| Action | Responsibility | Deadline |
| FESI to discuss with Jonathan Wiant about the next steps | **FESI & Jonathan** | Feb 2020 |
| A prospective proposal will be addressed to the members in the preparation of the next Committee meeting | **FESI** | May 2020 |

**8. Any Other Business**

**9. Conclusion and organization of next meetings**

It was agreed to organize the next meeting on the **17th of June 2020**. Jonathan offered to organize the meeting at the Marker Deutschland office in Penzberg.

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| Action | Responsibility | Deadline |
| FESI to organize the next meeting with the support of MDV | **FESI & MDV** | 17 June 2020 |