

European Power Supplies Manufacturers' Association EEIG

3Q16 Management Committee Meeting Minutes

Venue: Conference call

Date: 7th September 2016

Present were:

MC Members

Bernhard Erdl (Chairman)	(BE)	PULS
Dave Connett	(DC)	EPCOS
Paul Lee	(PL)	Murata (secretariat)
Manfred Schlenk	(MS)	Infineon
Hannes Schachenmayr	(HS)	Vicor
Vlad Grigore	(VG)	Efore
Marius Ciorica	(MC)	Nextys
Matthias Emsermann	(ME)	Phoenix Contact
Andreas Hoischen	(AH)	Delta
Andrew Bryars	(AB)	XP power
John Quinlan	(JQ)	Bel Power Solutions
Dermot Flynn	(DF)	Excelsys
Miro Adzan	(MA)	TI
Thierry pelican	(TP)	TDK lambda
Milos Luptak	(ML)	Bel Power Solutions

Non-MC Members:

Paul Conway	(PC)	TC Chairman
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Apologies:

Thorsten Herbert		Siemens
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Actions from last meeting

1. Change of address for EEIG registration action - **waiting for VC/Treasurer election**
2. Chase Huawei for membership - **no response**
3. Fraunhofer potential affiliate membership - **info sent**
4. Identify potential university affiliates - **List to be circulated; 335 identified**
5. Membership details send to Murr Elektronik - **They have joined EPSMA**
6. Cenelec liaison organization status - **Complete**
7. White paper links to universities - **55 sent**
8. Test equipment manufacturers – link to white paper - **Some sent, more to do**
9. Member marketing and job vacancy reminders - **In newsletter**
10. Improve website code for SEO - **some improvements incorporated**
11. 'Half price' offer for documents on website - **Complete**
12. Member logos and text on home page - **On hold to be discussed**

Administration matters

PL proposed that he change his EPSMA title to treasurer and after asking for volunteers, Manfred Schlenk be elected as Vice Chairman. This satisfies the EPSMA formation rules and enables PL to submit a new up-to-date formation contract copy to the EEIG responsible organization in the UK, Companies House.

PL to email MC members asking for agreement to the new arrangement.

Action PL

PL noted that when the UK leaves the EU, in theory, the EPSMA secretariat address can no longer be in the UK. The change will probably not be for about 2 ½ years so no immediate action necessary.

PL noted that he is receiving a lot of update emails from the PSMA about for example energy saving database and their new global standards committee and

now more from Cenelec. Rather than just forwarding these to members, PL will review monthly and try to highlight relevant info to members. All individual members can sign up for updates so can get the full information if wished.

Technical Committee update

Paul Conway presented slides on the technical committee activities since the last MC meeting. See slides circulated with these minutes.

Paul reported no changes to committee members and progress/plans to update various published documents.

Bernd Wunder, Group Manager DC-Grids, Fraunhofer Institute for Integrated Systems and Device Technology (FhG-IISB) has volunteered to be guest speaker at the EPSMA AGM in November and suggested the following possible topics:

- Benefits and challenges of new DC technology.
- Fraunhofer Institute DC microgrid and bi-directional power supply (380VDC <> 24VDC).
- Control for dc microgrid through the power electronics not through a central server so there is no single point of failure.
- The near future of Internet of Things and Industry 4.0 and Fraunhofer concept to handle the changes in the next years.

After some discussion it was agreed to ask Bernd to give an overview of Fraunhofer Institute activities and then some detail about IoT connectivity especially relating to power. PC to communicate this to Bernd.

Action PC

Membership Update

The meeting foils give a summary of the membership situation. Notable points are:

1. Companies Inpotron and Murr Elektronik Finland have joined the EPSMA as full members. They have paid subscription fees with 50% discount given for first year of membership
2. 21 full members, 2 supplier members and 5 affiliate members.
3. No reply has been received from Huawei reference their original request to join the EPSMA. It seems there is no interest in joining now so no

further action.

4. PL has sent invitations to become associate members to University of Paderborn, RWTH Aachen and Fraunhofer Institute. No replies received as yet.
5. PL had an action to identify more candidate affiliate institutions. There is a list of universities in the EPSMA archive with contact details. PL to circulate this list to MC members to ask if any are particular targets

Action PL

Accurate Efficiency Measurements White paper

Links to the white paper have been sent to contacts at 55 universities identified as being related to power.

It was suggested that test equipment manufacturers could be good targets for the white paper. PL has an outstanding action to try to find contacts

Action PL

At 2nd September 2016, a web search for "Accurate Efficiency Measurements" was hit #2 on Google (previously #2), #1 on Yahoo (previously #1) and #2 on Bing (previously #1) for the white paper.

Website Update – PL

New members Inpotron and Murr now feature.

E-commerce for sales of documents now included. Payments can be made by credit/debit card or paypal account linked to the EPSMA bank account.

As discussed at the last MC meeting, documents are showed as half price at £300 each with a bullet point on the home page. No sales as yet though.

SSL (secure socket layer) encryption has been implemented on the payments page to give users confidence in security (<https://>)

Some SEO optimization work has been done eg 'sitemap' html code but more to be done.

Favicon implemented

Still lacking marketing and  content. PL to contact members and remind of the facility **Action PL**

The previous MC meeting had discussed placing member logos on the home page, perhaps in a scrolling banner. PFL noted that it may be difficult to get official permission from all members to do this and to leave some off would be unfair. To be discussed further at the November AGM.

PL showed the latest Google analytics report for website traffic. This showed a lot of activity from Russia but is unlikely to be real interest in members and web features, perhaps searches for 'free sample' databases. PL noted that there is activity on the page: 'Find PSU products' which is currently blank. As there is demand, it may be worth reinstating this feature. To be discussed at the AGM.

Reports have been placed in the members' area on standards activities in India and China, received from CENELEC.

Finance Update PL

All membership dues for 2016 have now been paid.

Paypal account linked to the bank account for any document sales.

John Quinlan has been out of the country so has not been able to audit the 2015 accounts but hopes to do so in October. PL to arrange a meeting.

No document sales.

Inpotron and Murr have been invoiced for the remainder of the calendar year pro-rated for the full year with 50% membership discount = £562.50 total. This will mostly show in 2017 accounting year.

Cenelec fees paid for the remainder of 2016 calendar year 262 Euros

Forecast for the full year is a small profit.

CENELEC 'Liaison Organization' application

Now full 'liaison organization' status.

Password access to collaboration tools received with PL recorded as representative/expert.

Thierry pelican gave an introduction to the information available to the EPSMA and recommended that a member be nominated to monitor relevant Cenelec activity. PC noted that TC members had been asked to do this before with no volunteers. PC will raise the question again at the next TC and PL will try to understand the databases available to be able to pass on information to members. TP reminded the MC that the information is not to be distributed as it is, but a summary of relevant points can be passed to the EPSMA.

Q4 MC meeting and AGM

Q4 MC meeting will be at PULS HQ in Munich during Electronica. PL will check numbers before the day so that Puls can confirm space. Otherwise the meeting will start at 2pm. Further details will be circulated closer to the date.

IPC9592, Any other business

No feedback from members about impact of IPC 9592 in Europe. It was agreed to remove this item from future agendas.

AOB

BE raised some comments about poor service levels and prices from UL/CSA for approval work with some examples. Members discussed how we might present a united case to UL/CSA to address the issues. PL was asked to contact members and set up some sort of forum where problems can be discussed and shared. There is already an EPSMA linked in group but one could be set up for just this issue. When sufficient data on complaints is assembled, UL could be contacted at a high level with, for example an open letter from the major European companies that comprise the EPSMA with hopefully some effect. To be discussed further at the AGM.

Paul Lee 12th September 2016 EPSMA Secretariat