



PRAGUE MEETING INVITATION



EUROVENT INTERNATIONAL  
REACHING BEYOND  
EUROPEAN BORDERS

30-31  
MAY 2022

ART NOUVEAU PALACE  
HOTEL, PRAGUE

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# International agenda & strategy

10:45-11:00h

# International agenda & strategy

## International activities Eurovent

- Founding member of ICARHMA
- ECC activities
- Eurovent Middle East since 2017



# International agenda & strategy

**Eurovent Reform Task Force** (initiated 2019)

**Implementation of TF-INT** (April 2021)

- Group of members with major export activities
- Tasked to develop a strategy
- Define geographical scope
- Action plan

# International agenda & strategy

## Raul Simonetti, CAREL

CAREL supplies high-end components to OEMs

The lack of international activities generates missed opportunities from OEMs *difficult to quantify* and caused by:

- Inhomogeneous normative landscape
- Poor solutions awareness by customers
- Lack of training and limited skills

# International agenda & strategy

## Electrical safety

- Based on IEC, but with local deviations for EU, USA, China, Russia, etc.
- China: CCC or CQC markings through local certification
- Morocco: [Q-CMIM](#) for the marketing of toys and electrical goods

## Refrigerants

- IEC 60335-2-24, -40, -89 are applied with local differences (e.g., EU, USA)
- ISO 5149 «generates» EN 378 and ASHRAE 15/34, but not verbatim

# International agenda & strategy

## Wireless communication (Bluetooth, WiFi, NFC, etc.)

- Lucky example: CE includes immunity + emissions → implies (approx.) US FCC

## Humidifiers

- Different requirements between UL 998 and EN 60335-2-98
- Water Mark: required for Australia, other schemes in other Countries

## Shipments

- KSA: SASO certification that the shipped products corresponds to order; applies to every shipment

# International agenda & strategy

1

- We provide solutions exploiting our *increasing* expertise on HVAC/R (IAQ, ventilation, food cold chain, etc.)
- There are markets which would **welcome our knowledge**.

2

- If we show we have the knowledge **to satisfy needs**, markets will both accept us and, likely, EU norms, which will **make solutions design, manufacturing, sales & marketing, and deployment easier!**

3

- Let's leverage knowledge to **fairly** and **respectfully** spread the European mentality and **relevant acquis communautaire**.

# International strategy

# International strategy

## Formal trade barriers

- national policies
- regulatory development
- protectionism
- administration

## Informal trade barriers

- technology gap
- knowledge levels
- pricing
- mentalities

# International strategy

## Principles

- Global promotion of climate friendly, healthy, and sustainable policies, regulations and standards in line with UNSDG
- Work through cooperation and collaboration
- Integration and not exclusion
- Open markets and level playing fields



# International strategy

## Areas of engagement: Regulatory and trade related affairs

- **Monitoring** information on regulatory developments in target markets
- **Provision of comments** through EU/WTO on notified regulations
- Direct **engagement with regulatory bodies** in target markets
- Facilitate and support the introduction of technical regulations
- **Provision of technical expertise** to stakeholders in target markets
- Cooperation with notified bodies on **product compliance requirements**
- **Promote third party certification** as way for **compliance and market surveillance**

# International strategy

## Areas of engagement: Education and promotion

- Avail Eurovent/EN standards, recommendations, guidebooks in multiple languages
- **Introduction of regular webinars** on regulations, standards, and recommendations
- Establish **cooperation** in target markets **to multiply education and promotion**
- **Facilitate exchange** and cooperation between educational facilities
- **Increase visibility** through conferences, events, and exhibitions
- Educate and promote third-party certification, Eurovent Certification
- Encourage a Eurovent education and training programme

# International strategy

## Areas of engagement: Networking

- **Facilitate trade delegations** to target markets, exhibitions, and conferences
- Create **visibility for Eurovent and its members** through own events
- Become partner and supporter of existing organisations where feasible
- **Exchange with relevant international associations**
- **Engage through UN** and other international organisations
- Further international cooperation on product certification

# International strategy

## Areas of engagement: other activities

- Market intelligence: support data gathering in key markets
- Maximise the value of the Eurovent Certified Performance mark
- Provide market analysis for members
- Push horizontal issues: IT-Cooling, Refrigeration, IAQ

# International strategy

## Geographical engagement

- Middle East (chapter)
- India (working group)
- South America (MoU with FAIAR)
- Africa
- South East Asia (ID request)
- Russia (suspended)



# International strategy

## Review of activities

- Joint EA/EME/ECC webinar on ISO16890 (995 registrations, 650 attendees, 55 countries)
- Delhi meeting – introduction of India Working Group
- Joint EA/EME/ECC webinar on AHU summer label (670 registrations, 327 attendees, 50 countries)
- Internal coordination, exchange with other organisations



JOINT EUROVENT WEBINAR

EUROVENT EUROPEAN INDUSTRY ASSOCIATION

EUROVENT MIDDLE EAST

Eurovent Certita CERTIFICATION

**ISO 16890 - THE GLOBAL AIR FILTRATION STANDARD**  
Meeting your energy efficiency and IAQ requirements

**09 JUNE 2021** 10:00H (GST) | 11:30H (IST) | 14:00H (SST)

SPEAKERS

Prabhat PK Goel Dr. Marc Schmidt Sylvain Courtey Vanshaj Kaul Markus Lattner

# International strategy

## Outlook

- Integration of international aspects across the organisation
- International Director as coordinator between Eurovent units
- Establishment of local Indian working group
- Promotion of a unified European approach
- Introduction of specific projects

# International strategy

## Key topics and issues

- AHU guidebook for HAT
- AC end user guidance
- IT cooling
- Refrigeration, especially off grid solutions
- Import taxation based on energy efficiency