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A Better Way to Build

MARCH 4 - 6 / PHOENIX, ARIZONA

Manufacturer Committee Meeting

Agenda

Discussion Outline:

- Call to order (Committee chair Tim Van Hoeven, PorterSIPs)
- Antitrust (Jack Armstrong, SIPA)
- Approval of Minutes from 27Nov2018 Joint SIPA Manufacturer-Technical Meeting (Tim)
- Platinum and Gold Sponsor Presentations
 - Chad Gillespie, Mitsubishi Electric Trane HVAC
 - Dan Knapp, DOW
 - Jonathan Early, SIP-SEAL
 - Josh Bartlett, Franklin Adhesives and Plymers
 - Mark Vlasisavich, Ashland
- SIPA Manufacturer Member Discussion (closed session)
 - SIP Specification (James Hodgson, Premier and Jeremy Dieken, Extreme Panel)
 - Minimum Specification for all SIPA Manufacturers
 - Adherence to SIP Specification
 - Consequences for Noncompliance
 - Prioritizing Tasks for Other Committees (James)
 - Technical Bulletins Process and Prioritization (Tim)
 - Continuing Education Course Needs (All)
 - Meeting Frequency for SIPA Manufacturer Committee (All)



**Structural Insulated
Panel Association**

Antitrust Checklist

Antitrust Checklist for Structural Insulated Panel Association Meetings

This antitrust checklist is for use by SIPA staff and member representatives in the conduct of SIPA sponsored meetings. Prohibited discussion topics apply equally to social gatherings incidental to SIPA sponsored meetings. The Checklist is not exhaustive and does not address antitrust issues relating to activities other than SIPA meetings. Participants in SIPA meetings also should be thoroughly familiar with: (1) "Antitrust Guide for SIPA Committee Members;" and, (2) "General Principles Applicable to the Structure and Operation of Committees."

DO Ensure strict performance in areas of:

OVERSIGHT/SUPERVISION:

- Have a SIPA staff representative at each SIPA - sponsored meeting (unless an exception has been authorized by the appropriate SIPA board member);
- consult with an attorney of the SIPA staff on all antitrust questions relating to SIPA sponsored meetings;
- limit meeting discussions to agenda topics (unless additional topics have been approved by the appropriate SIPA staff representative); and
- provide each member company representative and SIPA staff representative attending a SIPA - sponsored meeting with a copy of this checklist, and have a copy available for reference at all SIPA sponsored meetings.

RECORDKEEPING:

- Have an agenda and minutes which accurately reflect the matters which occur;
- provide agendas and minutes to SIPA staff for review and approval in advance of distribution; and,
- fully describe the purposes and authorities of all teams and subgroups in the minutes of the appropriate parent committee.

VIGILANCE:

- Protest against any discussion or meeting activities which appear to violate this checklist; dissociate yourself from any such discussion or activities and leave any meeting in which they continue.

DON'T Do not, in fact or appearance, discuss or exchange information on:

PRICES, INCLUDING:

- Individual company prices, price changes, price differentials, mark-ups, discounts, allowances, credit terms, etc.;
- individual company data on costs, production, capacity, inventories, sales, etc.; and,
- industry pricing policies, price levels, price changes, differentials, etc.

PRODUCTION, INCLUDING:

- Plans of individual companies concerning the design, production, distribution or marketing of particular products, including proposed territories or customers; and,
- changes in industry production, capacity or inventories.

TRANSPORTATION RATES:

- Rates or rate policies for individual shipments, including basing point systems, zone prices, freight equalization, etc.

MARKET PROCEDURES, INCLUDING:

- Company bids on contracts for particular products; company procedures for responding to bid invitations; and,
- matters relating to actual or potential individual suppliers or customers that might have the effect of excluding them from any market or influencing the business conduct of firms toward them.



Structural Insulated
Panel Association

Manufacturer Committee Meeting

Conference Call
Aug 9, 2019

SIPA Marketing Committee Conference Call August 9, 2018, 11:30 AM EDT

Attendance. Lisa Lounsbrough (co-chair), Caitlin DeRocher, Jeremy Dieken
SIPA Staff. Jack Armstrong, Donald Ambrose, Mary Jane Hominda

Call to Order, Antitrust Statement, Approval of Minutes. The conference meeting was called to order at 11:36 AM EDT. SIPA Executive Director Jack Armstrong summarized SIPA's antitrust policy as included with the materials distributed for the meeting. The group had no changes or corrections to the DRAFT minutes from its July 12, 2018, conference call. As moved by Lisa Lounsbrough, the July Marketing meeting minutes were approved.

Design Guide Timing

Jack advised the group that the Technical Review Subcommittee's final conference call will take place in two weeks. So the *Structural Insulated Panel (SIP) Engineering Design Guide* should be completed by the end of August.



Structural Insulated
Panel Association

Manufacturer Committee Meeting

Conference Call
Aug 9, 2019



**Structural Insulated
Panel Association**

Design Guide Cover Design

The group made the following suggestions for the tentative cover designs that were included in the meeting deck:

- Copy
 - Two-tone title preferred (Structural Insulated Panel in black, Engineering Design Guide in gray)
 - Larger title type preferred (“Engineering Design Guide” spanning full width of photo section)
 - (SIP) should be included in title if we’re trying to make “SIP” a household name. Try a version putting (SIP) in red.
 - Add “First Edition 2018” – suggest right-justified, same color gray as “Engineering Design Guide” – should be noticeable but not distracting. SIPA should provide mockups both with and without the year. (Jack expects the Design Guide to be updated and reprinted every 3 – 5 years.)
- Photos
 - The less framework shown, the better. SIPs are structural on their own; they don’t need timber framing.
 - The highrise at the bottom of page 15 could replace the photo at page 16 upper right. Do we have a good photo of a 3-story or 4-story multifamily? Does anyone have a good picture of SIPs with steel framing (growing trend)?
 - Photo drop shadows should be eliminated
 - Photo borders should be gray not black, matching the gray in “Engineering Design Guide”
 - Photo credits should be included on the inside front cover

Design Guide Foreword

A draft of the proposed Foreword was included with the documents distributed before this meeting. A biography of Eric Tompos will be added. The committee endorsed the general direction of the introductory content.

Manufacturer Committee Meeting

Conference Call
Aug 9, 2019

Design Guide Back Cover

SIPA distributed the following DRAFT proposal for back panel copy:

SIPs: the Smarter Building System

- More design flexibility
- Faster construction
- Less field labor
- Easier code compliance
- More energy efficiency (or: Less energy use)
- Better indoor air quality
- Lower operating cost

The group liked “Building System” but had mixed feelings about the word “Smarter.” The committee asked that the following benefits be considered:

- Minimal air leakage
- Efficient building system
- High performance
- Diversity / comprehensive

SIPA will prepare back-cover mockups to include alternative wording.

Design Guide Cost

Lisa suggested that the cost per printed Design Guide should be about \$12. Mary Jane noted that the \$20 - \$25 range quoted by SIPA included promotion and fulfillment. Lisa and Mary Jane will further discuss cost outside of this conference call.

Next Meeting and Adjournment

SIPA’s Marketing Committee scheduled additional conference calls for 11:30 Eastern time on September 12 (Wednesday) and October 11 (Thursday). This call adjourned at 12:35 PM EDT.



**Structural Insulated
Panel Association**

Manufacturer Committee Meeting



New Tool for Designing with SIPs

Structural Insulated Panel (SIP) Engineering Design Guide

New Comprehensive Manual. This Guide provides clear and easily accessible engineering design basics for structural insulated panels (SIPs). The manual captures SIP industry standards as developed and reviewed by longtime SIP professionals.

PART 1. Design Specification. 80+ pages of definitions, equations and derivations.

PART 2. Commentary. Background reference for the Design Professional seeking further understanding of the basis and limits of the Design Specification.

PART 3. Design Examples. Typical, practical applications of the Design Specification parameters. Examples are written up in the manual, and interactive online versions are available for your own calculations (no need for downloads).

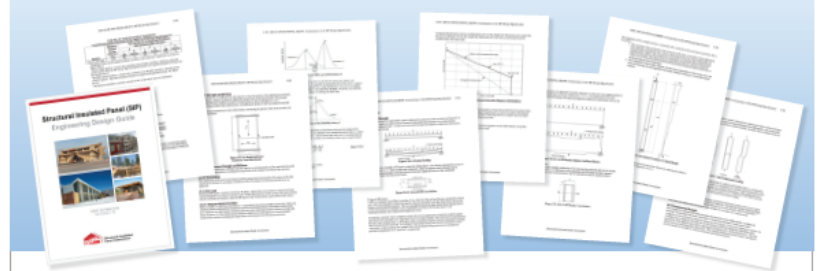
Support for Engineers and Architects. This Engineering Design Guide is specifically tailored to support Design Professionals who are relatively new to SIPs. The Specification and Design Examples formalize and simplify design procedures for experienced SIP engineers and architects.

More Applications for SIPs. This new tool makes it easier to design with structural insulated panels for a wide range of structures. The Design Guide helps Design Professionals access the innovative strength, span, and loading characteristics inherent to SIPs while taking advantage of the building system's simple and fast installation even in complicated multistory commercial structures.



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Structural Insulated Panel (SIP) ENGINEERING DESIGN GUIDE



Materials Easily Accessible

- **Design Guide pdf.** Download for free at www.sips.org
- **Design Guide in print.** Purchase at www.sips.org or through Amazon
- **Design Examples online** at www.sips.org/SIPDesignGuide. Request user login at www.sips.org

Design Specification Contents

1. Scope
2. Notation
3. Considerations
4. Flexure
5. Shear
6. Compression
7. Tension
8. Lateral Force-Resisting Systems
9. Combined Loads
10. Connections and Joints
11. Openings
12. Reinforced Panels
13. Shells and Folded Plate Members

Design Examples Based on Structural Insulated Panels Design Specification

1. Maximum Transverse Short-Duration Uniform Load
2. Wall Cladding Panel Under Transverse Wind Load
3. Roof Panel Under Transverse Load
4. Maximum Axial Compression Load
5. Wall Panel Under Combined Axial and Transverse Load
6. Wall Panel Subject to Racking
7. Wall Panel Under Combined Axial, transverse, and Racking Loads
8. Roof Diaphragm Design
9. Reinforced Panel Under Transverse Load (I-Joist)
10. Reinforced Panel Under Transverse Load (Dimension Lumber)
11. Reinforced Panel Under Axial Load
12. Panel with Opening



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