

Thomas van Raamsdonk
General Manager
Pro Clima NZ Ltd
Pro Clima Australia Pty Ltd



What are the problems for manufacturers and suppliers?

- Mixed understanding of regulatory environment
- Innovation stifled by lack of consentable evidence
- No reliable source of good advice

Outcome: manufacturers often unclear on expectations with building code compliance

What are the problems for architects/designers, specifiers and BCAs?

- Limited understanding of product performance and quality for product selection and specification
- Limited understanding of building code requirements and compliance
- Limited understanding of product performance and quality for product selection and specification

Product assurance framework in New Zealand



Product certification (CodeMark)

- CodeMark is a product certification system that provides a clear and consistent way to demonstrate product performance and quality to the building code compliance requirements
- CodeMark is a product certification system that provides a clear and consistent way to demonstrate product performance and quality to the building code compliance requirements

Opportunities

- New Zealand is a market with a high demand for high quality products and services
- New Zealand is a market with a high demand for high quality products and services

What opportunity does New Zealand present for German companies?

Opportunities and challenges for product manufacturers

What are the problems for manufacturers and suppliers?

- Mixed understanding of regulatory environment
- Innovation stifled by lack of consentable evidence
- No reliable source of good advice

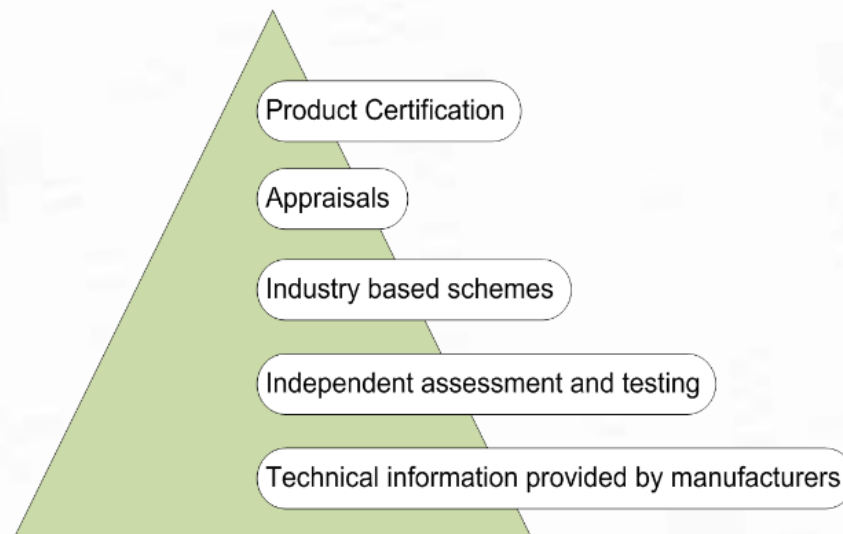
Outcome: manufacturers often unclear on expectations with Building Code compliance

What are the problems for architects/designers, specifiers and BCAs?

- Technical evidence lacked substance and clarity (too much marketing hype)
- Irrelevant overseas test data made specifying and consenting a challenge
- Discussions were confused - people talking past each other

Outcome: increased cost, unwillingness to specify or consent (especially new or innovative products)

Product assurance framework in New Zealand



Product certification (CodeMark)

- A voluntary, statutory Scheme operating in New Zealand and Australia
- The ultimate form of product assurance, as it confirms Code compliance
- Designed to lift standards of building quality and performance
- Also encourages safe innovation

If a building product or system is CodeMark-certified, BCAS must accept it as Code compliant (when used as specified)

Opportunities

- New Zealand is about 25 years behind international best practice
- Biggest opportunity is in Auckland with 20,000+ homes per year

it is important to have local technical expertise

- Set up own 100% subsidiary
- Company partnership with New Zealand based organisation
- New Zealand agent

It is important to have local technical expertise

- Set up own 100% subsidiary
- Company partnership with New Zealand based organisation
- New Zealand agent

Thomas van Raamsdonk
General Manager
Pro Clima NZ Ltd
Pro Clima Australia Pty Ltd



What are the problems for
manufacturers and suppliers?

- Mixed understanding of regulatory environment
- Innovation stifled by lack of consentable evidence
- No reliable source of good advice

Outcome: manufacturers often unclear on expectations with Building Code compliance

What are the problems for
architects/designers,
specifiers and BCAs?

- Incomplete evidence for best addresses and clarity for making decisions about
- Technical processes half done made
- Identifying and understanding a decision
- Non-compliance with standards - people taking

Product assurance framework
in New Zealand



Product certification (CodeMark)

- A voluntary third-party scheme operating in New Zealand and Australia
- The scheme is a part of the national code of practice for product certification
- Compliance is a part of standards of reliability, quality and performance
- Also recognized into New Zealand

Opportunities

- New Zealand is about to join the world's largest free trade area
- Significant opportunities in the building sector
- 2017 - 2020 - 2025

What opportunity does New Zealand
present for German companies?

Opportunities and challenges for product
manufacturers