

Equivalence

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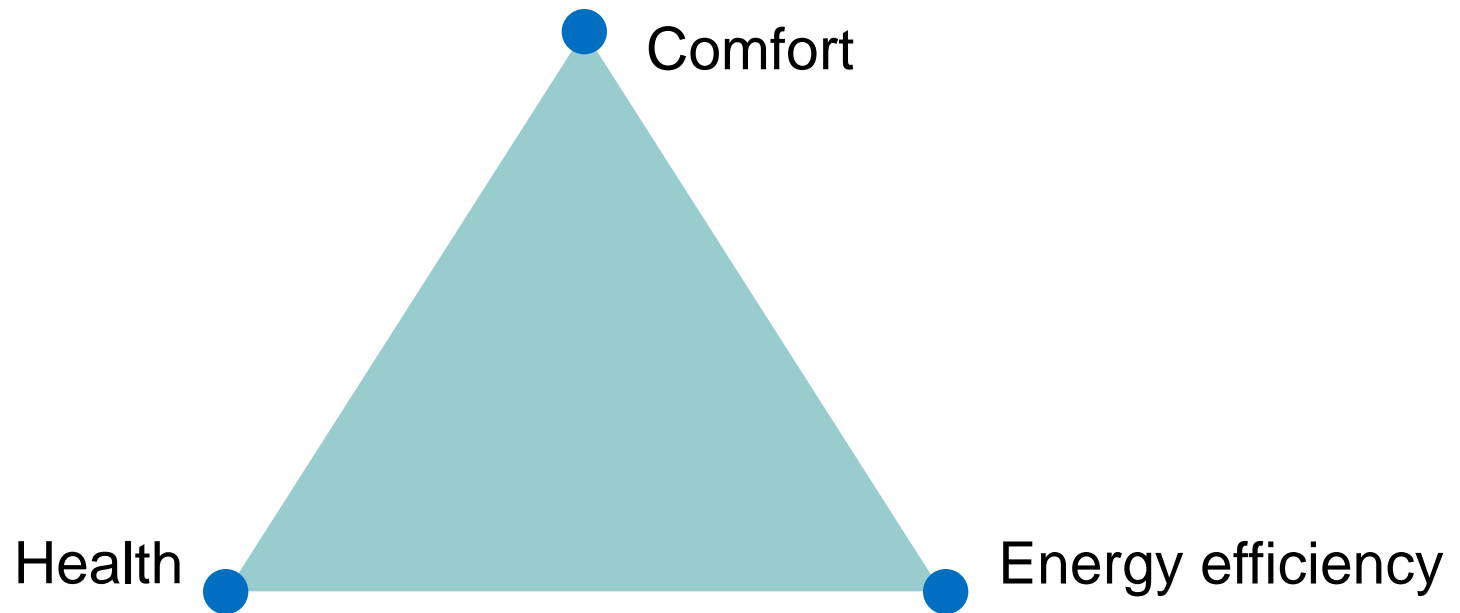
February, 3, 2010

Portrait

Company	International Group with a strong family background and headquarters in Switzerland Since 1986 listed on SWX Swiss Exchange In the business year 2009 achieved sales of €440 Mio. with approx. 3,000 employees worldwide
Markets	Zehnder Group is the leader in the high-end segment of the radiator market and the leading company in the comfort ventilation business

Mission

We want to be the most attractive provider of energy-efficient solutions for a comfortable and healthy indoor climate.



The principle of equivalence

To avoid that:

- A good solution is not allowed for formal reasons
- Too detailed solutions are in the legislations
- Methodologies are being applied for situations for which they are not developed
- Requirements need to be developed for nearly existing situations

When equivalence

As a manufacturer of ventilation systems we need equivalence if;

- We have a new developed technology which is not described in the legislation
- We have a new product based on an existing technology, but with an higher efficiency

The application of equivalence

The equivalence can be in relation to:

- Safety
- Health
- Usefulness
- Energy consumption
- Environment

For ventilation systems Health en Energy consumption are the most important ones.

The applications of equivalence

The equivalence declarations are used in the country specific EPBD calculations.

The draw up of equivalence

Everybody may draw up an equivalence.

Our market is asking for an independent organisation.

For that reason we never make our equivalence on our own.

Transparency

The methodology of making an equivalence is not transparent.

This is a disadvantage because:

- The customer doesn't know the background of an equivalence
- There is no possibility to check the equivalence
- The equivalence can be far from realistic

Checking the equivalence

In our opinion equivalences need to be checked because:

- The customer needs to know if the equivalence is made on the right arguments
- There is a request to ensure that the product on the markets is the same product as described in the equivalence

Summary

- We need equivalence for the implementation of new technologies
- Equivalence in relation to health and energy consumption are the most important to us
- There must be an independent organization to draw up the equivalences
- The equivalence process needs to be transparent
- There is a need for a check on equivalence