ATTENTION: M. Sandra Blaikie

Good afternoon Sandra,

Thank you for your call to follow up on my "submission" regarding difficulties of access to Australian business due to ADR hurdles. I apologise for not responding to your first call, but fortunately the world has moved on for Airplex since I found the ADR hurdles too high for me to jump and I am now immersed in new exports to easier markets with less red tape such as Russia, Ukraine, Khazakstan, Falkland Islands, Iceland, Asia, Canada, UK, etc. I am sure you will agree there is more than a little irony in that!

It was back in 2000 that I encountered problems with ADR access and understanding to the point that I abandoned the project. Following Airplex exhibiting product at the Brisbane Truck Show, I was asked by Mitsubishi Australia (MMAL) to quote for Truck Door Weathershields for a Particular model. I saw this as a great opportunity to begin business, prove Airplex's export capabilities, and eventually win more lucrative volume car business away from the entrenched Australian supplier who is not satisfying MMAL completely.

We know Australia is a tough market by any standard, and although Airplex currently sells $20-30K per month to Aftermarket outlets, we would welcome the much bigger business from OE motor companies if we could secure it.

Over a period of time Airplex satisfied MMAL on price, various samples were tested and approved by MMAL, and then came the PPAP documentation including ADR compliance. Recognising that Airplex is a competent manufacturer, but not necessarily equipped for documentation of a nature that some might call "bureaucratic", I asked MMAL to refer me to an Australian company to assist. They referred me to a testing laboratory Applied Technology Ltd with whom I went round and round in circles and did not get a result.

Two years have passed now, but I believe I then contacted the Australian Consulate here who referred me to an Australian ADR Office 612 9746 4700 Standards Australia where I spoke with Jeanette who provided me with a web site www.standards.com.au and details of Dept Transport and Comm, Federal Office with an e-mail address that I don't think worked when I tried to contact them.

Eventually on www.standards.com.au I contacted Darren Leer who provided me with prices for the nine relevant AS documents I suspected might be useful.

e.g. AS1449-94, AS1112-1, etc. Apart from the expectation that I would be buying expensive documentation which might not be relevant, I again felt it would be better to try to employ experts to do the job for me. Therefore after more research I engaged an Auckland company Transport Specifications Ltd who did some research and I will send you there somewhat negative summation today if you can give me your fax number.

At this point I had had enough and quit the project to seek less difficult business.

I hope this somewhat informal information is of some use to you and I thank you for remembering Airplex difficulties. It is not easy at the export coal face and we need all the friends such as yourself that we can gather.

Kind regards,

Robert Judd

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