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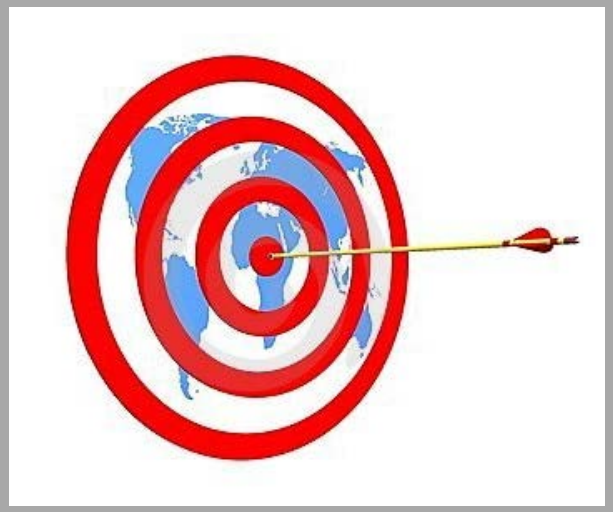
Why manufacturers prefer the IECEx System



The World is our Target!

Karel Neleman

Technical Manager

BARTEC

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BARTEC: a brief introduction

The World of Safe.t® Technology

BARTEC Group established in Germany, 1975

Today ± 1.750 employees Turn-over € 400.000.000 (1.600.000.000 zł)

Manufacturer of explosion proof electrical components, equipment and systems

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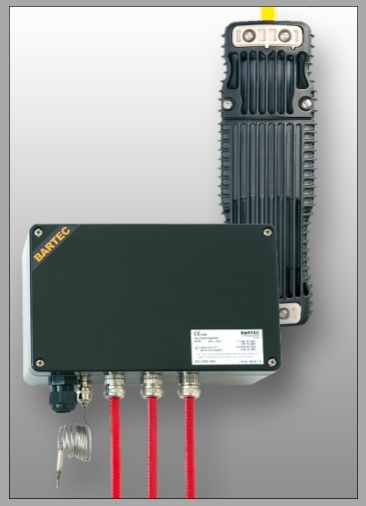
Product segments

Explosion Protection	Analyzing and Measurement Technology	Electrical Trace Heating	Mining	Monitoring & Communication



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Unique Position

Explosion protection
is our core competence

Components

Systems

Engineered Solutions

Pioneer: Development from component manufacturer to a globally active solution provider in close cooperation with customers, end users and certification bodies

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Production locations

Bad Mergentheim (D)

Gotteszell (D)

Reinbek (D)

Menden (D)

Sainte-Croix (CH)

Zagorje (SI)

Nottingham (UK)

Saudasjoen (NO)

Shanghai (CN)

Changzi (CN)

Singapore (SG)

Ridderkerk (NL)

Moraro (IT)

Milano (IT)

Milano (IT)

Sales offices in more than 30 countries

BARTEC Group

Sales representatives in more than 35 other countries

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Why am I here?

To convince everybody to chose for the IECEx System!

Today there are still too many several certification requirements throughout the world…

This brings high costs for the manufacturer where in the end the final customer pays the bill! Is that what we want?

ORLEN BASF The Chemical Company DOW Grupa Azoty

The more end customers and countries will ask for IECEx only, the better it will be!

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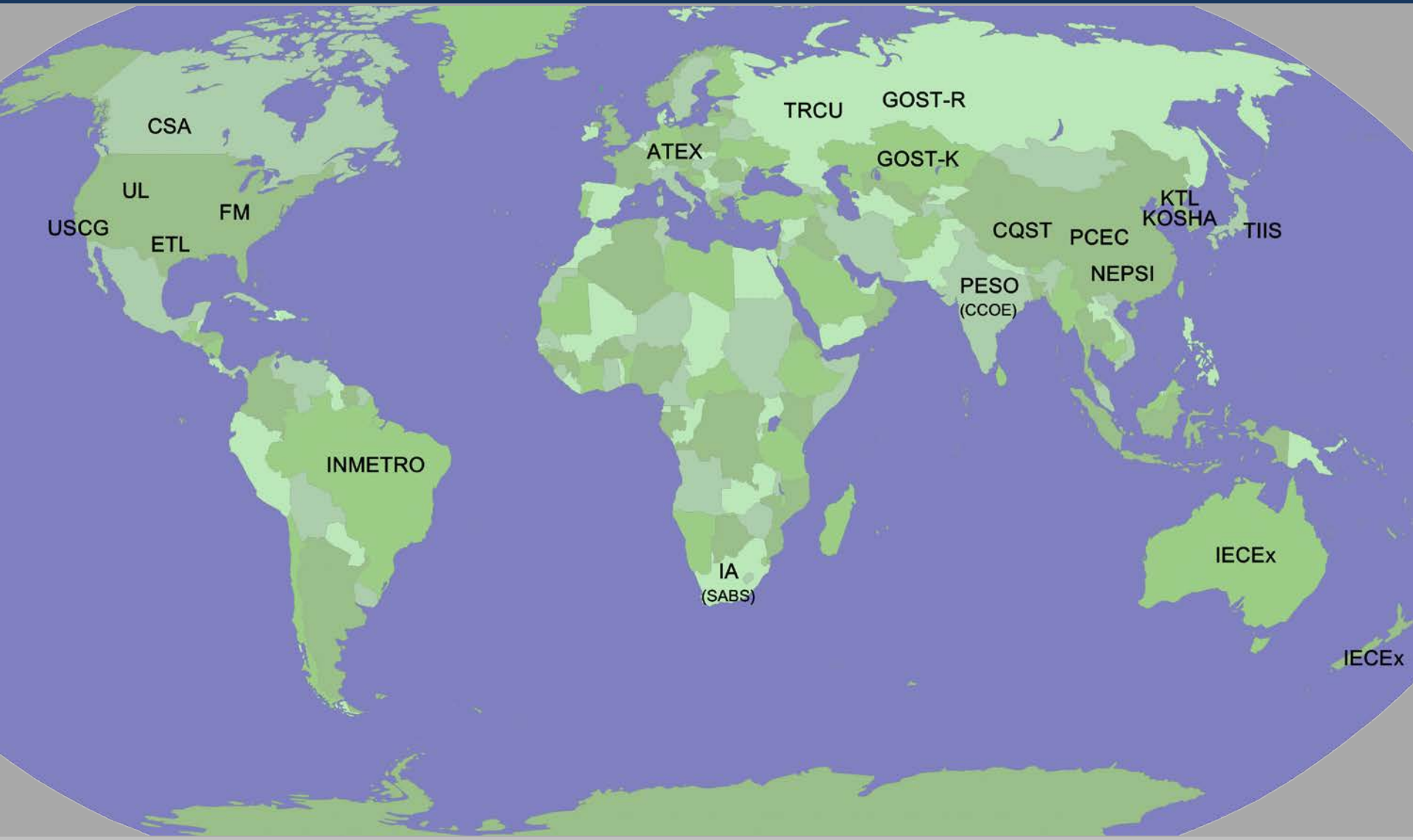
The world market



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Assessment Requirements for Production Locations

Approval	Audit required?	Interval time	Production Locations	Audit type
ATEX (QAN)	Yes	18 months	15	System
IECEx (QAR)	Yes	18 months	15	System
UL	Yes	3 months	7	Pro file (!)
FM	Yes	3 months	6	Pro file (!)
CSA	Yes	3 months	6	Pro file (!)
INMETRO	Yes	18 months	7	System
TRCU/GOST	Yes	36 months	8	System
KOSHA/KTL	Yes	18 months	3	System
PESO/CCOE	No			
NEPSI/CQST	No			
IA (SABS)	No			

Our main office has ± € 750.000 costs/year for maintaining all these systems!

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Product Certificates for Ex compliance only !

Applicant	ATEX	IECEx	others
BARTEC main office	226	89	315
BACAB Heating Cables	5	6	4
BARTEC BENKE	11	4	10
BARTEC BSS (Mining)	150	4	16
BARTEC VARNOST	31	19	136
BARTEC TECHNOR	42	11	10
BARTEC FEAM / ASP	125	86	94
BARTEC NL	8	1	1
BARTEC SHANGHAI	0	1	27
BARTEC SINGAPORE	2	1	0
Total: 1435 certificates	**600**	**222**	**613**

Can you imagine the costs a manufacturer like BARTEC has?

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Ticket to the global market

The objective of the IECEx System

is to facilitate international trade in equipment and services for use in explosive atmospheres

- Certified Equipment Scheme (IECEx 02)
- Certified Service Facilities Scheme (IECEx 03)
- Conformity Mark Licensing System (IECEx 04)
- Certification of Personnel Competencies Scheme (IECEx 05)

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How to reach the objective of the IECEx System?

To reach the objective there's a high demand for **confidence**:

1. By the manufacturer – in the product assessment process

2. By the end user – in equipment, services and personnel covered by IECEx certification

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A still growing IECEx system

from Confidence comes Acceptance

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The IECEx game

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How to use IECEx in gaining the international market?

Depending on acceptance:

Acceptance of IECEx Certificate of Conformity (CoC)

+ CoC legally accepted in Australia and New Zealand

- CoC not always (legally) accepted in other countries

Acceptance of IECEx Test Reports (ExTR)

+ ExTR accepted in more than 30 IECEx member states (today 33 countries are member)

+ ExTR accepted as basis for National Certification

Acceptance of IECEx Quality Assessment Reports (QAR)

+ QAR accepted within the IECEx System by any other ExCB

- QAR not always accepted for National Certification

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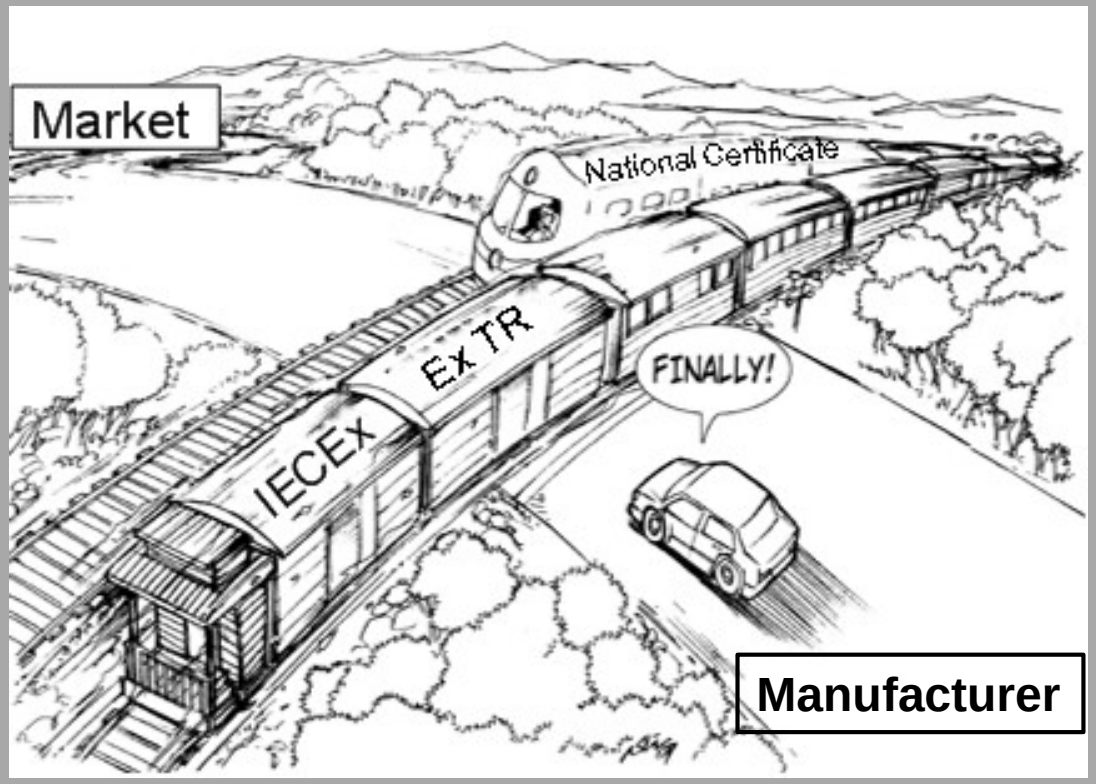
Taking the ”fast track”!

Reducing the time to market



Be aware of the second train! National Certificate may require additional audits!

Our <u>common</u> goal must be: Avoidance of multiple testing and audits!

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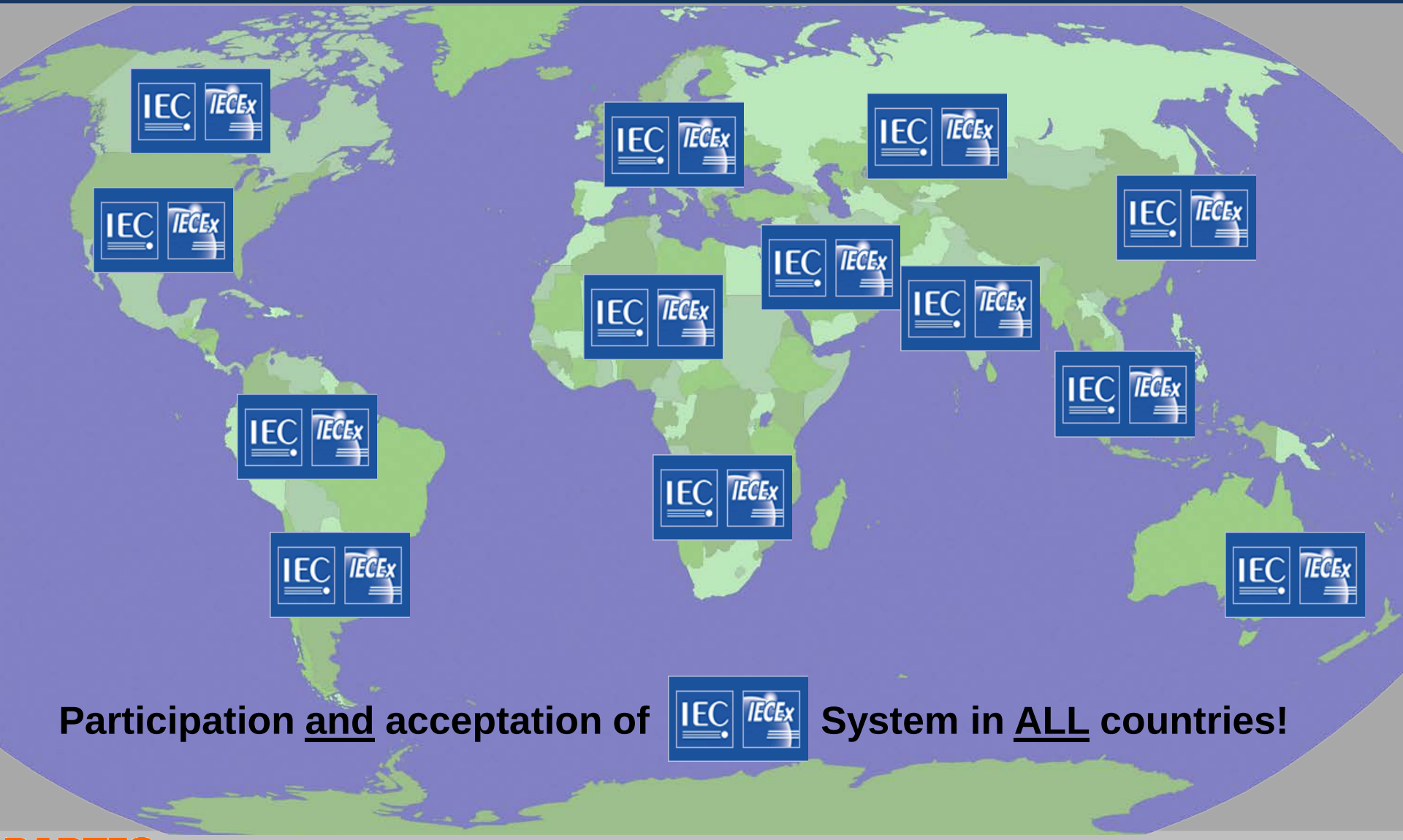
Our aim…



Participation and acceptation of IECEx System in ALL countries!

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Do a call for the IECEx System!

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We will support you!

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and more…

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Thank you

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Karel Neleman