



# Don't get stuck with the bill

Liability for non-compliant products doesn't rest solely with the manufacturer



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The recent high profile case of Infinity Cables taught the industry one very important lesson – that suppliers, resellers and retailers can be left with liabilities when products are deemed to be non-compliant.

In the case of Infinity Cables, the company went into liquidation following the product recalls issued by NSW Fair Trading and subsequently the ACCC. It is estimated that up to 40,000 homes were affected. As a result, retailers, in some circumstances, were required to bear the costs of removal and replacement of faulty cables. Here are some questions you should ask before selling someone else's products.

## Questions you should ask

<b>Is the company just a trading company?</b>	If the company is simply buying containers from overseas then selling them locally, they might not have any experience at all in the insulation business.
<b>Who owns the company?</b>	Do an ASIC search. Don't be caught relying on a warranty from a \$2 company with no assets.
<b>Who underwrites the warranty?</b>	Is it a reputable global insurer, or does the warranty rely on the company's own private cash reserves?
<b>Is it third-party certified for NCC compliance and to Australian Standards?</b>	Independent certification means peace of mind for you. JAS-ANZ accredited third-party certification bodies such as SAI Global, Global-Mark, CertMark and BSI Group certify products for compliance with the relevant Australian Standards. BRANZ also offers similar accreditation services.

## Procurement of Construction Products: A Guide to Achieving Compliance

In addition, the Australian Procurement and Construction Council (APCC) has released a guide titled *Procurement of Construction Products: A Guide to Achieving Compliance*, which is free and downloadable from their website [www.apcc.gov.au](http://www.apcc.gov.au).

