

## Dunnair rewards loyalty



Dunnair held its national conference on the Gold Coast recently, bringing together managers from around the country with executive management and senior marketing personnel from head office in Melbourne.

Key to the conference outcomes was the decision to expand the range and marketing of Dunnair's energy-efficient products.

"Our company's ability to build products that can save up to 50 per cent energy costs over 20 years – and build to a customer's exact specification – gives us marketplace advantages that they are keen to expand on," Dunnair says.

Dunnair has also announced its Platinum Club Rewards Program, which it says is the industry's most flexible.

The Platinum reward is seven days for two in China, including flights, accommodation and major meals. To qualify, customers must purchase \$400,000 or more of Dunnair products during the financial year.

There are also Gold, Silver and Bronze rewards.

Go to [www.dunnair.com.au](http://www.dunnair.com.au) ■

## A strategic review at IRHACE

IRHACE, the association devoted to promoting the advancement, practice, education and technology of HVAC&R in New Zealand, recently conducted a strategic business review and unveiled a new logo.

"The timing couldn't be better to launch a new logo," says IRHACE executive officer Paul Town.

"The new logo symbolises the association's focus and commitment to its members and to the industry it serves."



# IRHACE

## NEW ZEALAND

THE INSTITUTE OF REFRIGERATION HEATING & AIR CONDITIONING ENGINEERS OF NEW ZEALAND Inc.

Everything from association purpose, the role of the council, working relationships, value, structure, resourcing and business efficiency and processes were taken into consideration.

IRHACE will now work toward a more member-centric business model, and a flatter council/board structure. The support team will continue to manage the industry association on a day-to-day operational basis, but with more focus on member services.

The council believes a revitalised, streamlined and more member-focused organisation will ensure the long-term viability of IRHACE.

This year also marks a milestone for IRHACE, as it celebrates its 80th anniversary. ■

## The IVAR Group arrives



Established in 1985, IVAR is a business that focuses on the production of components for heating and sanitary systems. IVAR is now available in Australia.

IVAR says that since its origin it has been concerned about satisfying the needs of its customers, and has actively engaged in research and development of new products, as well as pursuing high standards of quality.

Today IVAR Group has branches in 12 countries, and clients all over the world.

"IVAR produces a complete range of items such as thermostatic heads and valves, mixing devices and distribution manifolds for radiant floor panel systems, press-and-screw fittings, and so on," the company says.

"IVAR is committed to finding solutions that can guarantee the best comfort, energy saving and lower equipment costs, satisfying all the requisites of the most modern and sophisticated systems."

Go to [www.ivar-group.com](http://www.ivar-group.com) ■

## ebm-papst's mega Hertz sponsorship



ebm-papst has announced the continuation of its support for aspiring Australian hockey star Emily Hertz, daughter of former ebm-papst account manager Garth Hertz.

Emily and her dad visited ebm-papst A&NZ head office in Melbourne recently as part of a flying visit from Amsterdam,