

SupplyNZ Situation Report as at Friday 24th April

1. 97 on the Register (18 registrations in 7 days in the week finishing Friday 24th April). See public register [here](#).
2. We have seen a steady stream of enquiry through *SupplyNZ* over the last week largely as a result of referrals from the Ministry of Health. This week's registrations consisted of 16 supplier registrations and 3 maker / manufacturer registrations. We had no new purchaser enquiries.
3. We have facilitated 3 new introductions this week between *SupplyNZ* registrants. These introductions were led by new suppliers on our register who were looking to connect with purchasers.
4. Key questions registrants want answered:
 - (i) Can *SupplyNZ* connect me with medical experts to help validate my new face mask product concepts?
5. Key observations this week:

Makers (New Zealand manufacturers)

- (a) Small business owners continue to innovate with a view to local production of PPE. One maker has developed a prototype for a new face mask product that he is currently seeking medical advice on to validate his idea. We have connected this maker with Lanaco who can provide a second defence filter.
- (b) Local makers and manufacturers are unable to progress their business models as they require forward orders and / or have gaps in their supply chain that make it difficult to deliver their product to market.

Suppliers

- (c) Face shields, goggles, gloves, masks and hand sanitizer are the most common products that can be sourced offshore by suppliers.
- (d) A trend of new suppliers including thermoscans (infrared temperature scanners) in their product catalogues indicates international demand for such products. New Zealand demand may follow suit as we shift out of lockdown.
- (e) One supplier from Lower Hutt registered this week with KN95 masks in stock available for purchase. This supplier was connected with 2 potential purchasers.

Purchasers

- (f) One existing purchaser on our register has noted that the key barriers to purchasing PPE and healthcare products are minimum order requirements along with hugely inflated pricing for small product orders. It made us wonder whether there was a place for someone to manage bulk orders for smaller purchasers. If this sounds like you please let us know.

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