



ASTM INTERNATIONAL  
Helping our world work better

## Developing Standards for International Market Access and Relevance

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# About ASTM International



- ASTM International is a globally recognized standards organization that develops and delivers international voluntary consensus standards.
- Some 12,500+ ASTM standards are used around the world in trade and in regulation.
- More than 30,000 of the world's top technical experts and business professionals representing 148 countries are members.
- Global headquarters is near Philadelphia, with several offices in other countries.

**1898**  
Founded

**12,500+**  
Standards used  
around the world

**140+**  
Countries  
represented

# Core Global Outreach Program



## Memorandum of Understanding

### **ASTM provides:**

- Full collection of ASTM Standards (that may be used for reference, adoption, as basis of national standards and consultation)
- Membership at no cost to participant
- Information, training and partnership

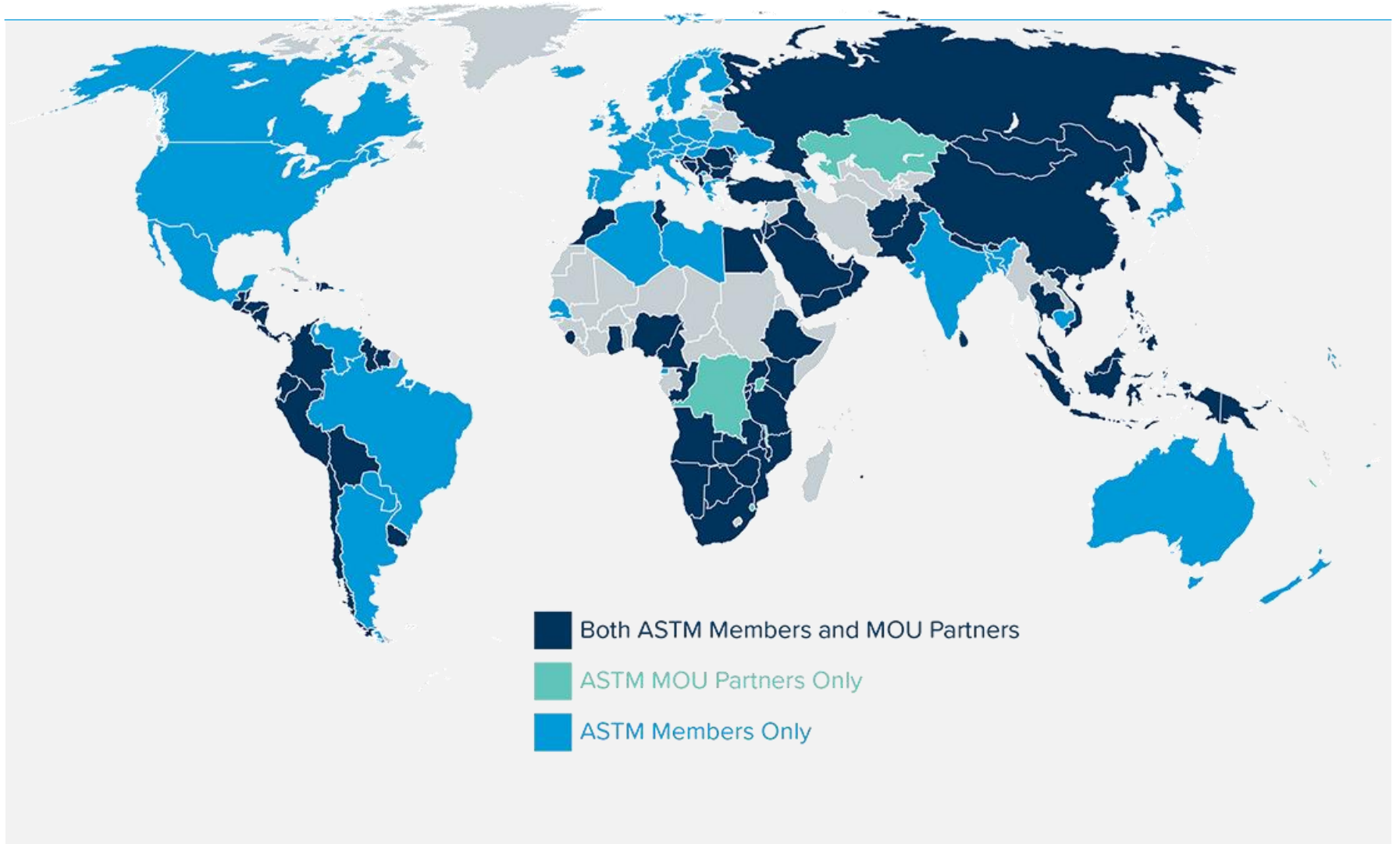
### **NSB Partner provides:**

- Access to ASTM standards in its Information Center
- Annual Report on use of ASTM standards
- Use and application of ASTM standards where relevant and appropriate

101 MoU  
partners  
worldwide

Including 12  
countries from  
the MENA  
region

# Where We Are



# High-Quality, Market-Relevant Standards

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## What is Merit?

- Quality
- Relevance
- Effectiveness

## Choosing Standards Based on Merit

- Standards that are developed and used by a broad base of stakeholder interests
- Standards that meet expectations
  - Cutting edge technology
  - Constant updating
- Standards with international recognition
- Standards that do not act as barriers to trade

# Global Leadership

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- ASTM standards are the preferred choice for many global industries
  - 50% of sales come from outside the United States
- Over 7,000 citations of ASTM standards by 75 nations
  - Adopted, referenced, consulted, or used as the basis of national standards
- International participation from over 100 ASTM technical committees

**7,000+**  
ASTM standards  
cited by countries  
outside the U.S.

# WTO Principles of Standards Development

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## WTO

- Transparency
- Openness
- Impartiality and Consensus
- Effectiveness and Relevance
- Coherence
- Development Dimension

## ASTM International

- Transparency
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# Standards Used to Accomplish Regulatory Objectives in the Global Economy



## Shared Goals

- Reduce non-tariff barriers that impede the flow of goods and services
- Cut the cost of differences in regulation and standards
- Increase compatibility, transparency, and cooperation
- Foster innovation and technology transfer
- Boost the competitiveness of SMEs and companies
- Advance trade and promote prosperity

“ASTM standards for steel are the most globally recognized and accepted standards in the steel industry worldwide.”

-Soon Gi Lee, Ph.D.  
General Manager  
POSCO Steel Co.



# Six Ways to Adopt and Reference ASTM

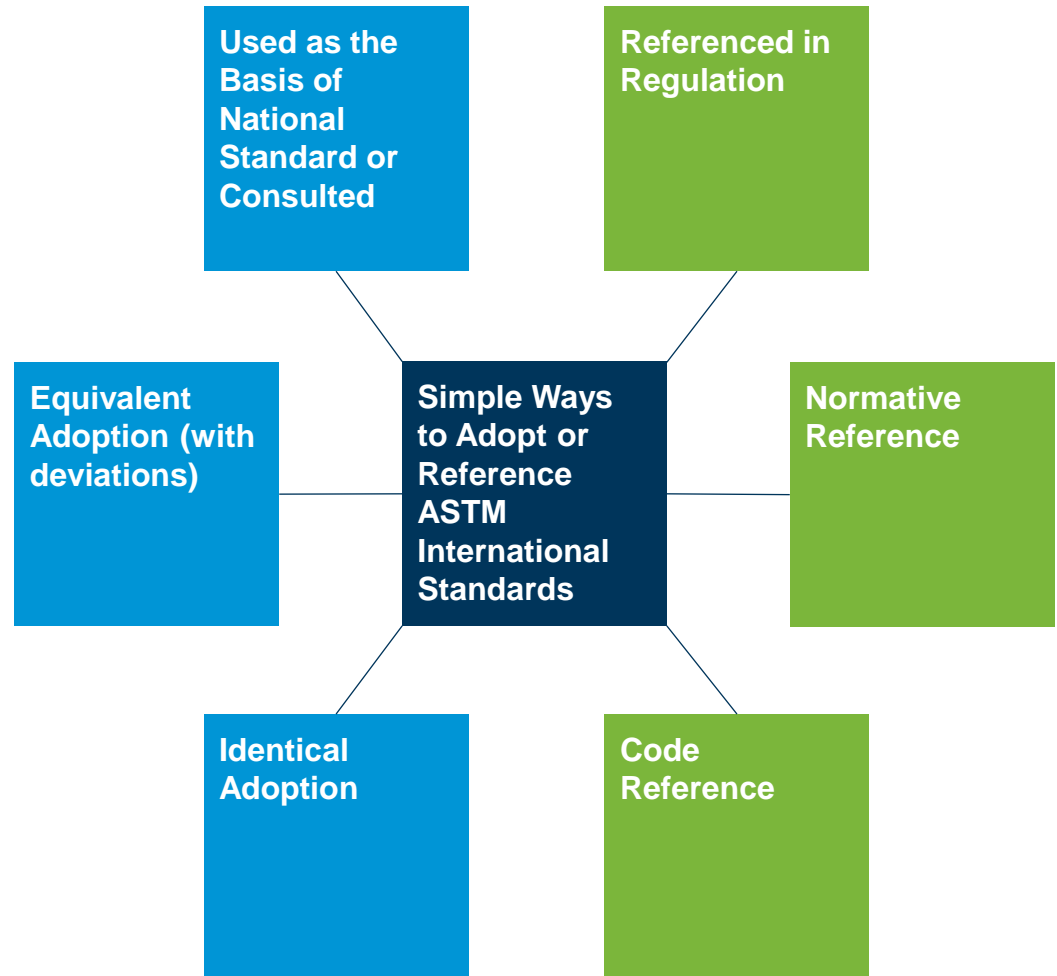


Available to all Public and Private Standards' Users

- Referenced in Regulations
- Normative Reference
- Code Reference

Available Only to MoU Partners

- Identical Adoption
- Equivalent Adoption
- Used as the Basis of a National Standard or Consulted



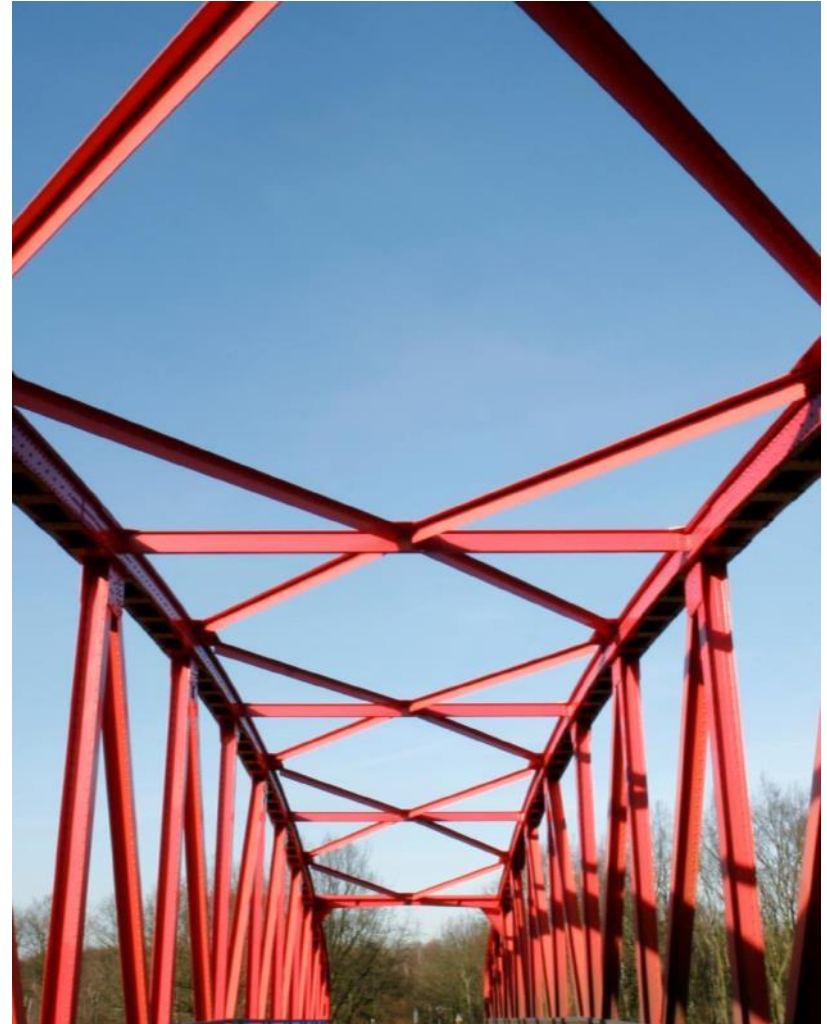
# Growing Citations of ASTM Standards



<b>Nation</b>	<b>MoU Date</b>	<b>Standards</b>
<b>Bahrain</b>	2008	258
<b>Jordan</b>	2005	136
<b>Kuwait</b>	2012	157
<b>Oman</b>	2010	124
<b>Qatar</b>	2007	279
<b>Saudi Arabia</b>	2007	1959
<b>UAE</b>	2008	389
<b>Yemen</b>	2010	56
<b>GSO</b>	2006	512

## Building International Bridges

- Commitment to global cooperation
- Supporting the needs of stakeholders from nations around the world
- Sharing expertise through training and education
- World class standards development tools to facilitate active participation



# ASTM Relationship to ISO

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- Both international standards developers
- Different standards systems and participation models
- Industries need to develop a standards strategy that meets their needs
  - Minimize duplication
  - Harmonize where possible
  - Respect intellectual property
- May be multiple paths in an industry's standards strategy
- Some industries rely on ASTM International to serve as ISO TAG Administrator or Secretariat

# ASTM Committee F13 on Pedestrian/Walkway Safety and Footwear



- Formed in 1973
- Current Roster: 389 members
- 16 Approved Standards
- Stakeholders include
  - Armstrong, CNIS, Exponent, Red Wing, Reebok, OSHA, Timberland, Vibram
- 7 Subcommittees including:
  - Subcommittee F13.30 on Footwear
    - 5 Standards
    - 152 Members



# Regulatory Focus Should Be “SAFETY FIRST”



Compliance to global standards such as ASTM and ISO both assure the safety of the individual wearing personal protective equipment (PPE).

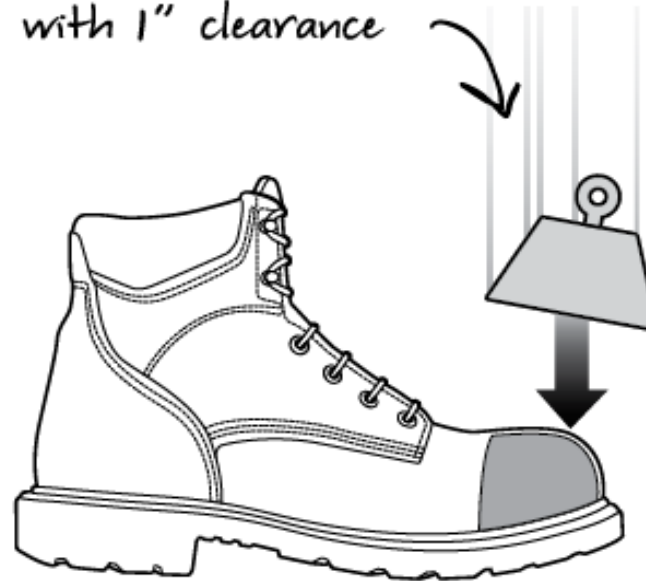
# How Far Beyond Safety Should PPE Regulations Reach?



# Example 1: Toe Protection: A Safety Objective



75 foot lbs of force  
with 1" clearance



Protection at toe area from  
drop hazards, rolling objects  
and crushing accidents.



## Example 2: Comfort: A Non-Essential Product Function



Comfort is best judged by the consumer/wearer.

# Example 3: Overlap of Safety and Function



# Regulatory Focus Should Also Be Accountability



Accountability is assurance that the manufacturer is producing product in compliance with the regulatory standard.

- **Testing** by an accredited third party lab before a product is sold in the market.
- **Labelling** of the product based on performance requirements so the consumer or governing authority can verify the certification.
- **Repeated** testing of the product approximately every five years, or earlier if there is a change to the product, the manufacturer or the standard.

# International Standards



Business is now global with global customers wanting and expecting the same product performance regardless of where it originates or where it is used.

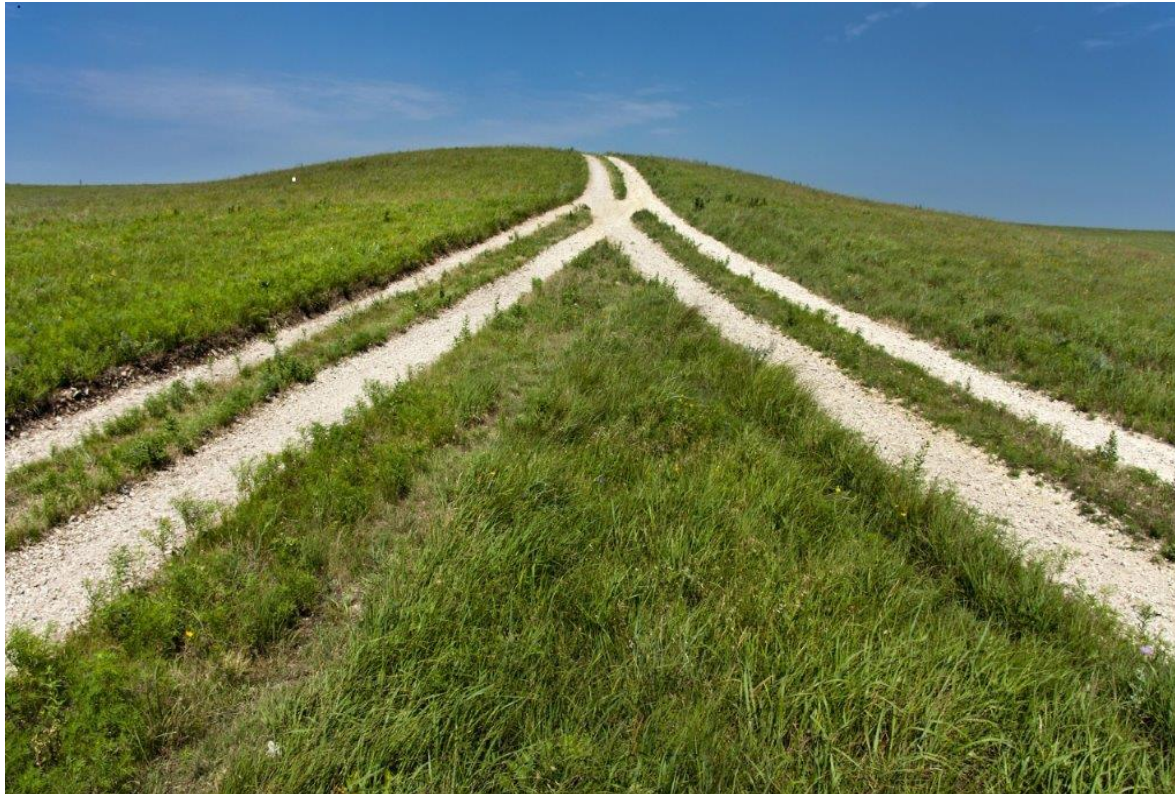


One size does not always fit all, nor does one standard

# Two Paths To The Same Destination



Adoption of more than one existing international safety standard (such as both ASTM and EN ISO) promotes harmonization – as well as permitting the customer to choose what it values, with a minimum accepted safety standard inherent in the product.





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# QUESTIONS?





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# Thank You

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#committeeweek



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