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.
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

- **Both ASTM Members and MOU Partners**
- **ASTM MOU Partners Only**
- **ASTM Members Only**
High-Quality, Market-Relevant Standards

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

- 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

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

**ASTM International**
- Transparency
- Openness
- Impartiality and Consensus
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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

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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

- 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
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
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.
QUESTIONS?
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