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The Value of Harmonized Standards

One common value that standards deliver to all stakeholders is a means to mitigate risk. When a standard is substantially harmonized



across traditional market boundaries the important questions are: "Does its value increase?" and, "How is payback realized on the investment in the process of its harmonization?"

Stakeholders in electrotechnical standards processes fall into three general categories: Commercial Manufacturers; Government, representing the interests of the general public, regulatory bodies and economic policy; and Standards Development Organizations (SDOs), who are charged with administration of processes and distribution of standards.

Those who have grown up in well-developed standardized infrastructures easily take for granted, the multitude of underlying standards and the processes by which they are developed and maintained.

The very nature of standards (norms)

defines what is "normal" and therefore expected. While under increasing scrutiny, each stakeholder's investment in maintaining standards and their systems is generally accepted as a cost of doing business.

On the other end of the spectrum, emerging economies when evaluating standardization for the first time, have many things to consider: investment in resources to establish and manage a system of standards; impact on the existing infrastructure and the existing economy; impact on health, safety and environment; and participation in the global economy. The startup cost is high, and while many governments foresee intrinsic value in standards, their priorities reflect current realities.

In the Americas, trade pacts between nations as early as the late 1980s began to remove tariff barriers to trade and promote removal of non-tariff barriers to maximize the economic opportunities. Today, many such agreements have been reached. It is no coincidence that over the past ten years increasing numbers of harmonized electrotechnical product standards have been published.

And it's quite natural that the priorities for standards harmonization have been industry driven and sector specific. It is interesting to note that when first considering the benefits of harmonization, the playing field levels immediately as all stakeholders, whether from markets with well-developed or undeveloped standards infrastructures, face each of the same considerations confronted by emerging economies.

It's quite natural that the priorities for standards harmonization have been industry driven and sector specific.

At the same time that emerging economies are beginning to develop or mature their national standards infrastructures, many developed economies are finding it necessary to restructure their existing systems. One reason is rationalization of diminishing resources, both funded and

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From the President



Realizing the economic dream of markets without borders requires a complex mix of events, mutual interest, and voluntary cooperation.

In the Americas, nations have agreed to an increasing patchwork of trade agreements. In many cases, tariff barriers to cross-border trade have been eliminated or scheduled for reduction. These are significant and historic accomplishments, but alone, they do not create market access.

Leaders in electrotechnical industry sectors of different nations have found mutual interests and through voluntary cooperation and investment, have successfully harmonized very different

product standards and other nations have joined and adopted the resulting harmonized standards as their own. Through their efforts, processes such as CANENA have been refined to facilitate more and faster standards harmonization initiatives.

Many would speculate that the heavy lifting has been done and market access is assured for those industry sectors where these three hurdles: trade agreements, tariff elimination, and harmonized standards are in place. The facts are however, that in many cases, there are more elements than these to the mix of events or activities to ensure the open market objective is reached. And, those additional elements may differ from industry sector to industry sector.

The full value of harmonized standards, and the investment and effort to

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get there can only be realized when the market access objective is reached. The agenda of the 2008 CANENA Annual General Meeting will provide attendees the opportunity to discover those missing elements in your market access strategies and how harmonized standards, existing trade agreements and tariff elimination fit into the mix.

So I invite all members to mark their calendars to attend the CANENA AGM, March 5-6, 2008 in Cancun, Mexico.

Rafael Yañez Hoyos

CANENA Registrar fills vital role

CANENA's modest annual operating budget is dependant on only one source of revenue, member dues. The Council's by laws require all members, including all members of a CANENA Technical Harmonization Committee (THC) or Technical Harmonization Subcommittee (THSC) except those classified as "dues exempt", to remain "in good-standing" by paying their annual dues of \$150.00 USD.

The CANENA Executive Committee through the Secretary-General, has asked THC /THSC Secretaries to help communicate the importance of each member's responsibility to help sustain the Council's administrative processes. According to Joseph Neu, CANENA Vice President for Canada, "These processes are fundamental to helping deliver the value of the harmonization each THC/THSC works so hard to attain." Joseph is also Vice President-Codes & Standards for Electro-Federation Canada (EFC), to whom the Executive Committee has delegated the CANENA Registrar role.

When EFC assumed this role in 2006, the number of CANENA members in good-standing had reached an all-time high. Still, it was obvious that many THC/THSC participants were not meeting their obligation to pay dues. In addition, a huge disparity was identified between the Council's membership list and the much broader list of interested parties to whom CANENA regularly communicates. Through a diligent effort of communication and follow up, 2007 CANENA membership, once again, reached another high with 185 members in good standing and 85 dues exempt members, for a total of 270.

The Registrar has also helped the CANENA Executive Com-

mittee recognize challenges facing Council membership in upcoming years. Among these are: attrition due to retirements, responsibility for enforcement of CANENA's by laws with respect to dues payment, and broadening CANENA membership. These are each important matters since, as has been stated, member dues are the only source of revenue for sustaining the important Council processes.



Attrition through retirement is a fundamental reality. What is disturbing however is that the funding companies are not readily replacing the experienced retirees in standardization processes. This is not singular to CANENA processes, but has been recognized throughout the broader standardization community. The responsibility for active participants in CANENA activities to stay current with their Council dues may, in part be due to the process for invoicing and paying. The Executive Committee will carefully examine the comments on this subject provided by respondents to the recent member survey. The Secretary-General has also been asked to increase the enforcement of member dues payment through THC/THSC Secretaries.

The one, overwhelmingly clear solution to present and future membership issues is the realization and communication of value. This will be the major topic of discussion during the Member's Forum session, March 5, 2008 at the CANENA Annual General Meeting in Cancun, Mexico. The consistent level of activity, membership and results are testimony that value is being generated through the CANENA processes. The challenge is to capture, articulate and where possible, quantify that value.

Maintaining harmonization—A long-term commitment

The CANENA Bylaws (Clause 6.1) explain the role of the THC, as both a standards development and standards maintenance team. According to the by-laws, the "THCs and THSCs shall be available for maintaining the harmonized standards and processing revisions in cooperation with the SDOs as necessary." It is expected that the THC or THSC will remain a viable body following publication of the harmonized standard.

Since its inception, more than thirty CANENA THC/THSCs, have been formed with the intent of promoting binational and trinational harmonization. Through their diligence, a total of sixty-nine standards have been harmonized and marshaled through the CANENA process. This statistic is quite impressive, and illustrates a commitment of the electro-technical industries to the value of harmonized standards. However, developing the harmonized standard is only



the first step - granted a giant step, but a first step regardless - in the harmonization process. Harmonization is an ongoing commitment. Once the common standard is published by the involved Standards Development Organizations (SDOs), it is important that the standards be jointly maintained. By design, the THC/THSC plays a necessary role in that ongoing harmonization effort.

While some THC/THSCs have remained active, publishing amendments and new editions to their harmonized standards, others have gone dormant. It is understandable that not every standard has the same dynamics, however, it is important that each committee be reminded and maintain their readiness to fulfill their responsibility towards standards maintenance. Long live the THC!!!

Dates to Remember

- ◆ CANENA Council 16th Annual Meeting – March 5-6, 2008 Cancun, Quintana Roo, Mexico
- ◆ COPANT General Assembly Meeting – May 5-10, 2008, Buenos Aires, Argentina
- ◆ NFPA World Safety Conference and Exposition – June 2-5, 2008 Las Vegas, Nevada USA
- ◆ CSA Annual Conference – June 15-20, 2008 Calgary, Alberta, Canada
- ◆ 72st IEC General Meeting – November 17-21, 2008 São Paulo, Brazil

CANENA Technical Programs

Fourteen new harmonized standards were published during 2007. This brings the total to sixty-nine standards that have been harmonized as the result of the efforts under CANENA.

The following are the most recently published harmonized standards:

Binational—Canada, U.S.: THC99, *Grounding and Bonding Equipment* (UL467/CSA C22.2 No. 41-07), published 9/21/07.

Trinational—Canada, Mexico, U.S.: THC70/31, *Enclosures for Electrical Equipment-Non-Environmental Considerations* (UL50/CSA C22.2 No. 94.1-07, NMX-J-235/1-ANCE) and *Enclosures for Electrical Equipment-Environmental Considerations* (UL50E/CSA C22.2 No. 94.2-07, NMX-J-235/2-ANCE), both published 9/4/07;

THC 17A/17B/17D, *Low-Voltage Switchgear and Controlgear—Part 1: General Rules* (UL60947-1/CSA C22.2 No. 60947-1-07/NMX-J-XXX-ANCE) and *Low-Voltage Switchgear and Controlgear—Part 4-1: Contactors and Motor Starters—Electromechanical Contactors and Motor Starters* (UL60947-4-1/CSA C22.2 No. 60947-4-1-07/NMX-J-290-ANCE) both published 1/26/07.

THC 32, *Fuseholders—Part 1: General Requirements; Part 4: Class CC; Part 5: Class G; Part 6: Class H; Part 8: Class J; Part 9: Class K; Part 11: Class C (Edison Base) and Type S Plug Fuse; Part 12: Class R; Part 15: Class T* (UL 4248 Series/CSA C22.2 No. 4248-07 Series/NMX-J-009/4248-ANCE Series) all published 2/28/07.

A large majority of the total number of harmonized regional standards are now trinational (Chart 1). In 2007, two bi-national standards became trinational when adopted in

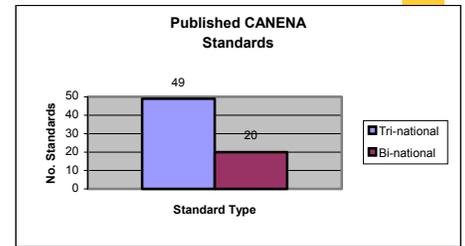
Mexico:

THSC 23A, *Electrical Rigid Metal Conduit-Steel* (UL6/CSA C22.2 No. 45.1-07/NMX-J-534-ANCE-2007), and *Electrical Metallic Tubing-Steel* (UL797/CSA C22.2 No. 83.1-07/NMX-J-536-ANCE-2007).

Several other THCs that now maintain Canadian and U.S. bi-nationally harmonized standards have petitioned Mexican industry for their interest in considering those standards for adoption.

The second chart provides a look at the active new harmonization projects that are underway. This also demonstrates the continued trend in the growth of IEC standard based work programs.

Attendees at the CANENA Council Meeting in Cancun, Mexico on March 6, 2008 will hear from the Chairman of THC17B WG7, Mr. Dayna Whitman, who will share the approach his THC has developed along with the SDOs for using the CANENA process for coordinating regional cooperation between IEC national mirror committees.



SDOs Update Harmonization Procedures

CANENA Standardization Procedures establish the official outline for the formation of a CANENA Technical Harmonization Committee (THC) or Technical Harmonization Subcommittee (THSC) and the initiation and conduct of work programs. The key resource for the successful THC/THSC work program however, is the harmonization procedure developed through the unique and continuous cooperation of ANCE, CSA and UL, *Procedure for Harmonizing ANCE and/or CSA and/or UL Standards*. This roadmap guides a CANENA work program from its inception, through the preparation and formatting of the draft standard, necessary technical reviews, comment resolution and coordinated publication by the participating Standard Development Organizations (SDO). Let the record show, that it was not until this procedure was put into affect, that the CANENA process achieved consistently meaningful results.

This procedure is the manifestation of the support by the SDOs for the principle objectives of CANENA. While the typical CANENA member may find this document somewhat detailed and complex, it provides the foundation for the commitment by the SDOs to continuously improve and harmonize their necessary, individual processes in order to meet the expectations of the THC/THSC and each stakeholder.

The latest edition of the SDO procedures is expected to be published in 2008. The following summarizes the changes that are being proposed. The new edition contains several important improvements to allow for a smoother and faster harmonization of the ANCE / CSA / UL standards.

New clause 1.4 is to be added to supplement the procedures to provide references and important linkage to the following documents: CANENA Bylaws and CANENA Stan-

dardization Procedures; the important ANCE-CSA-UL Process Comparison Guide and Revision Cycles for Bi-national and Trinational Standards documents both of which were published by UL, CSA and ANCE in 2006, and provisions for formatting and editorial leeway.



Process flowcharts in Sections 5 and 6 were replaced with references to the ANCE/CSA/UL process comparison guide so that changes to these procedures will not affect the correlation with CANENA Standardization Procedures.

The IEC-based format guidelines annex was revised and a new annex was introduced for formatting non IEC-based standards. Two new annexes were added with examples of both a tri-national IEC based and non-IEC based co-published standard.

The “Revision Cycles” clause was added to show one way of coordinating activities among the SDOs for a co-published standard; the language regarding the ongoing need for a THC was strengthened as well.

Other changes include the revision of the formatting summary to reflect current rules, the inclusion of a joint ANCE/CSA/UL copyright statement in all co-published standards and the explanation of the purpose of the “Editorial Leeway” document. In addition, THC Chairs and Secretaries are encouraged to use UL’s Collaborative Standards Development System (CSDS) for their committee work.

After publication, new edition of the procedure can be downloaded from the CANENA website. Questions on the procedures may be directed to Sonya Bird (sonya.m.bird@us.ul.com), Alan T. McGrath (alan.t.mcgrath@us.ul.com), Leonard Letea (leonard.letea@csa.ca) or Luis Ivan Hernandez (lihernandez@ance.org.mx).

NEMA Outreach Program Promotes Americas Standardization

CANENA members will participate in a series of regional seminars beginning in 2008 sponsored by the National Electrical Manufacturers Association (NEMA). The seminars, to be conducted in a total of 9 countries including Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, the Dominican Republic, Panama, Colombia and Peru over a period of three years, will be focused on enhancing standardization among regional entities in the Western Hemisphere having similar electrical system infrastructures. This series is being developed under a U.S. government grant to NEMA intended to support free trade agreements in the electrical sector.



through continuous member participation across a broad range of product sectors.

According to CANENA President Rafael Yañez, "This initiative serves all of our interests. This is precisely what is needed to help deliver the full benefits of the harmonization that we have all worked so hard to achieve. The very purpose and vision of the CANENA process since the beginning has been to help unite our regional markets through harmonized standards that reflect our common infrastructure."

The program will include seminar programs involving instruction, outreach and collaboration on topics including standardization, certification and conformity assessment, energy efficiency, environmentally conscious design and anti-counterfeiting of products.

An essential element of CANENA's 2006 Cooperation and Communication Strategy is to complement the efforts of official standardization entities in countries where its members reside. NEMA is not only a noted electrotechnical standards development organization in the United States, but also is the trade association with which a large number of CANENA's U.S. members are affiliated. NEMA has been a staunch supporter of CANENA since its founding, providing its Secretariat and

CANENA's message will be to inform the participants that they are not alone in the standardization effort. A process is already in place that has proven to be an effective and economical means for producing harmonized standards that are relevant to our common installed infrastructure.

IEC President-Elect Jacques Regis Speaks to CANENA

The CANENA Council welcomed Mr. Jacques Regis, IEC President-Elect, to its annual meeting in Tucson, Arizona March 5-6, 2007. His three-year term as IEC President begins January, 2008. Mr. Regis was formerly President and COO for Hydro-Quebec TransEnergie in Canada. He also served as Vice Chairman of the Board for Transelec in Chile.

While recognizing the value of regional cooperation in standards in achieving the mission of IEC, Mr. Regis freely admitted he knew little of CANENA before attending our meeting. He offered at the meeting's conclusion that CANENA represents a solution to regional cooperation with its focus on reducing the technical differences that restrict global acceptance of international standards such as IEC.

CANENA renewed and updated its cooperation agreement with IEC in 2007. The changes, although generally minor in nature, included a commitment that CANENA will encourage its members to participate in IEC technical work by joining their national committees and actively serving as national experts in the work of Technical Committees and Subcommit-

tees of interest to our region.

Also in 2007, the U.S. National Committee of IEC (USNC) officially acknowledged CANENA's agreement with IEC stating "The USNC supports the overall objectives of CANENA and believes that the best method for ensuring the success of the IEC - CANENA Agreement is to facilitate strong and effective cooperation and interface between the related CANENA Technical Harmonization Committees (THCs) and the related USNC Technical Advisory Groups (TAGs). To that end the USNC will work to ensure strong and effective lines of communications are established between the two entities."



Mr. Jacques Regis
IEC President-Elect (center)
Sr. Rafael Yañez
CANENA President (right)
Mr. Tim McNeive
CANENA Past-President (left)

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volunteer, available for technical standards work. Another and equally compelling reason is the emergence and impact of regional and global standards forums such as CANENA and IEC. Where at first these stretched the available resources supporting national standards systems, now as a result of the harmonization priorities, the same resources have been aligned in an integrated approach in many cases.

Among the benefits for manufacturers have been: a reduction in the number of separate technical committee memberships; improved productivity in preparing and planning their participation; fewer standards to manage; and the potential for reduction in separate product designs or features to satisfy national differences, and reduced certification costs through harmonized performance testing requirements.

Benefits for SDOs include: increased numbers of

technically qualified experts in multi-national committees; sharing among participating SDOs in the burden associated with administrative lead; and regional and global perspectives on safety applied directly in the standards development process.

Government and their constituents benefit economically and socially through reduction in non-tariff barriers to trade and by fostering a process that delivers the broadest range of safe products that have been determined technically compatible with existing infrastructure.

All of these are benefits that equate to tangible value. There are many less tangible benefits as well, many of which may only be realized by those directly involved in the processes. Each participant must develop his own metrics for return on investment. This is increasingly essential for sustaining the value that has been created and for reaching its full potential.