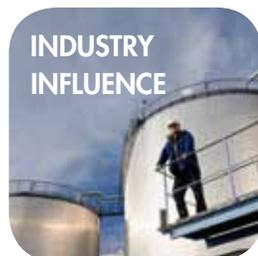
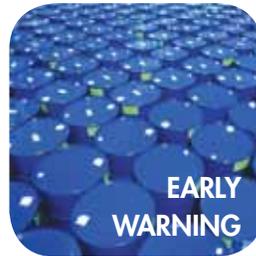




A Value Proposition

THE BENEFITS OF ANSI MEMBERSHIP





“The international language of commerce is standards,” said former U.S. Secretary of Commerce Donald Evans in a report on standards and competitiveness. Over 80% of international commodities trade is impacted by standards and conformity assessment – representing over \$13.5 trillion in 2009 alone.

Active participation in the American National Standards Institute (ANSI) and its programs empowers your company with a voice and influence over the standards and conformity assessment decisions that directly affect your industry, your business, and your bottom line.

Nearly every day, a standards group or technical committee is meeting somewhere, making decisions that affect the salability and future direction of the products, services, and systems that shape your industry. ANSI membership gives you the ability to drive technological and policy agendas affecting your business. You’ll gain valuable opportunities for networking and collaboration with government and industry leaders and insight into their approaches to strategic standardization, conformity assessment, emerging issues, and best practices.

Take your seat at the table, and get a leg up on the competition.

ANSI Membership Categories

Company Member

A corporation, partnership, or other entity that is created under the laws of the United States or any state thereof and that is engaged in industrial or commercial enterprise or professional, educational, research, testing, or trade activity. Any affiliate, division, or joint venture of a corporation, company, firm, or partnership may, at the discretion of the ANSI Board of Directors, be eligible for membership.

Government Member

A department or agency of the United States government or of any state, interstate, or regional authority or agency, or any local or county subdivision of such entities interested in standardization and the work of the Institute.

Organizational Member

A not-for-profit scientific, technical, professional, labor, consumer, trade or other association or organization that is involved in standards, certification, or related activities.

Educational Member

A domestic, not-for-profit institution of higher learning, not otherwise eligible for membership, that is interested in the development of voluntary standards and conformity assessment activities.

International Member

An entity that is engaged in the activities of an organizational, company, or educational member but that is not created under the laws of the United States or any state thereof. International members do not have voting rights.

Individual Member

A U.S. citizen interested in the development of standards or related activities who is not eligible for membership under any other category. (Restricted to one representative only.)

ANSI Affiliate Program

An individual who is interested in receiving a low-cost and high-value professional affiliation with ANSI.



Thank you for your interest in becoming a member of the American National Standards Institute (ANSI).

ANSI members comprise more than 125,000 companies, organizations,

government agencies, academic and international bodies, and individuals – well over 3.5 million professionals across nearly all industries and disciplines. Under the Institute's umbrella, this diverse constituency works together to develop, implement, and promulgate voluntary consensus standards and conformity assessment systems that strengthen the competitiveness of U.S. business in the global marketplace, foster innovation, and improve quality of life.

Active participation in ANSI and its programs can serve as a strategic and tangible asset for your organization. Membership enables you to build relationships that empower you with a voice and influence over the standardization and conformity assessment decisions directly affecting your business. Taking your seat at the table where the technical and policy issues impacting your industry are being decided is a critical business tool, and ANSI's knowledgeable staff can provide you with the hands-on guidance to get there.

Equally important is the access you gain to cutting-edge market information and other business intelligence that can help you strategically position your organization for success and growth. Upon your review of these and the many other ANSI member benefits and discounts, we are confident that you will agree that joining the Institute is an affordable and cost-worthy investment.

Should you have any questions or require immediate information about the Institute or the voluntary consensus standards and conformity assessment system, please contact a member of the ANSI membership development team (212.642.8922; membership@ansi.org) or visit our website at www.ansi.org/membership.

I look forward to welcoming you as a new member of the ANSI Federation!

S. Joe Bhatia
ANSI President and CEO

ANSI Member Benefits

Ability to influence technical and policy developments affecting your business via direct access to national and international standards and conformance, trade, and regulatory bodies.

As the U.S. member of the International Organization for Standardization (ISO), the U.S. member of the International Electrotechnical Commission (IEC) via the U.S. National Committee (USNC), and a U.S. member of the International Accreditation Forum (IAF), among other fora, ANSI is the force behind strong U.S. leadership in international standardization

Cross-industry and global networking opportunities, and enhanced relationships with key business organizations, industry associations, and professional societies

Public policy information and government affairs support. As an alternative to agency-developed or regulatory solutions, ANSI advocates for increased use of voluntary consensus standards and conformance measures created by the private sector

Direct access to policy leaders in all U.S. federal agencies and on Capitol Hill via events addressing critical national priorities

Assistance with international standards and conformance, policy, and trade issues such as market access, intellectual property protection, and direct linkage to key foreign national standards and conformity assessment organizations. ANSI facilitates communication and collaboration across borders and fosters U.S. innovation and competitiveness in the global market

Strategic intelligence gathering through ongoing opportunities to share views with other industry leaders on priority issues, common problems, and best practices

Direct access to the ANSI Top Issues Tracking System for early warning on critical standards and conformance-driven issues such as energy; global supply chain; horizontal considerations; sustainability; technology; and workforce

Easy access to standards and updated information through the NSSN Search Engine for Standards (www.nssn.org) and ANSI's global trade portal (www.standardsportal.org)



Discounts on convenient site-licensing agreements, standards packages, and select standards collections including ISO, IEC, and select American National Standards (ANS) available on ANSI's eStandards Store (webstore.ansi.org)

Targeted, up-to-date standards and conformity assessment related information critical to your business delivered weekly via ANSI's electronic newsletter, *What's New?* (www.ansi.org/news), and *Standards Action*, the Institute's key public review vehicle (www.ansi.org/standardsaction)

Professional development and training opportunities that respond to key issues within the standardization community, and discounts on all instructor-led courses (www.ansi.org/education)

Company recognition as an industry leader by staying ahead of the curve in technical advancement and policy issues and enhancing your industry's ability to compete in the U.S. and global markets

Participation in Manufacturer Member Roundtable in China,¹ a forum to exchange information and provide insights on issues that affect companies doing business in and with China

Invitation to join the ANSI Caucus, an informal group that meets once a month in Washington, DC, to network and discuss issues of common concern to those involved with standards and conformity assessment (www.ansi.org/government)

Entry into a forum for dialogue on global standards and conformance issues via ANSI's Company, Organizational, Consumer Interest, and Government Member Forums, representing the voice of each respective membership segment in the Institute (see "ANSI Membership Categories" box for details)

Opportunity to influence ANSI's strategic positions and impact U.S. national and international positions through membership on Governance and Policy Committees (see list at right). ANSI Full Members are invited annually to recommend candidates for the Institute's Board of Directors and for voting membership on the Policy Committees

ANSI Governance and Policy Committees

National Policy Committee (NPC): Develops policy and position decisions regarding national standards and conformity assessment issues, and government relations and public policy issues. This includes oversight of the ANSI Executive Standards Council (ExSC), the Board of Standards Review (BSR), and the Appeals Board

International Policy Committee (IPC): Develops policy and position decisions on regional and international standards, conformity assessment, public policy, and related issues not exclusively related to either ISO or IEC

Intellectual Property Rights Policy Committee (IPRPC): Develops policy and position decisions regarding national, regional, and international intellectual property matters and issues relating to copyright and incorporation of proprietary intellectual property in standards

Conformity Assessment Policy Committee (CAPC): Develops policy and position decisions on national, regional, and international conformity assessment issues. The CAPC oversees the International Conformity Assessment Committee (ICAC) as well as the accreditation committees that make decisions on ANSI's accreditation programs for certification bodies

Regional Standing Committees (RSC): Develops policy positions on standards and conformity assessment activities in regional standards bodies (One RSC covers the Americas; another, the Asia-Pacific region; and a third, Europe, the Middle East, and Africa)

ANSI ISO Council (AIC): Develops ANSI policy positions on standards and conformity assessment issues exclusive to ISO

United States National Committee of the IEC (USNC): Develops U.S. policy and technical positions on standards and conformity assessment issues exclusive to IEC

Benefits by Level

MEMBERSHIP LEVELS

Membership Benefits	Full Member	Basic Member	Affiliate
Unlimited number of representatives	✓		
Nominate candidates to ANSI Governance and Policy Committees (Voting/Observer)	✓		
Ability to administer a delegated international Secretariat or U.S. Technical Advisory Group (TAG)	✓		
Participate in ANSI Member Forums	✓	✓	
Use of ANSI Membership Logo	✓	✓	
Participate in Manufacturer Member Roundtable in China	✓	✓ ¹	
Discount on standards ²	✓	✓	✓
Participate in ANSI Chemical Network	✓	✓	✓
Content			
Policy Committee documents (e.g., IPRPC, IPC, and NPC)	✓		
Policy Committee documents via additional à la carte menu		✓	
ANSI Top Issues Portal	✓	✓	
Member Forum documents	✓	✓ ³	✓ ⁴
Fee-based program documents (e.g., Standards Panels) ⁵	✓	✓	✓
Communications (e.g., press releases, annual report, meeting proceedings, new work item proposals)	✓	✓	✓
ANSI periodicals (e.g., <i>What's New?</i> and <i>Standards Action</i>)	✓	✓	✓
Informational charts and graphs	✓	✓	✓
StandardsPortal.org	✓	✓	✓
Annual Dues	Tiered Dues Structure (See Membership Application)	\$495/year	\$100/year

Notes: ¹ Basic Members can purchase the China Roundtable for an additional fee from the à la carte menu. ² The following discounts apply to the following membership levels: 5% for Affiliate, 10% for Basic, and 20% for Full. ³ Basic Members are limited to documents for their respective Forum. Full Members have access to all Forum documents per their request. ⁴ Affiliate Members can access content for only one Member Forum. ⁵ Fee-based program documents are available to members and non-members provided that they've paid the program participation fee – discounts on fees are given to ANSI members at Full and Basic levels.



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The American National Standards Institute (ANSI) is a private non-profit organization that facilitates standardization and conformity assessment activities in the U.S. and around the globe. ANSI is not itself a standards developing organization. Rather, the Institute oversees the creation, promulgation, and use of thousands of standards, guidelines, and conformance measures that directly impact businesses and consumers in nearly every industry. ANSI empowers organizations to strengthen their position in the global economy, while helping to assure the safety and health of consumers worldwide and the protection of the environment.

Representing the diverse interests of more than 125,000 companies and organizations and 3.5 million professionals around the world, the Institute provides a neutral forum for collaboration between the private and public sectors. As the voice of the U.S. standardization system, ANSI works with stakeholders from both industry and government to identify consensus-based solutions to national and global priorities.

ANSI is the U.S. member of the International Organization for Standardization (ISO); the U.S. member of the International Electrotechnical Commission (IEC) via the U.S. National Committee (USNC); a U.S. representative to the International Accreditation Forum (IAF); the U.S. member of the Pacific Area Standards Congress (PASC) and the Pan American Standards Commission (COPANT); and has regular dialogues with the European Committee for Standardization (CEN), the European Committee for Electrotechnical Standardization (CENELEC), the European Telecommunications Standards Institute (ETSI), and other international and regional fora.

www.ansi.org/membership



ANSI Mission

To enhance both the global competitiveness of U.S. business and the U.S. quality of life by promoting and facilitating voluntary consensus standards and conformity assessment systems, and safeguarding their integrity.