



ASTM INTERNATIONAL
Helping our world work better

Welcome to the June Committee Week and the Annual Business Meeting

June 26, 2018

San Diego, CA

www.astm.org

Strong Standards Development in 2017



208
New
Standards

909
Standards
Reapproved

1,897
Revised
Standards

12,700
Active
Standards

Committee Anniversaries



2017

- 40th: **Personal Protective Clothing & Equipment (F23)**
- 50th: Hazardous Potential of Chemicals (E27)
- 60th: Primary Barrier Packaging (F02)
- 80th: Glass & Glass Products (C14), **Manufactured Masonry Units (C15)**, **Soil & Rock (D18)**, Plastics (D20)

2018

- 10th: Forensic Engineering (E58), Sustainability (E60)
- 30th: Search & Rescue (F32)
- 40th: Amusement Rides (F24), **Ships & Marine Technology (F25)**, Solar/Geothermal/Alt. Energy (E44)
- 50th: Resilient Floor Coverings (F06)
- 60th: Halogenated Organic Solvents & Fire Extinguishing Agents (D26)
- 70th: **Color & Appearance (E12)**
- 80th: **Nondestructive Testing (E07)**, Thermal Insulation (C16)
- 90th: Copper & Copper Alloys (B05), Light Metals & Alloys (B07)
- 120th: Steel, Stainless Steel, Related Alloys (A01)

Committee Milestones



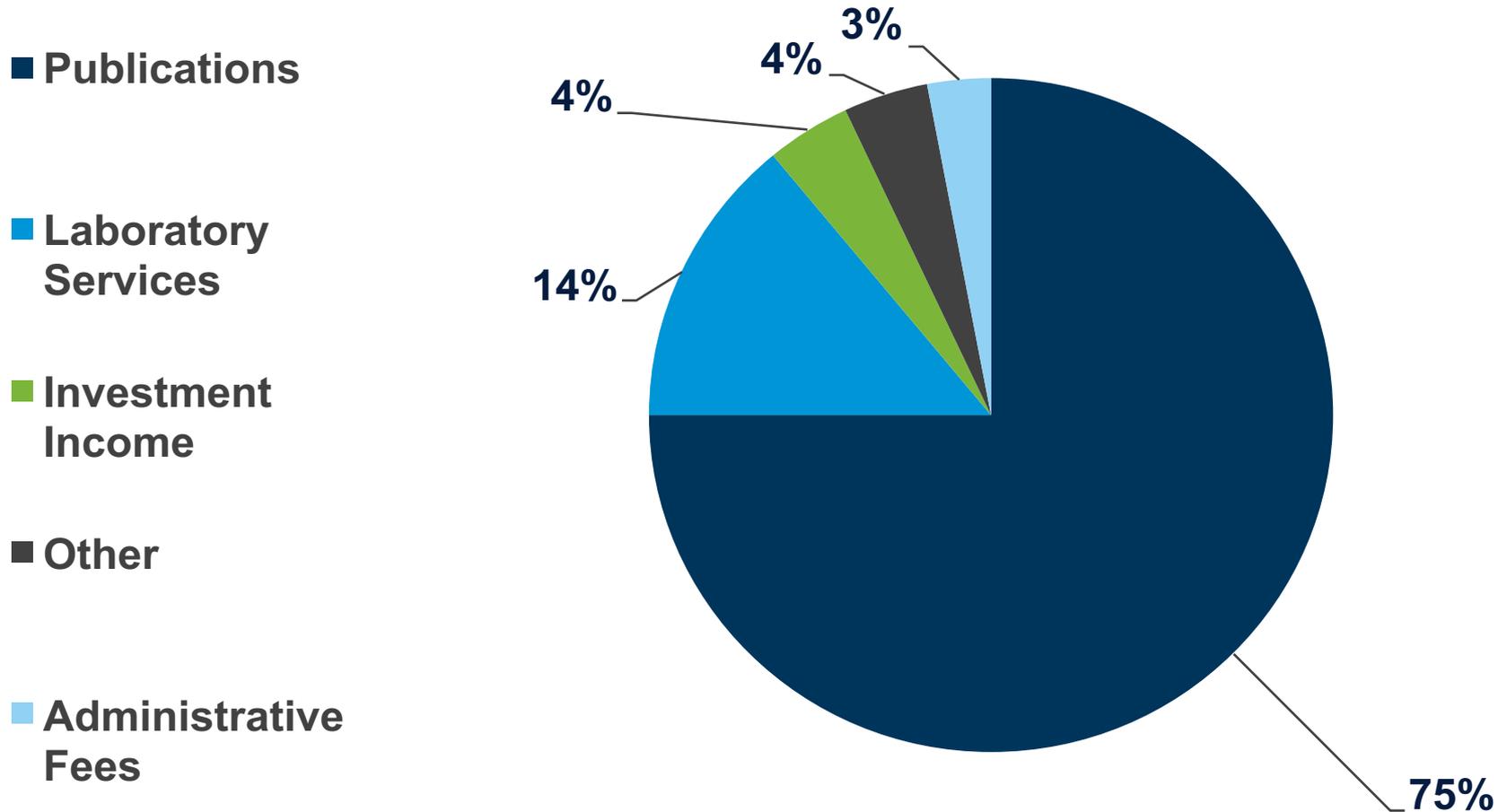
New Committees

- **Recovered Carbon Black (rCB) (D36)**
- **Cannabis (D37)**
- Commercial Spaceflight (F47)
- Exoskeletons and Exosuits (F48)

New Subcommittees (sampling)

- **Non-hydraulic cements (C01.14)**
- **Grouting (D18.16)**
- **Geosynthetic specifications (D35.06)**
- **Respiratory protective equipment (F23.65)**
- Others:
 - Additive manufacturing (several)
 - Thermocouples (several)
 - Non-projectile stun guns
 - Nano-enabled medical products
 - Robotics for vacuum cleaners
 - Lyophilization... and more

2017 Revenue Sources



Annual Report: Connecting the Dots



2

Chairman's Letter



At the beginning of 2017, each of us were thrilled to bring new roles to help guide the mission and operations of ASTM International. Expectedly, our professional and personal contacts started to ask us more about how ASTM International works with members, customers, and partners to accomplish its goals and objectives. Due to hard work, collaboration, and strong performance in 2017, it was easy to pepper these conversations with timely examples of the organization's leadership:

- We launched new technical committees to help meet the growing need for standards in industries such as recovered carbon black, exoskeletons, and cannabis.
- We expanded our emerging professionals program to help more young people participate and lead in standards development activities.
- We deepened our relationships with key organizations like the American Petroleum Institute (API), SpaceTEC Partners, and others.
- We enhanced our cutting-edge Compass platform and made it available to members.
- We gave back to our community by supporting causes such as youth STEM education, and much more.

A recurring theme emerged as the year went on: More than ever before, ASTM International is "Connecting the Dots."

We connect the dots from high-quality technical standards to new, innovative services such as proficiency testing, e-learning, and certification.

We connect the dots among industry groups, governments, national standards bodies, universities, and other stakeholders that want to collaborate with us... And, we connect the dots for businesses and consumers alike who want to learn more about the performance or safety of a product.

As you peruse this report, you will see the powerful impact of these growing connections. And, hopefully, you will also uncover ideas for how ASTM International could work with you or your organization to connect the dots in the years ahead.

Tom Marsh
 Tom Marsh
 2017 Chairman of the Board
 President & CEO
 Centrotech Minerals & Metals, Inc.

Katharine E. Morgan
 Katharine Morgan
 President
 ASTM International

ASTM International

3

Whether you go to an office, a lab, or a worksite each day... you see how technical standards support quality, safety, innovation, and trade.

As your organization grows and industry evolve, standards must keep pace. ASTM International is open to anyone who wants to help create or update standards. Every voice is heard in our committees, where the world's most respected experts develop the world's most respected standards.

The Compass platform provides constant access to the latest standards across dozens of industries... with tools to help your team collaborate and make informed decisions. We're also here to prepare you for accreditation or certify your products. Training and e-learning show test methods in action, providing the skills and confidence to perform tests correctly.

When your industry or nation needs a leader across all of these areas, we can be your partner.

For standards and all your needs surrounding them, we connect the dots - in your workplace... in your career... and in your daily life.

Together, we are helping our world work better.



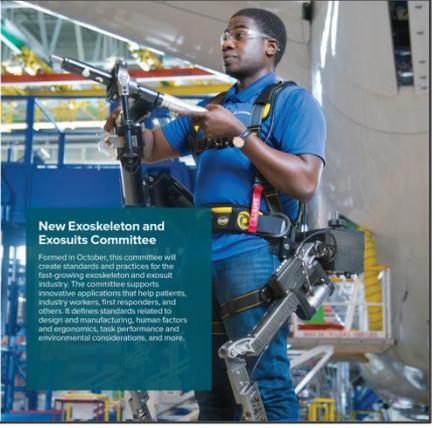
In 2017, ASTM International created (the above) script for a 90-second, commercial-quality video to crystalize its mission.

Annual Report 2017

4

"...technical standards support quality, safety, **innovation**, and trade"

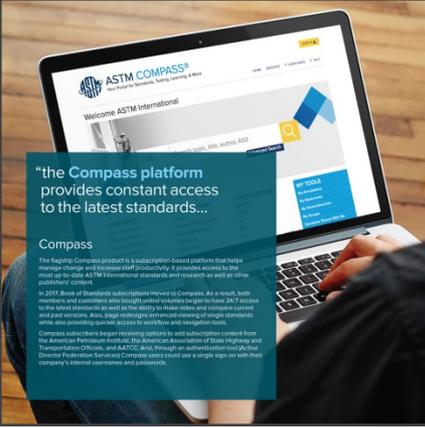
- Reusable Medical Devices**
A new guide from the committee on medical and surgical masks and devices (F40) will help industry create and select artificial noses to test the cleanliness of reusable devices. The standard will be used by manufacturers that make products such as surgical instruments, pumps, and endoscopes.
- Improved Elbow Prostheses**
The committee on hand and upper limb materials and devices (F40) updated its standard on elbow prostheses. The revision provides testing guidance to help evaluate safety and efficacy of these replacement devices under lab conditions common to other large joints.
- Drone-Assisted Search and Rescue**
The committee on search and rescue (F30) developed a standard to classify small unmanned aircraft systems (sUAS) for land search and rescue operations. This standard will help emergency personnel select drones and use them on their capabilities.
- High Strength Alloy for Implants**
A new standard from the committee on medical and surgical masks and devices (F40) covers a high-strength alloy for cardiovascular stents as well as trauma, spine, and hip-replacement implants. Because the alloy does not contain aluminum such as nickel, titanium, or cobalt, it is unlikely to cause metal allergy reactions.
- New Medical Disposal Subcommittee**
The committee on decommissioning and disposal of medical supplies, medical equipment, and hospitals (E13.30) launched with support from the National Priority Management Association. The group will focus on topics including inventory reduction, decommissioning, and valuation of medical supplies, equipment, and properties.
- Nanotechnology Education Subcommittee**
The nanotechnology committee (E36) completed its education standards to help teach undergraduate students concepts related to research, development, and manufacturing. The suite covers health and safety, characterization, system generation, infrastructure, and materials synthesis and processing.
- Nuclear Power Plant Safety**
A new guide, developed by the committee on protective coating and lining work for power generation facilities (D13), responds to increased industry safety concerns by providing coating systems to reduce power plant. The guide helps experts determine whether coating systems in use require reworking, qualification testing, or whether new testing is needed.
- Aviation Worker Certification**
ASTM International signed a memorandum of understanding (MOU) with SpaceTEC Partners, Inc., a leading organization in aerospace and aviation. The partnership will help certify aircraft maintenance technicians and other aerospace workers. SpaceTEC Partners started its National Center for Aerospace and Transportation Technologies certification, and ASTM International members began developing related standards through the committee on aerospace personnel (F46).
- New Smart Manufacturing Journal**
ASTM International published the first papers in the new online journal: Smart and Sustainable Manufacturing Systems. The journal provides a platform for researchers and practitioners to share research results, practice industry applications, and case studies in this growing field.



New Exoskeleton and Exosuits Committee

Formed in October, this committee will create standards and practices for the fast-growing exoskeleton and exosuit industry. The committee supports innovative applications that help patients, military workers, first responders, and others. It defines standards related to design and manufacturing, human factors and ergonomics, task performance and environmental considerations, and more.

ASTM International



"the Compass platform provides constant access to the latest standards..."

Compass
 This leading Compass product is a subscription-based platform that helps manage change and increase staff productivity. It provides access to the most up-to-date ASTM International standards and research. It is used by our subscribers.

In 2017, more than 100,000 users accessed the platform. As a result, more members and customers who bought other volumes began to buy 2017 access through the platform. This led to a 10% increase in total sales and a 10% increase in new subscriptions. Also, large meetings saw more coverage of standards with new products and services.

Compass subscribers began receiving offers to add subscription content from their other product purchases. This led to a 10% increase in the number of subscriptions. Also, more members and customers began to use the platform's internal customer and association services.

5

"...with tools to help your team **collaborate**..."

SpecBuilder
 After years of testing, a new tool launched which helps thousands of members - and other users - create groups, upload documents, share, publish, etc. It provides committees, users, and more. The tool, SpecBuilder, can help create standards, as well as internal specifications, codes, regulations, and more.

Custom Subscription Platforms
 ASTM International began offering customized versions of the Compass information delivery platform to other organizations. Developed by ASTM International's technology experts, these platforms can now provide content standards, technical documents, etc. on their own website to their members, customers, original equipment manufacturers, and others.

The American Petroleum Institute became the first organization to do so with API Compass, providing their members and customers with organization-wide access to PDF and HTML versions of API standards as well as Compass workflow tools. API is a trade association with over 600 organizational members who share their own ASTM International and API committees.

Understanding Customer Needs
 A "voice of the customer" outreach initiative launched in 2017 with two surveys and two Product Advisory Councils (PACs). With one PAC from industry and one from academia, ASTM International staff discussed current and future products and services while also gaining valuable feedback on recent initiatives. Key topics included enhancing the Compass platform, SpecBuilder, custom subscriptions, and company websites.

Annual Report 2017

ASTM International 2018 Initiatives



Five Strategic Objectives

1. Leadership
2. Global Technical Expertise
3. Standards and Technical Content Development
4. Service Provider
5. Organizational Vitality

1. Leadership



Promote focus on public health and safety, expand leadership position in the standards community and broaden the international use of products and services

- Increase visibility of ASTM’s capacity building initiatives and other major initiatives
- Deliver coordinated programs for Middle East, Latin America, Caribbean, China/Asia, Africa
- Determine market opportunity for product service offerings in China
- 2018 ASTM BoD Outreach Day in Amsterdam, Delft, Rotterdam and the Hague
- Operationalize communications initiatives stemming from the “Connecting the Dots” 2017 Metric
- Additive Manufacturing Center of Excellence



2. Global Technical Expertise



Attract and retain technical experts from around the world by creating an intellectually and professionally rewarding working environment that meets participant needs and expectations

- Recruiting, onboarding and retaining emerging professionals
- Government/trade association outreach during fall committee weeks
- Pilot university partnerships



3. Standards and Technical Content Development



Always be relevant and continuously enhance the technical quality of standards and related content by providing a best-in-class, scalable development infrastructure

- Collaboration area and online editing tool
- Mobile application strategy
- New meetings registration system and meetings application
- Next generation membership applications and services
- PTP enhancements

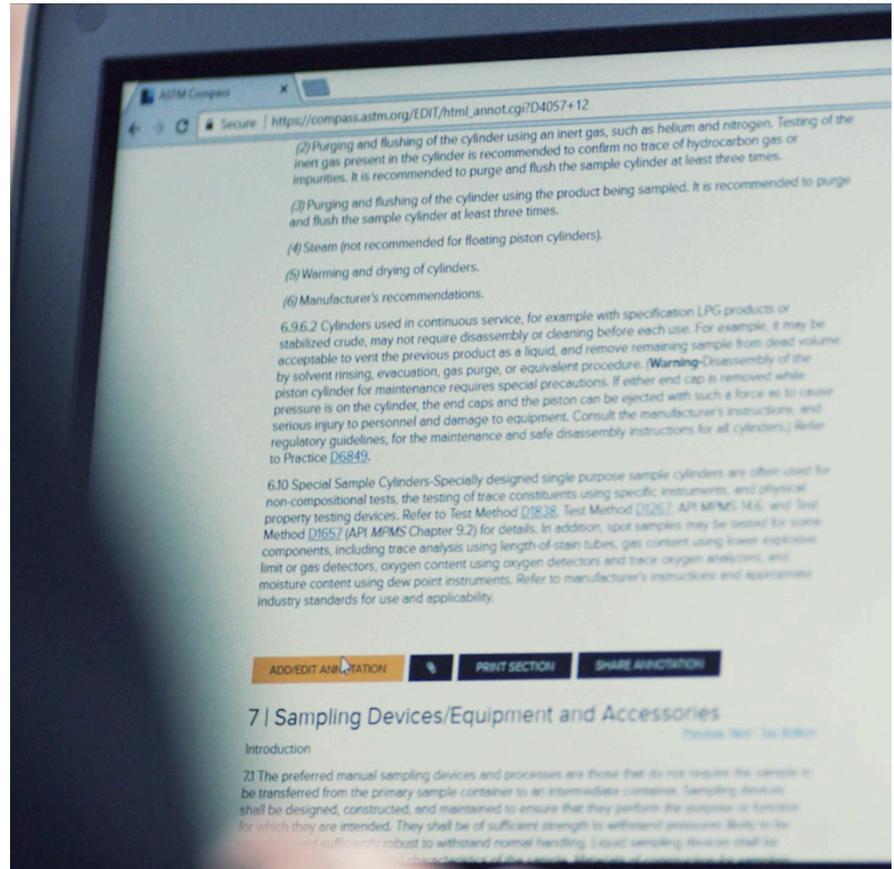


4. Service Provider



Understand global societal needs and service stakeholders through the integration of innovative products and services

- COMPASS enhancements
- Third party content
- Standards as Data
- Translation workflow
- Develop certification growth plan
- SEI certification database and website upgrade



5. Organizational Vitality



Provide an organizational culture of service and innovation with the appropriate resources to achieve ASTM’s mission—positioned to respond to the changing environment

- New content/services
 - PTPs for metal powders and 3D printing
 - “Lab basics” training for technicians
 - Expand live training courses to include hands-on component
 - Certification opportunities
- Building renovation
- Business continuity/infrastructure enhancements





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