



***SANAS's accredited conformity
assessment services to support South
African manufacturers and exporters***

If you are in the market for conformity assessment services, such as calibration or laboratory testing, certification, inspection or verification, please read this brochure.



Using SANAS's accredited conformity assessment services has the following advantages:

- Avoid expensive re-testing, re-certification or re-inspection
- Ensure measurement accuracy
- Verify compliance with your specification
- Access the international market
- Get a competitive edge
- Maintain your reputation
- Keep your staff safe

Avoid costly rework, product failures or rejections of entire consignments

Were a big order to be rejected due to a measurement error, the lack of precise and accurate data or your product not being certified, your firm could suffer serious financial damage. Apart from financial loss, there are also indirect costs, such as loss of business, reduced efficiency, etc.

That is why precise measurement and accurate data, supported by management systems, are key components of an efficient and cost-effective manufacturing process. The questions to be asked, however, are: Who calibrated your instruments? Who tested your products? Who certified your business?

Accredited conformity assessment services are independently assessed by the South African National Accreditation System (SANAS) to establish their technical competence. They are also regularly re-assessed to ensure that they maintain high standards of technical expertise. In addition, laboratories, for example, are required to participate in proficiency testing programmes on an ongoing basis to demonstrate their technical competence. Has the conformity assessment service that you use done all of this?

Avoid expensive re-testing, re-certification or re-inspection – Get it right the first time!

Do not make the mistake of using conformity assessment services that have not been accredited. If conformity assessment services are not carried out correctly the first time, the cost of re-testing, re-certification or re-inspection can escalate and time and resources are wasted. Avoid these unnecessary expenses by choosing an accredited conformity assessment service that has demonstrated its technical competence to SANAS. You will recognise this from the SANAS logo on test reports, calibration certificates, inspection reports and system management certificates. If



the SANAS logo is not present, then the certificate is not covered by accreditation and its contents are, therefore, outside the conformity assessment services' scope of accreditation.

Firms have ignored measurement accuracy only to regret it later

This is a true story. A television manufacturer had set up calibrated reference voltage on a production line to measure the correct high voltage across the tube: a vital measurement. A metrologist from an accredited laboratory specified how the measurement was to be carried out. However, the calibrated meter was either damaged or had been removed and replaced by a cheap uncalibrated meter that, unbeknown to the manufacturer, produced read errors of up to 50%. The effect of this was that tubes would blow, due to the excess voltage, but only after 12 to 18 months of production. Ultimately, thousands of tubes had to be replaced under warranty, with devastating financial implications!

You rely on your external suppliers – Let's hope they don't let you down!

Ensure that your suppliers deliver materials, components and products that meet your specifications with every consignment. The accreditation system can help you. Remember, all measurements carried out by accredited calibration laboratories must be traceable to the SI (Système International) system of units. By insisting on an accredited test or calibration report, you can rely on independent technical experts to verify compliance.

How SANAS's accredited conformity assessment services can open international markets for you

If you are exporting and importing goods on a regular basis, you are probably dealing with test reports all the time. Wouldn't life be easier if products were tested, certified or inspected once and accepted everywhere in the world?

SANAS offers a competitive advantage to your business that you can tap into right way. SANAS was a founding signatory of the International Laboratory Accreditation Cooperation (ILAC) and the International Accreditation Forum (IAF) Arrangement, which promotes the acceptance of accredited data among the signatories in 61 economies across the world, represented by 73 accreditation bodies. The aim is simple. Reduce or eliminate the need for re-testing, re-certification and re-inspection in the importing country. Use an accredited conformity assessment service and you stand to benefit from this significant international recognition! Contact us today to find out which countries are signatories of ILAC and IAF.

Your foreign customer can now have greater confidence in the accuracy of your conformity assessment data, which makes doing business overseas a whole lot easier.



Don't miss business opportunities – Get a competitive edge

Organisations in both the public and private sectors have begun to realise the valuable role of conformity assessment services' accreditation in assisting manufacturers to produce quality products. The SANAS endorsement on your certificate or test report tells a client that the conformity assessment service has been evaluated against international and national standards, regulations or even sector-specific requirements. You may also see more tenders requiring reports from accredited conformity assessment services.

Reputations matter – Don't throw yours away

It is hard to repair a damaged reputation, and in today's highly competitive market, few things are as important as a good reputation among your customers. However, you can lose that reputation quickly if you start turning out inferior products that are not up to specification. So what do you really know about the conformity assessment services that you use? How can you be sure that their results are reliable? Accredited conformity assessment services value their own reputation as much as yours. They pride themselves in their technical competence and it is that competence that they bring to your business and theirs.

Safety first – Why conformity assessment services can save lives

We all know that staff safety comes first. An incorrect safety-critical measurement could cause serious injury or even cost the life of one of your staff members. Are all your safety-critical measurements being done with instruments that are calibrated by an accredited laboratory? Are you not sure? Get an accredited laboratory or inspection body to give you some peace of mind!

For a list of SANAS accredited conformity assessment services go to www.sanas.co.za

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