



IEC  
PERFORMANCE  
2005

# CONTENTS

---

▶ Executive Summary	3
▶ The IEC in Figures	4
▶ Global Reach	6
▶ Production	7
▶ Technical Work	8
▶ Conformity Assessment	14
▶ Sales and Marketing	16
▶ Communications	17
▶ The Past 10 Years and the Next 100	18
▶ Participating Countries	19



# EXECUTIVE SUMMARY

---

The IEC entered its 100th year in 2005 and ended it in impressive form.

- With the emphasis on looking forward, not looking back, the IEC announced plans for its Centenary in 2006;
- Despite increased volume of work, efficiencies in production in 2005 saw the average production time for IEC publications maintained at 38 months;
- The Commission continued to blaze a trail with new innovations in standardization, including increased use of IEC's electronic working environment, particularly at the working group level;
- The IEC saw new developing countries joining the Family, while Kenya and the Former Yugoslav Republic of Macedonia joined as new Associate members;
- Revenues from the sales of IEC International Standards in 2005 remained solid and stable; and
- The Commission's Conformity Assessment schemes continued to grow and evolve.

# THE IEC IN FIGURES

Valid as at 2005-12-31

## The organization

▶ <b>Members</b>	<b>65 National Committees</b>
▶ <b>Technical committees / Subcommittees</b>	<b>169</b>
▶ Working groups	505
▶ Project teams	255
▶ Maintenance teams	374

## Publications

▶ <b>Total publications as of 2005-12-31</b>	<b>5 454</b>
▶ International Standards	4 941
▶ Technical Specifications	160
▶ Technical Reports	296
▶ IEC-PAS	57
▶ <b>Publications issued in 2005</b>	<b>444 + 1 Guide</b>
▶ International Standards	372
▶ Technical Specifications	17
▶ Technical Reports	32
▶ IEC-PAS	23
▶ <b>FDISs issued in 2005</b>	<b>451</b>
▶ In CENELEC parallel vote	325
▶ <b>CDVs issued in 2005</b>	<b>398</b>
▶ In CENELEC parallel enquiry	315
▶ <b>Total active projects as of 2005-12-31</b>	<b>1484</b>
▶ <b>Average development time for IEC publications in 2005</b>	<b>38 months</b>

## Conformity Assessment

▶ <b>IECEE CB Scheme</b>	
▶ Participating countries	43
▶ National Certification Bodies	58
▶ Testing laboratories	189
▶ CB Scheme certificates issued in 2005	40 000 (est.)
▶ <b>IECQ</b>	
▶ National Authorized Institutions (members)	15
▶ Supervising Inspectorates (certification bodies)	11
▶ <b>IECEX</b>	
▶ Members	24
▶ Accepted Certification Bodies (ExCBs)	20
▶ Ex testing laboratories (ExTLs)	21

# CELEBRATING "THE ELECTRIC CENTURY"

---

The IEC entered its 100th year of existence building on gains made in recent years through the increased use of information technology. But it was a combination of sound management and the use of new IT tools in 2005 that saw greater efficiency and increased productivity across all the IEC's activities from the technical work to publishing and distribution, and from marketing and communications to the Commission's conformity assessment activities.

To kick off the centenary celebrations in time for 2006, IEC General Secretary Aharon Amit used his annual presentation to IEC Council on 21 October in Cape Town, South Africa, to launch the IEC Centenary Challenge ([www.iecchallenge.org](http://www.iecchallenge.org)). This competition is for academic institutions to submit papers on the "economic, business and social impact of the development and use of International Standards for end-users at any level of business activity". It is being organized in association with *The Economist* and in partnership with IEE, IEEE and VDE, and features four eminent individuals - Dr. Arden Bement, Director of National Science Foundation, USA; Prof. Klaus Wucherer, Member of the Central Managing Board, Siemens AG, Germany; Dr. Takuo Sugano, Professor Emeritus, University of Tokyo and Chairman of the Board of Trustees, Toyo University, Japan; and Tom Standage, Technology Editor, *The Economist* - all of whom will be judging the approved papers submitted

Setting out the Commission's plans for the centenary, Amit underlined that the IEC's 100th anniversary, while being an opportunity to celebrate the Commission's achievements, would be used as a "springboard" to the future with the aim of raising the IEC's profile among academia, industry, governments and customers.

He announced that a number of events would be held throughout 2006, including regional conferences and workshops for Africa, Asia-Pacific, and Latin America, in addition to the IEC General Meeting to be hosted by the German National Committee in Berlin from 25-29 September. He also said that an event and "The Electric Century" exhibition would be held in Geneva in May, aimed at reaching out to the organizations based there, as well as the Geneva canton and city where the IEC Central Office has been located since 1948.

Amit said that the IEC website would provide a central focus for the centenary, with dedicated pages ([www.iec.ch/100years](http://www.iec.ch/100years)) and features including a printed "Technology Timeline" showing the milestones in technological achievement over the past 100 years, and an online "Hall of Fame" featuring the leading inventors, scientists and standardizers ([www.iec.ch/100years/techline](http://www.iec.ch/100years/techline)). ■



The IEC continued to reach out to countries that are not yet part of the IEC Family, while helping others to increase their level of participation in standardization activities. In 2005, the Affiliate Country Programme ([www.iec.ch/affiliates](http://www.iec.ch/affiliates)) - the IEC's unique programme for developing nations - welcomed the Dominican Republic, Cameroon, Lesotho, and Madagascar. This brought to 69 the number of countries participating in the programme.

Meanwhile, having formed its national committee, Kenya's status as an Associate Member was approved during the IEC General Meeting in Cape Town in September. As a result, the IEC membership rose to 65 countries, taking the IEC Family to a total of 134 countries.

While the IEC's Regional Centres in Asia-Pacific and North America continued to demonstrate the successful decentralized management of IEC's technical work, plans were drawn up for the opening of a new Latin America Regional Centre (IEC-LARC) which is scheduled to open in 2006. IEC-LARC will be modeled on the IEC-APRC in its early days, focusing on promotion of the IEC and encouraging greater participation in the Commission's work.

In 2005, Affiliates continued to use the facilitated adoption process open to them (full details of which are available at [www.iec.ch/affiliates](http://www.iec.ch/affiliates)). This process enables Affiliates to select relevant IEC Standards for adoption and helps to produce national branded standards meeting the guidelines set out in ISO/IEC Guide 21-1. Over 200 experts from the Affiliates used their access rights to 28 IEC technical committees or subcommittees to monitor technical work. Perhaps one of the most significant successes of the programme in 2005 was the transition of two Affiliates to Associate membership - the Former Yugoslav Republic of Macedonia and Kenya.

## IEC and WTO work closer

The IEC's cooperation with the World Trade Organization ([www.wto.org](http://www.wto.org)) resulted in a specially dedicated workshop being organized during the IEC's General Meeting. Primarily aimed at the Affiliate countries, the workshop focused on the importance of the WTO's Technical Barriers to Trade Agreement. The IEC participated in three TBT Committee meetings in 2005, providing updates on the Commission's activities, including conformity assessment developments as well as initiatives aimed at developing nations. Together with ISO, the IEC presented its position on IPR matters to the meeting in November. The importance of International Standards and the IEC's role was highlighted in the WTO's *2005 World Trade Report*.

## ISO and ITU

Closer cooperation with the International Organization for Standardization (ISO) was evident in 2005 with the announcement of a joint IEC and ISO Marketing and Communications Forum to be held in Geneva on 6-8 December 2006. Further interest in the IEC approach to developing database standards was also shown by ISO, with the proposal from ISO TC 145 to extend the joint IEC/ISO database on graphical symbols by including additional collections of ISO symbols, notably in the areas of public information and safety signs. In the technical arena, a joint steering group was established to address standardization in security, while similar cooperative groups were set up to deal with nanotechnologies and health technologies.

Regarding cooperation in the telecommunication sector, the IEC and the Radio Bureau of the International Telecommunication Union (ITU) signed an agreement that allows for the sharing of relevant standards for experts, which builds on similar collaboration with the ITU's Standardization Sector. The agreement allows ITU experts to review relevant IEC Standards to assist in the elaboration of their own standards. Referenced IEC Standards are then listed at [www.iec.ch/itu](http://www.iec.ch/itu).

The World Standards Cooperation (WSC), the grouping of the IEC, ISO and ITU, grew in significance in 2005 with the addition of the ITU's Radio Bureau. WSC initiatives included a joint 

- ▶ management training workshop for the respective organizations' members held in Geneva in April. In addition, the WSC formed a task force aimed at developing common guidelines on IPR policy.

## **A strong, independent IEC**

At the General Meeting in Cape Town, the IEC Council Board discussed the current and future relationship between IEC and ISO, and concluded that "the interests of the electrotechnology industry are served best by maintaining a strong independent organization focused on the IEC's market." It said that the Commission's "closeness to the market" had permitted the IEC to meet specific market needs early on.

The CB said that IEC must ensure that cooperative actions with any organization are focused on improving the efficiency of the standardization system, reducing the costs to all stakeholders, but particularly those who finance standardization, as well as delivering the International Standards in a timely manner. The CB recommended that the IEC and ISO "identify services and processes" that could increase the efficiency of standardization and reduce costs for those that finance and resource the system. Possible areas where the IEC has demonstrated sound capabilities, include IT infrastructure and the IEC Affiliate Country Programme.

Furthermore, the IEC General Secretary confirmed that the IEC's Central Office operations would remain at 3, rue de Varembe: "The IEC's current premises, which were renovated in 2003, offer the IEC the optimum working environment. We cannot ask our community to increase its contribution to cover these operations. In addition, our trend to decentralize technical work to our regional centres means the current, streamlined operations suit our longer-term needs."

## **Reaching out to Academia**

To help plant the seeds for the future by reaching out with teaching tools to academic institutions, the IEC produced and distributed two lectures developed by Donald E. Purcell, Chairman from the Center for Global Standards Analysis at the Catholic University of America. Both engineering and business schools were targeted. The lectures are intended to promote international standardization and create awareness of IEC.

## **Top award to German expert**

Hans Nagel was awarded the 2005 IEC Lord Kelvin Award for outstanding services to the standardization field during the IEC General Meeting. Since its creation in 1995, the Lord Kelvin Award for outstanding contributions to global electrotechnical standardization has established itself as a landmark within the electrotechnical community. ■

# TECHNICAL WORK

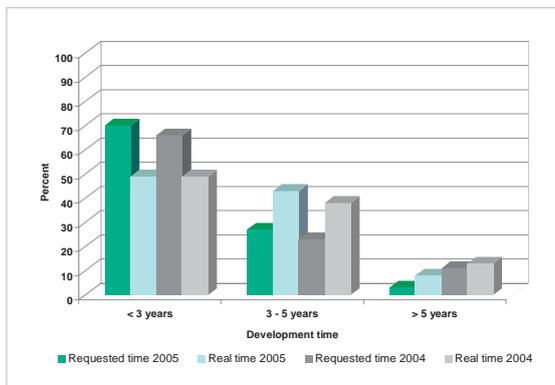
Despite the highest ever level of production in the Commission's history, the average development time for IEC publications remained level at 38 months in 2005. The work of IEC Technical Committee 111 on environmental standardization started, while a new TC on electrical insulation (TC112) was created.

It was hoped that the first concrete results of the IEC's Essential Difference Requirements (part of the IEC's Global Relevance Policy) would come to fruition in 2005. Unfortunately, the two proposals were still being processed by the relevant subcommittees, while the decision was taken to extend the trial period on EDR by another year.

The IEC's dual logo agreement with the IEEE performed well in 2005 with a further six IEC-IEEE International Standards published, bringing to 13 the total published under the agreement.

To ensure full coordination with the strategic aims of the IEC, the Standardization Management Board (SMB) approved its strategy and the corresponding implementation plan to be aligned with the IEC Masterplan. In an effort to manage better and speed up the technical work, the SMB also approved several provisions, while developing closer cooperation with ISO and ITU on security and health care technologies.

## AVERAGE DEVELOPMENT TIME



In 2005, the average development time of IEC publications remained at 38 months.

A further sign of the IEC's ability to innovate in its work was the implementation of collaborative IT tools in seven technical and subcommittees. These "electronic conference rooms" allow experts to meet virtually, thereby reducing the need for physical meetings.

Launched in 2004 and aimed at those experts who have made an exceptional, recent contribution to the IEC technical work, the '1906 Award' was presented to 118 experts worldwide in 2005.

With the growing ability to manage the IEC's technical work in a decentralized manner, the IEC Technical Department's structure was rationalized in 2005 into one based on regional and functional activities. The Regional Centre for North America (IEC-ReCNA) moved to new offices in Worcester (MA) and took on an additional 12 technical committees, bringing to 22 the total managed in North America. In Singapore, the Asia-Pacific Regional Centre saw its technical portfolio increased by the addition of TC91.

# TECHNICAL WORK

## ► Production

The IEC recorded its highest ever level of production in 2005 at 545 publications, with above average production for all quarters. This brought the total IEC Library to 5 454. Over the past 10 years, the average annual production has been 483 publications. The most prolific technical committee in 2005 was TC86 (Fibre Optics) with 34 publications produced during the year.

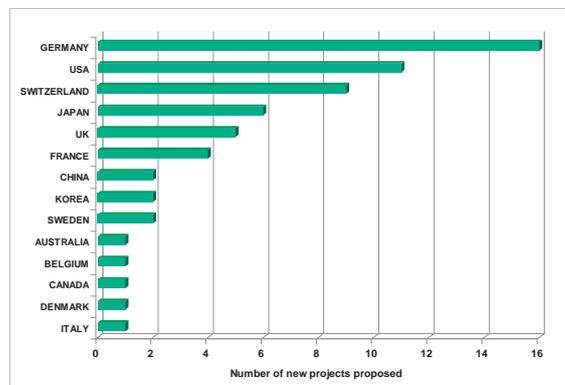
A total of 444 Final Draft International Standards were circulated in 2005. In terms of which industry sectors, 76 were for the safety, measurement and consumer goods industry, while 178 were for the electronics industry, and 190 for the electrotechnical industry. It is interesting to note that 53% of these FDIS were new editions of, or amendments to, existing IEC Standards, while the remaining 47% were first editions - the majority of which were for the electrotechnical and safety, measurement and consumer goods industries.

Looking back at the publication time for the approval of FDIS to publications over the past nine years, the IEC has consistently reduced this from 4,65 months in the first quarter of 1997 to 0,88 in the last quarter of 2005. As for the equivalent figures for the production up to the FDIS stage, this has fallen from 3,65 months at the start of 1997 to 2,33 in the last quarter of 2005. Looking at the total development time, in 2005 some 50% of all IEC Standards were finalized in under 3 years, while 43% were finalized in 3-5 years, and only 8% of publications resulted from projects older than 5 years.

## New Work

There was a fall in the number of new work items proposed in 2005 compared to 2004. These are the initiatives from the IEC national committees to start development of new IEC Standards. In 2005, there were a total of 113 proposed, down from 140 in 2004. The chart (at right) shows the countries that put the proposals forward and shows the wide geographical spread of the requests. Over half of the new work proposed was for the electronics industry.

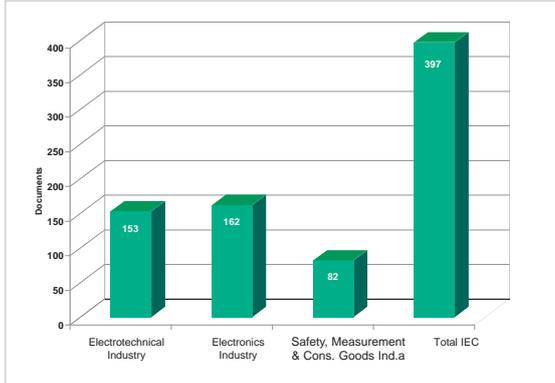
**NPs BY PROPOSERS (FROM NATIONAL COMMITTEES)**



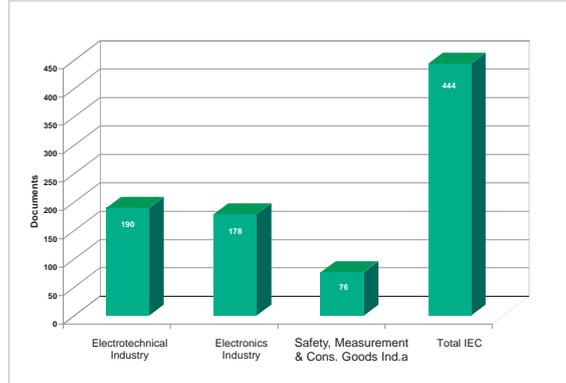
A total of 113 new projects were initiated in 2005, a figure slightly lower than in 2004. Germany led the way in proposing new work.

# TECHNICAL WORK

## ► CIRCULATED CDVs

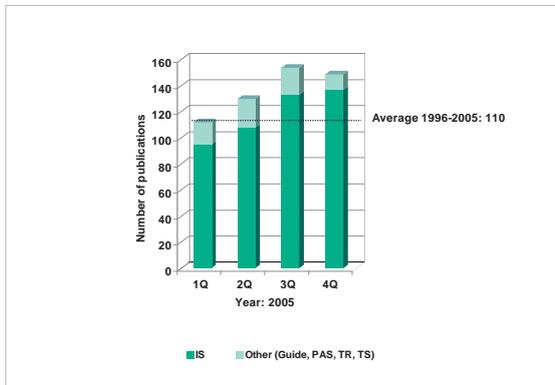


## CIRCULATED FDISs

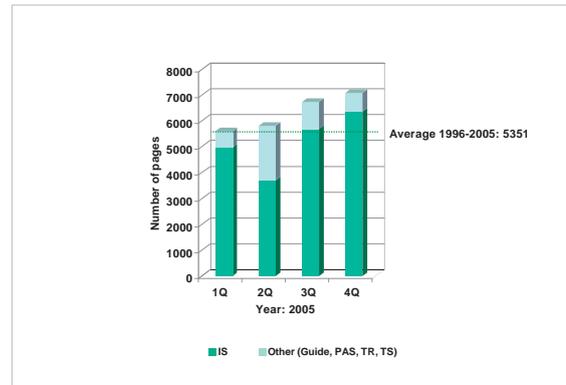


In 2005, the IEC circulated to its National Committees 398 Committee Draft for Vote documents and a total of 444 Final Draft International Standards of which 53% were new editions of, or amendments to, existing IEC Standards. The remaining 47% were first editions.

## NUMBER OF PUBLICATIONS ISSUED (BY QUARTER)

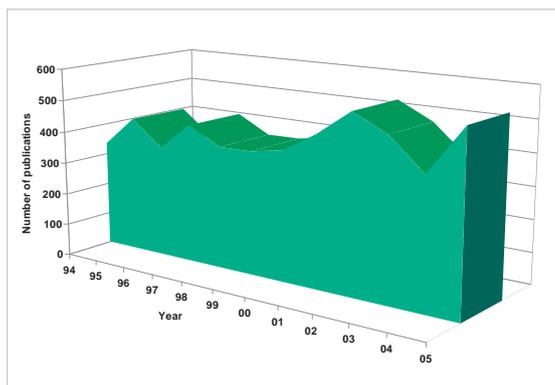


## NUMBER OF PAGES ISSUED (BY QUARTER)



IEC's production level reached an all time high in 2005 with 545 publications. (The average annual production has been 483 publications over the past 10 years.) These figures represent an above average production for all quarters and brings the total IEC Library to 5 454.

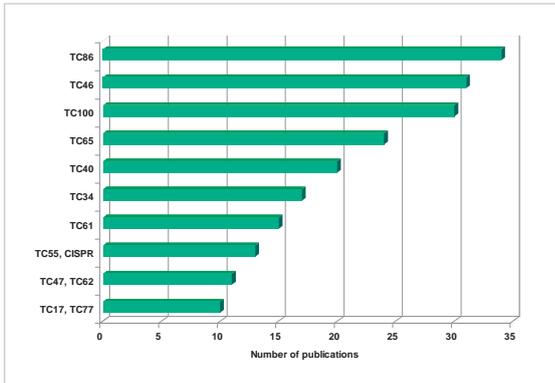
## PRODUCTION OF PUBLICATIONS



While the number of publications issued in 2004 by the IEC returned towards more traditional levels, IEC's production level reached an all time high in 2005 with 545 publications.

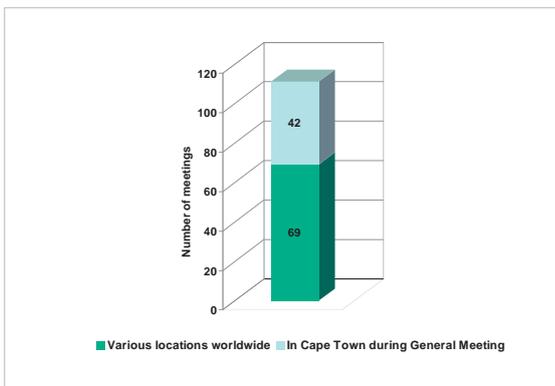
# TECHNICAL WORK

## TCs PRODUCING 10 OR MORE PUBLICATIONS



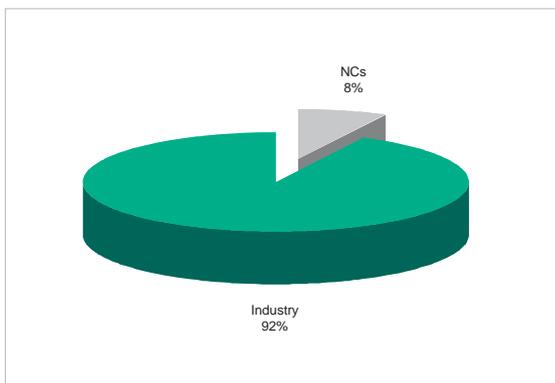
TC86 (Fibre optics) led the way in 2005, 10 IEC TCs along with CISPR (International Special Committee on Radio Interference) produced 10 or more publications in 2005.

## TECHNICAL COMMITTEE AND SUBCOMMITTEE MEETINGS



IEC technical committees and subcommittees held a total of 111 meetings in 2005 around the world compared to 87 in 2004.

## TC/SC OFFICERS' AFFILIATION



Industry remains the predominant source for TC and SC officers.

## New Deliverables

Continuing the push to offer standards in more user-friendly formats, the IEC 60061 (Lamp Caps and Holders) online database was launched in June 2005. The database version replaced the traditional loose leaf publication comprising some 750 sheets. This new database standard, the first such outside the semantics field, joined the IEC database stable comprising International Electrotechnical Vocabulary, the IEC Glossary, IEC 60417 (with ISO 7000), IEC 60617 and IEC 61360.

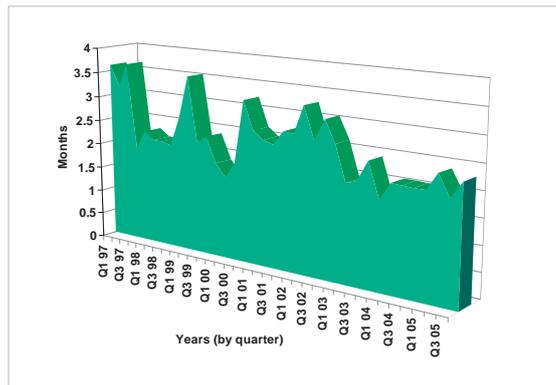
## For Industry, By Industry

In 2005, the affiliation of the technical committee or subcommittee officers (comprising the post of chair and secretary) remained at 93% from industry, with the remaining 7% coming from institutions, academia or standardization bodies. This is a clear signal of the strength of industry's willingness to support the IEC.

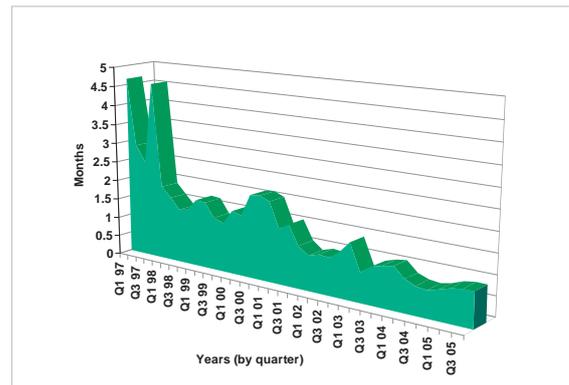
As part of the ongoing effort to help industry understand the benefits of the IEC's work as well as the procedures and tools available, several workshops were held in 2005 with the emphasis on the Gulf states.

## ► Circulation time for publications

**AVERAGE CIRCULATION TIME FOR FDIS BY QUARTER (1997-2005)**



**AVERAGE CIRCULATION TIME FOR PUBLICATIONS BY QUARTER (1997-2005)**



When it comes to administrative procedures, circulation time for Final Draft International Standards continues to be efficient with a time period of two months in 2005. Transformation time into publications was about one month or less on average.

## The tools to improve efficiency

The IEC's Experts Management System, launched in 2004, showed impressive growth of usage in 2005, with 36 National Committees using the system to manage the appointment of experts to the working groups of the technical committees. Over 7 000 experts are now entered in the system.

Perhaps the most exciting developments in the IT tools being offered to the technical community arrived in 2005, with trials of the IEC "collaborative tools". These offer a virtual workspace to share documents, calendar, "to do" items, and much more. They have now been successfully tested by six technical committees and it is hoped will feature as part of the IEC's standard toolbox in the coming years.

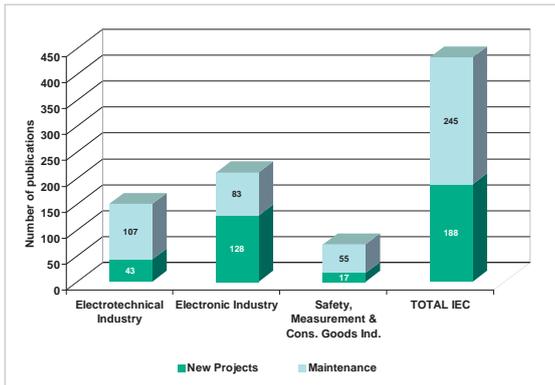
In addition, the IEC conducted trials of web conferencing tools. These offer the possibility of sharing documents or presentations with participants, highlighting major points, as well as providing an environment where work on documents and modifications are visible for all participants, and where the documents can be made available immediately.

In terms of performance, the success of the IEC's electronic voting was the highlight of 2005, with a participation of 90% for the P-members of IEC technical committees.

# TECHNICAL WORK

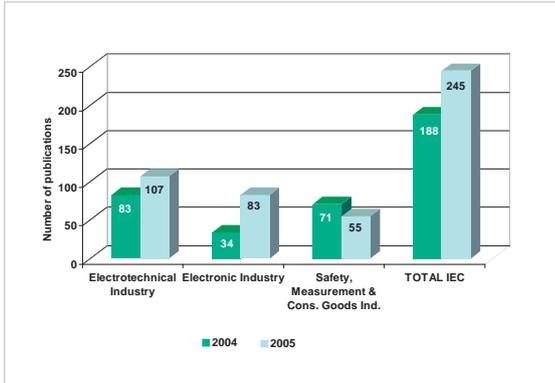
## ► Maintenance and new development (by sector)

### DEVELOPMENT OF NEW PROJECTS COMPARED TO MAINTAINING EXISTING PUBLICATIONS



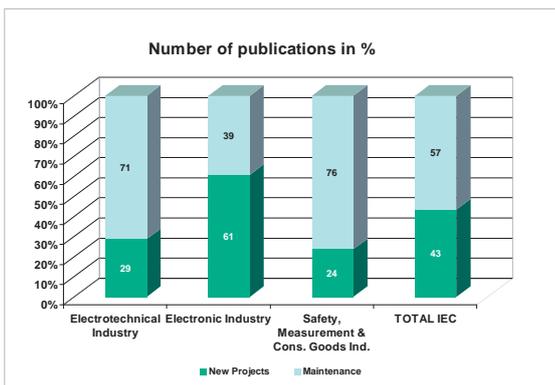
In 2005, slightly more efforts were placed in maintaining existing standards than in developing new ones.

### MAINTAINING EXISTING PUBLICATIONS IN 2005 AS COMPARED TO 2004



Maintenance work for the electrotechnical and electronics industries rose slightly in 2005. It declined a little for the safety, measurement & consumer goods industry.

### NUMBER OF PUBLICATIONS BY SECTOR



In 2005, the number of IEC publications corresponding to maintenance work in percentage was 57% and 43% for new projects.

# CONFORMITY ASSESSMENT

---

- ▶ All three of the IEC's certification schemes saw significant progress in 2005 and improved participation by countries. IEC's flagship system, the IECEE CB Scheme, dealing with the safety of electrical equipment that is primarily intended for use in homes, offices, workshops, healthcare and similar facilities, issued more than 40 000 certificates, bringing the total to over 170 000 worldwide (still valid certificates).

The IECEx scheme dealing with the certification of equipment for use in explosive atmospheres saw Japan and Singapore join as new member countries, as well as the addition of four more Ex Certification Bodies and six new Ex Testing Laboratories. In addition, the IECEx was given the go-ahead to develop its own mark of conformity to serve this very specialized industry.

Meanwhile, the IEC scheme dealing with quality in electronic components, the IECQ, saw the launch of two new process management programmes to respond to market needs covering avionics components and hazardous substances.

Following on from work initiated by former IECQ Chairman Hans Nagel, the IEC's Conformity Assessment Board (CAB) took the first steps towards official future collaboration with the International Accreditation Forum (IAF), with representatives from the IEC systems holding a meeting in August 2005. The main difference between ILAC (see below) and IAF is that the former concentrates on developing laboratory practices and the certification bodies which certify them, whereas IAF focuses on the accreditation bodies which accredit certifiers. For most participants, focusing on these should enable savings in time and money and help avoid redundant assessments. This was seen as a very important CAB initiative by the IEC schemes, as the certification bodies assessed by IAF and schemes are generally the same

## **IECEE launches Recognized Manufacturer Testing, CB certificates online**

Recognizing the benefits of the IECEE to help their developing economies, Indonesia and Kenya joined the IECEE in 2005, bringing the total number of member countries to 45. It is expected that other developing nations will follow suit. Responding to calls from the market for greater openness, the IECEE also launched a publicly available version of its online database of test certificates.

The CB Scheme saw a rise in the number of Certification Bodies to 58 and Testing Laboratories to 194, while the CB-Full Certification Scheme saw its membership increase to 15 participating countries, 17 national Certification Bodies, and 37 Testing Laboratories.

The IECEE launched two new programmes in 2005, one dealing with manufacturer testing laboratories - known as the Recognized Manufacturer Testing (RMT) Programme - and the other - the Component Recognition Program - for improved acceptance of components in end-products.

On the training front, IECEE continues to organize Lead Assessor & Technical Assessor Training courses and associated Workshops financially sponsored by IECEE.

The IECEE and International Laboratory Accreditation Cooperation (ILAC) continued their closer collaboration covering joint assessments, a common understanding of ISO/IEC 17025, and the use of common procedures. The close collaboration was spurred by the signing of a memorandum of understanding (MoU) between IEC and ILAC in March 2005 that aims to improve efficiency and reduce assessment costs for Testing Laboratories. The agreement makes official a working relationship that had been operating informally since December 2003.

## **A Quality System, New Markets**

For the IECQ, the system saw its name simplified (dropping the -CECC designation) and the appointment of Chris Agius as Managing Secretary. Agius is also Secretary of the IECEx. ▶

# CONFORMITY ASSESSMENT

- ▶ As quality management system assessment and surveillance are mandatory requirements for the issuing of an IECEx Certificate of Conformity or IECQ Approval Certificate, there are some useful synergies between the two schemes. The IECQ scheme also saw the implementation of its strategic business plan to ensure growth over the next five years.

One of the IECQ's key initiatives in 2005 was the launch of a pilot programme on Hazardous Substance Process Management (HSPM) which certifies the capability of suppliers to comply with directives, regulations and other requirements on an on-going basis. Good progress was made with this programme in Asia-Pacific, North America and Europe with the first assessors training courses held covering HSPM. In addition, more approvals were given under the electronic component management plans (ECMP) covering avionics. The system also sees subcontract manufacturing as a major potential area for growth by allowing industries to move high-cost elements of their manufacturing processes and having the conformity assessment to guarantee peace of mind.

IECQ launched its online certificates database and re-branded its website ([www.iecq.org](http://www.iecq.org)).

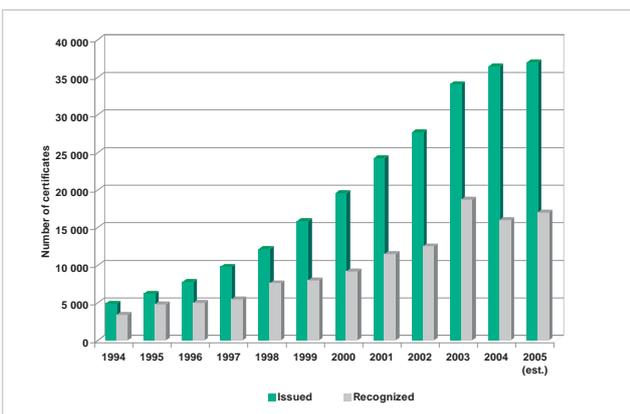
## A Special Scheme for a Specialist's Market

The IECEx dealing with the certification of electrical equipment for use in explosive atmospheres (including areas where flammable gases and vapours or combustible dusts may be present) continued to reach out to new countries which resulted in its overall membership increasing to 25 Member Countries of the IECEx Management Committee, and the number of IECEx Certification Bodies (ExCBs) at 26 and IECEx Test Laboratories (ExTLs) at 29. There are a further 11 bodies having applied and now undergoing the formal IECEx assessment process. IECEx certificates require the independent testing of samples, the assessment and audit of the manufacturer's quality system, and the on-going surveillance of manufacturers. The IECEx quality management system has requirements based on ISO 9001 with additional requirements specific to the product certification for the explosion protection field.

The growing level of interest and respect of IECEx by industry, saw direct industry participation surge in 2005 for the annual series of IECEx Management Committee meetings. Increased industry interest in IECEx was also evident at the IECEx Buxton (UK) Industry Seminar with more than 200 industry delegates.

While IEC celebrates its centenary in 2006, IECEx is celebrating its first 10 years in operation. ■

## CB TEST CERTIFICATES ISSUED



As in 2004, the growth in number of CB Test Certificate continued, with an estimated 40 000 issued in 2005.

# SALES AND MARKETING

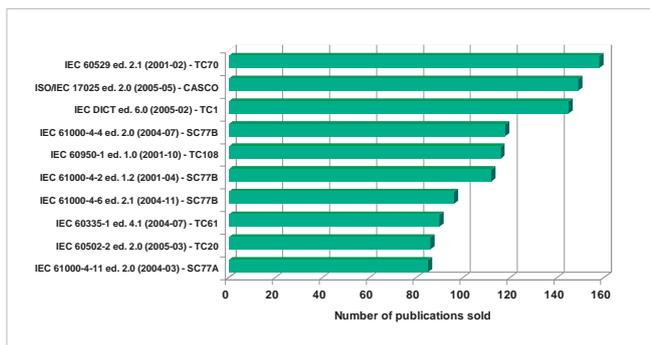
While direct sales of IEC International Standards during 2005 were stable, the revenues from royalties received from IEC National Committees, NC-appointed sales outlets and third party resellers were up 8% (incomplete figures) on the year before. Total sales amounted to CHF 4,05 million, while royalties stood at CHF 4,5 million. For the IEC Webstore, 2005 proved to be another record year, with total sales of CHF 2,4 million, up 14.5% compared to 2004. The IEC Webstore started offering "referenced standards" links to and from the IEC's more popular standards.

## New and existing standards perform well

New publications that performed well during the year included the sixth edition of the IEC Multilingual Dictionary and the second editions of ISO/IEC 17025 and IEC 60502-2, but the solid bestsellers from previous years continued to dominate the performance tables. In terms of

market demand for the technical committees, TC20 (Electric cables) once again, sold the most copies (1 351), while SC65A (Industrial-process measurement and control - System aspects) sold the most in value (CHF 164 000). The packaged series of standards continued to perform well, with the IEC 61508 Functional Safety series selling the most by value overall (CHF 85 000), while IEC 60529 - *Degrees of protection provided by enclosures (IP Code)* - Edition 2.1 sold the most individual copies. These positions were unchanged on 2004.

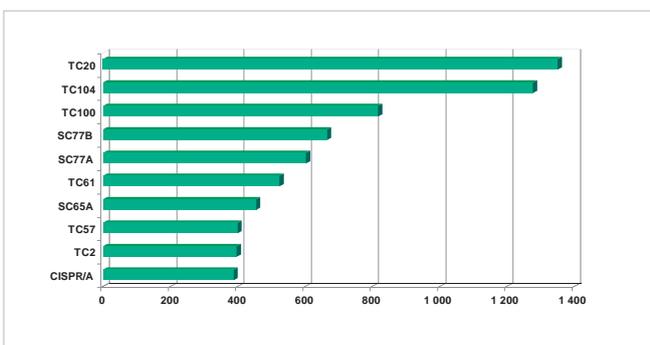
### BEST SELLERS BY NUMBER



IEC's International Standard that deals with degrees of protection provided by enclosures as topped IEC's best-selling's publication list for the past five years.

In 2005, the IEC Sales Network ([www.iec.ch/ssn](http://www.iec.ch/ssn)) saw the launch of the IEC's new initiative to take its sales and marketing support on the road, with two "road shows" in Germany and Norway, respectively. Building on the success of the IEC Sales and Marketing Workshops started in 1999, these events enable a greater level of participation of the staff from the national committee or NC-appointed sales outlets. They are structured as dialogues that heighten understanding between sales professionals, and establish how the IEC and the member/sales outlet can better support each other. ■

### TC/SC SALES: TOP 10 BY QUANTITY



With 1 351 as the total figure, publications from TC20 (Electrical cables) took the top spot for sales again in 2005, followed by TC104 (Environmental conditions, classification and methods of test) took second spot with 1 277 publications sold.

# COMMUNICATIONS

The IEC made solid progress in its communications efforts in 2005, including the publication of a leading academic's work in the *Financial Times*, the redesign of the IEC website home page, and preparations for the IEC centenary.

## COMMUNICATIONS NETWORK

The IEC's Communications Network - a members' only section of the IEC website - provided an excellent backbone for use by the IEC National Committees in promoting

the Commission's work and benefits. Increased use of the materials made available to NC publications and magazine produced by national standardizing bodies was seen in 2005.

More specific and targeted promotion of IEC Standards resulted in increased coverage in the technical and general media, including a news report on *CNN* on the Commission's work to help improve measurement techniques of the effects of electromagnetic radiation on humans. Working with Michael Yaziji, Professor of Strategy and Organizations at IMD in Lausanne, the IEC helped to have a paper published entitled "Profiting from Building Global Standards" published in the *Financial Times* of London.

In preparation for the centennial, the IEC introduced a modified corporate look that involved a new version of the logo and the slogan "1906-2006: The Electric Century". These were applied to stationery, powerpoint templates, the website, communications projects and anywhere else the IEC corporate look appears. ■



As part of a series of special centenary projects, an IEC Centenary Challenge was launched by IEC General Secretary Aharon Amit during the Commission's 69th General Meeting in October 2005.

# THE PAST 10 YEARS AND THE NEXT 100

---

It is worth remembering that it was only 10 years ago that the IEC embarked on the electronic evolution in standardization with the decision to adopt the portable document file format and the launch of the IEC website. Since those bold decisions, the IEC has continued to innovate in standardization with initiatives such as electronic document distribution and voting (1998), the launch of the Webstore in 1999, database standards (2000), regional centres (2001), dual logo standards (2002), and the experts management system (2004).

It has reached out across technological developments and industry sectors to business leaders that need to understand the benefits. But it has also helped to help them understand why their engineers and managers should participate in developing IEC Standards.

Through the opening of regional centres and the launch of the IEC Affiliate Country Programme, the IEC has reached out to countries and regions that need extra support in participating in IEC work. And it has reached out to industry that uses de facto standards that need the IEC “International Brand”

## **The One-Stop Shop for Standards, Conformity Assessment and Innovation**

The IEC provides one organization under which its International Standards and global conformity assessment systems are offered.

Since 1996, the IEC has halved standards development time, optimized industry input (experts time), and launched new products and services. It has streamlined its operations to reduce the burden on members (paid through national dues), and met market needs across the spectrum.

The IEC’s performance in 2005 and over the past 100 years demonstrates that the Commission is living up to the wishes of the founding member countries who met on 26-27 June 1906 in London, UK: an organization founded on a demand from the market, listening to the market, and responding to changing needs in light of technical innovation. ■

# PARTICIPATING COUNTRIES

---

## List of member countries

(as at 2005-12-31)

---

Argentina	India	Romania
Australia	Indonesia	Russian Federation
Austria	Iran	Saudi Arabia
Belarus	Ireland	Serbia and Montenegro
Belgium	Israel	Singapore
Bosnia & Herzegovina (AM)	Italy	Slovakia
Brazil	Japan	Slovenia
Bulgaria	Kazakhstan (AM)	South Africa
Canada	Kenya (AM)	Spain
China	Korea (D.P.R. of) (AM)	Sweden
Colombia (AM)	Korea (Republic of)	Switzerland
Croatia	Latvia (AM)	Thailand
Cyprus (AM)	Lithuania (AM)	The former Yugoslav Rep. of Macedonia (AM)
Czech Republic	Luxembourg	Tunisia (AM)
Denmark	Malaysia	Turkey
Egypt	Malta (AM)	Ukraine
Estonia (AM)	Mexico	United Kingdom
Finland	Netherlands	United States of America
France	New Zealand	Vietnam (AM)
Germany	Norway	
Greece	Pakistan	
Hungary	Poland	
Iceland (AM)	Portugal	AM = Associate member

---



**International Electrotechnical  
Commission**

3, rue de Varembé  
PO Box 131  
CH-1211 Geneva 20  
Switzerland

Telephone: +41 22 919 0211  
Telefax: +41 22 919 0300  
E-mail: [info@iec.ch](mailto:info@iec.ch)  
Web: [www.iec.ch](http://www.iec.ch)

---

[www.iec.ch](http://www.iec.ch)

**IEC  
PERFORMANCE  
2005**