

WG B INTERNATIONAL TRADE

David Whitworth
Report September 2005

SUMMARY

- Production in member countries is static (or falling).
- Exports outside the EEC are reducing as a percentage of production.
- The overall difference between exports over imports remains healthy but the difference is narrowing.
- However, imports from outside the EEC to targeted countries as a percentage of production has doubled from 1998 to 2003 and are a major element in the Netherlands and the Great Britain.
- It was decided to keep the statistics on the new EEC members separate to the old, so as not to confuse the history, and at present the production figures reporting is less than satisfactory.

SUMMARY - Continued

- A close analysis of imports from the Far East shows major growth only from China and declines elsewhere
- The EEC continues to suffer from the economic policies of the USA and China, and China exports to the old EEC more than all the new members do.
- What cannot be judged from these financial figures is the increase in volume, hidden by reducing pricing from the Far East.
- It is well recorded that the export success of Japan was a combination of manufacturing efficiency and marketing skills, whereas, the Chinese success has been generated by European and American marketing skills.
- The justification for the summary follows:-

Members of WGB

- David Whitworth GB
- Marco Bandini I
- András Horváth H
- Werner Huelsken D
- Peter Hvilshoj (resigned 2005) DK
- Alfred Scheurer CH
- Martial Schneider F

PROGRAMME FOR 2005

1. To establish the commercial use of the CEN standards through information provided by the Member Associations.
2. To consider EEC member countries import and export values from the latest information available.
3. To consider comparisons with previous years.
4. To record information on joining countries in 2004 to the EEC (which includes ARGE members).
5. To assess the impact of Far East Manufacture – especially China – on EEC member countries.
6. To establish whether the use of EEC standards is written within the laws of member countries.

Statistics

Imports and Exports are analysed according to the “Combined Nomenclature” CN codes: Production by NACE 28 Codes

	Imports	Exports	Production
France	✓	✓	✓
Belgium	✓	✓	✓
Netherlands	✓	✓	✓
Germany	✓	✓	✓
Italy	✓	✓	✓
Great Britain	✓	✓	✓
Ireland	✓	✓	✓
Denmark	✓	✓	✓
Greece	✓	✓	✓
Portugal	✓	✓	✓

Statistics (cont.)

	Imports	Exports	Production
Spain	✓	✓	✓
Sweden	✓	✓	✓
Finland	✓	✓	✓
Austria	✓	✓	✓
<hr/>			
Norway	✗	✗	✗
Switzerland	✗	✗	✗

CN import/export codes used are detailed on sheet 25 of this presentation.

- To give detailed statistics is confusing for a report of this nature; the information is thus in summary form.
- All figures are thus in ECU and have 000 after each figure and the last 3 figures shown are rounded to 250.
- Some ARGE members record similar statistics and they may have a limited number of alternative classifications.

It is considered that imports from the following region are important and the countries included in the region are as follows:-

The Far East

China, Hong Kong, India, Malaysia, Philippines, Singapore, South Korea, Taiwan, Thailand

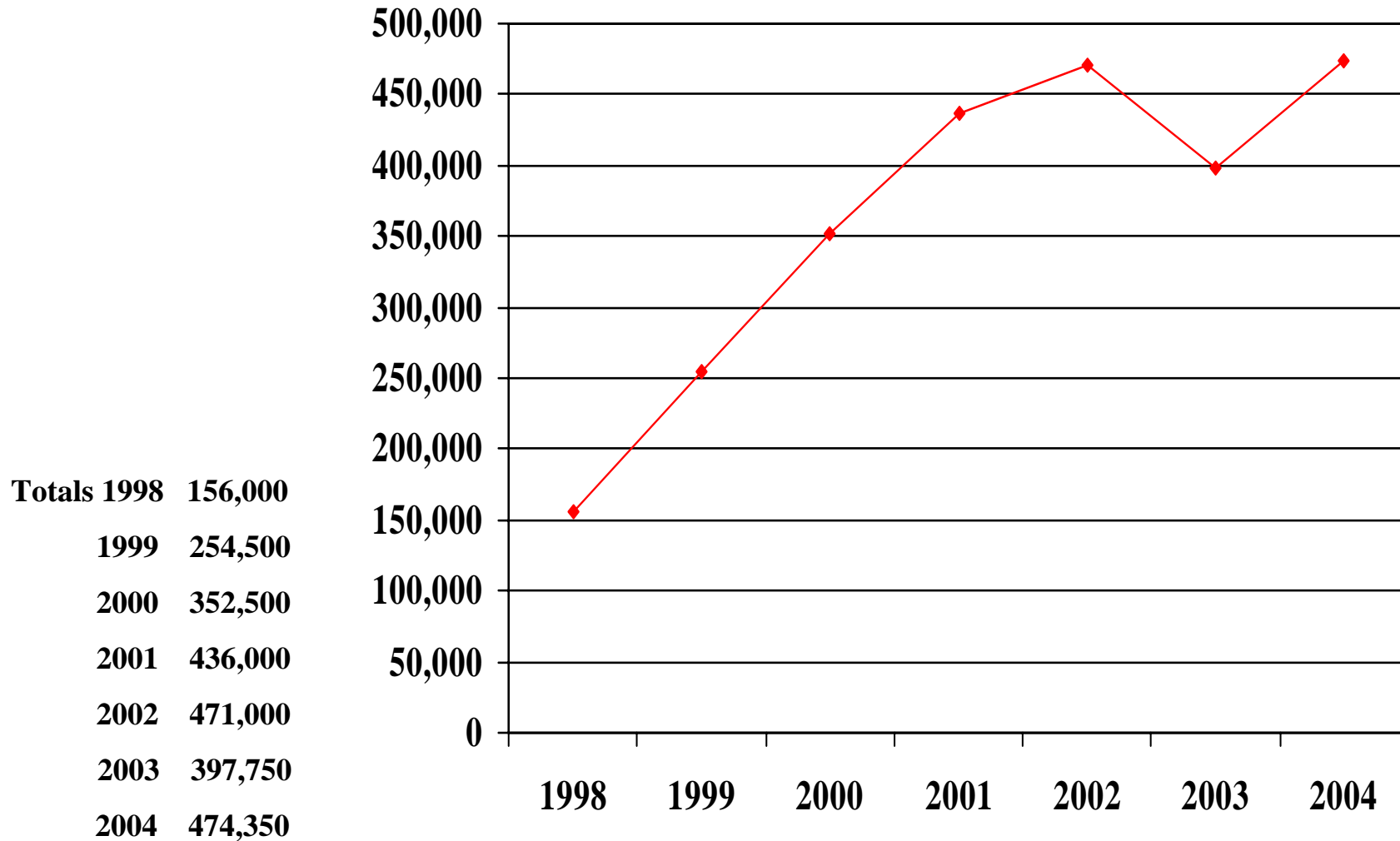
Imports from the 'Old East', The Americas and Japan are not included.

Countries selected:-

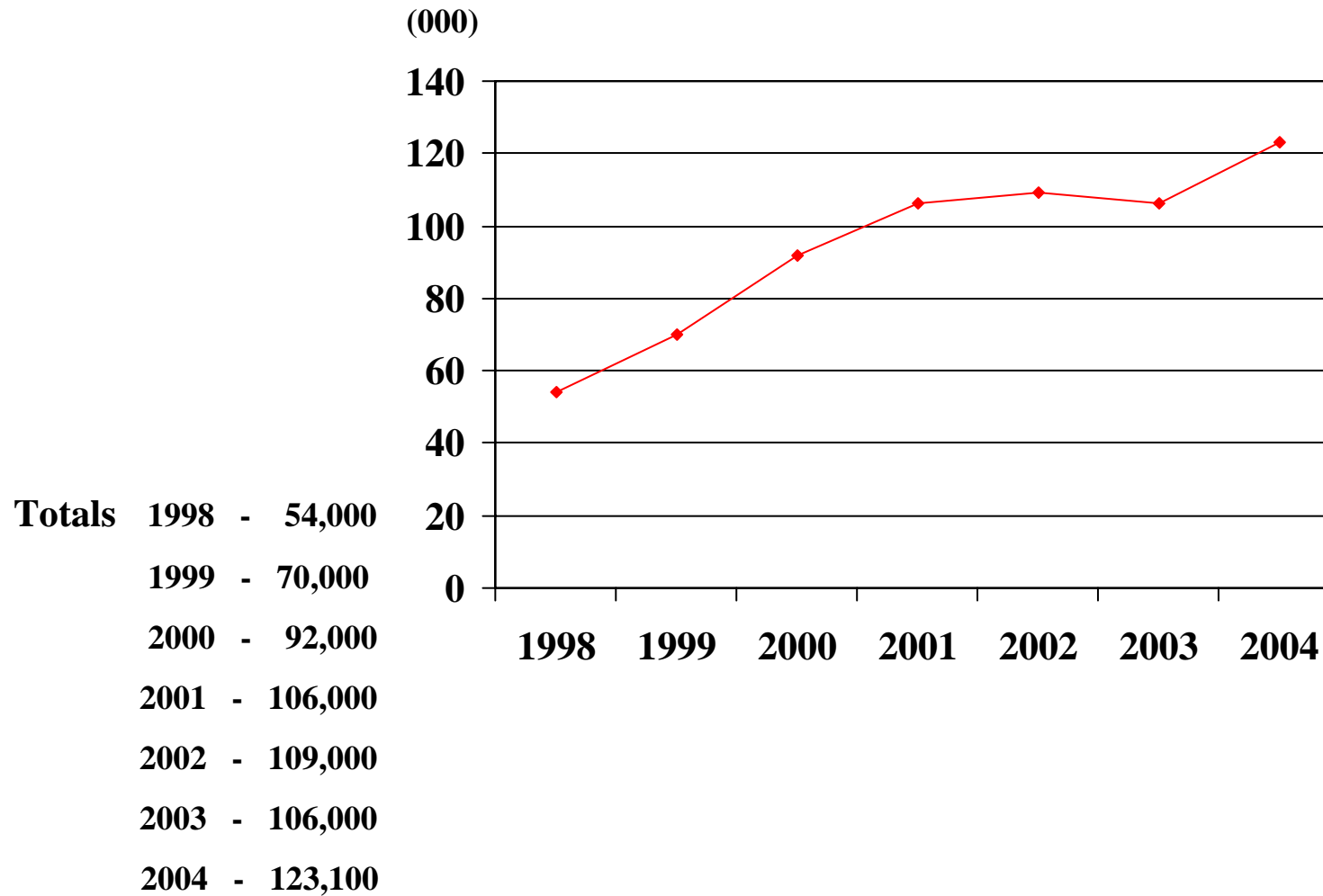
Figures are held for the countries listed below

- | | | |
|---|---------------|---|
| 1 | France | Because of its size |
| 2 | Germany | Because of its size |
| 3 | Great Britain | An example of a 'large' open market country |
| 4 | Netherlands | An example of a 'small' open market country |
| 5 | Italy | An example of a Mediterranean country |

**IMPORTS INTO FRANCE, GERMANY, GREAT BRITAIN, NETHERLANDS,
ITALY, COMBINED FROM THE FAR EAST 000 ECU**

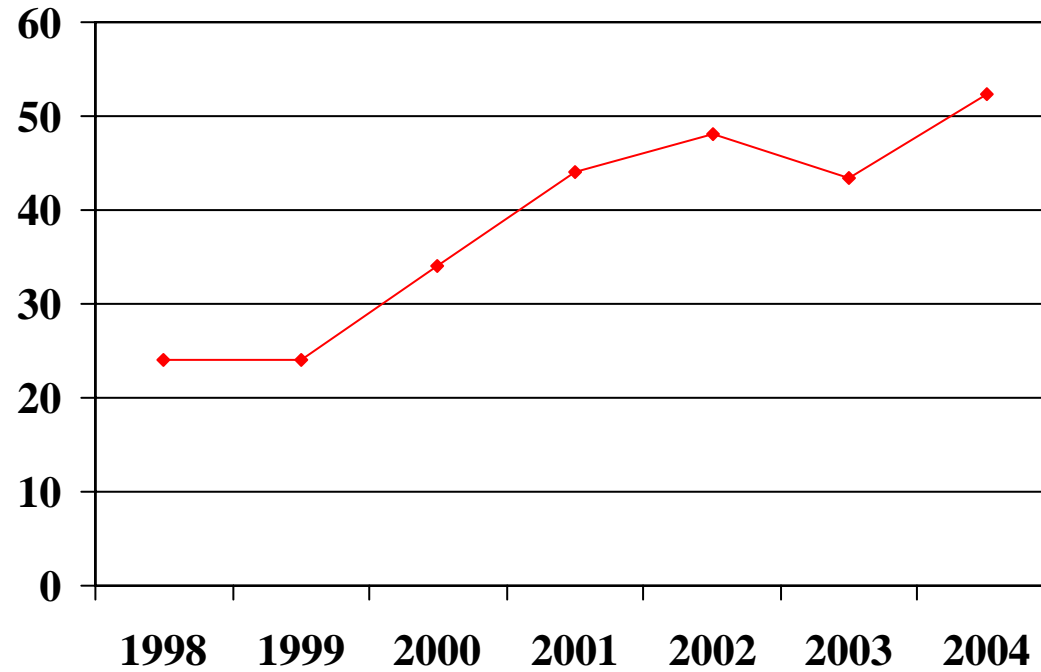


GERMAN IMPORTS FROM THE FAR EAST (ECU 000)



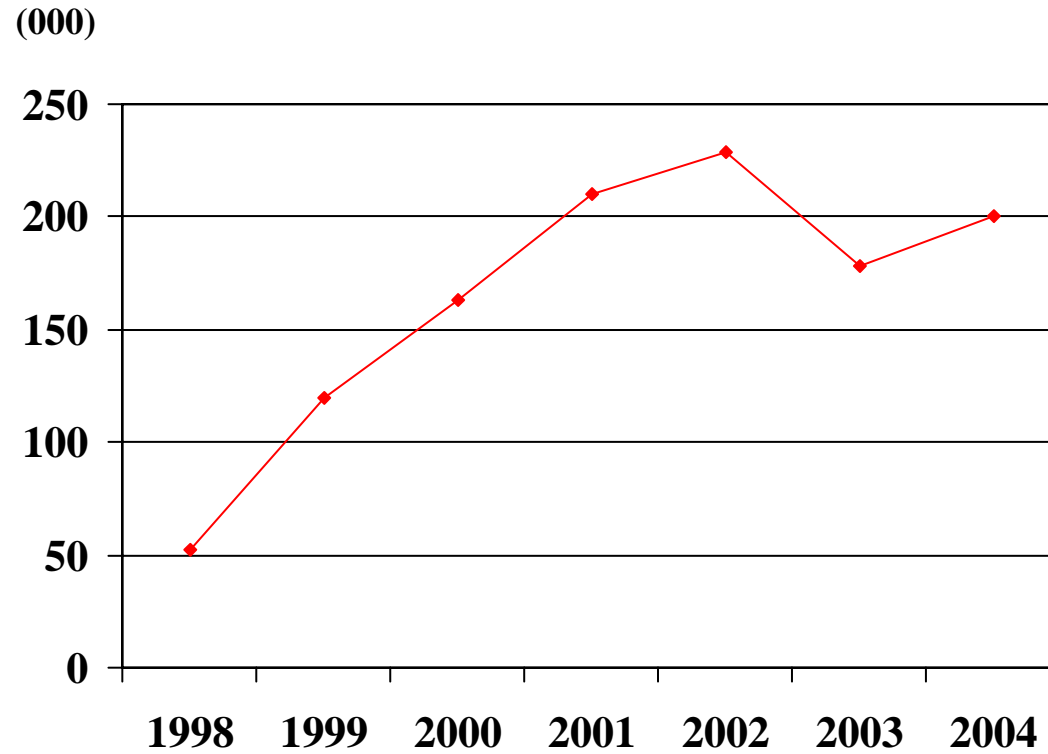
FRENCH IMPORTS FROM THE FAR EAST (ECU 000)

(000)



Totals	1998	-	24,000
	1999	-	24,000
	2000	-	34,000
	2001	-	44,000
	2002	-	4,8000
	2003	-	43,500
	2004	-	52,250

BRITISH IMPORTS FROM THE FAR EAST (ECU 000)



Totals	1998	-	52,000
	1999	-	120,000
	2000	-	163,000
	2001	-	210,000
	2002	-	229,000
	2003	-	178,000
	2004	-	200,000

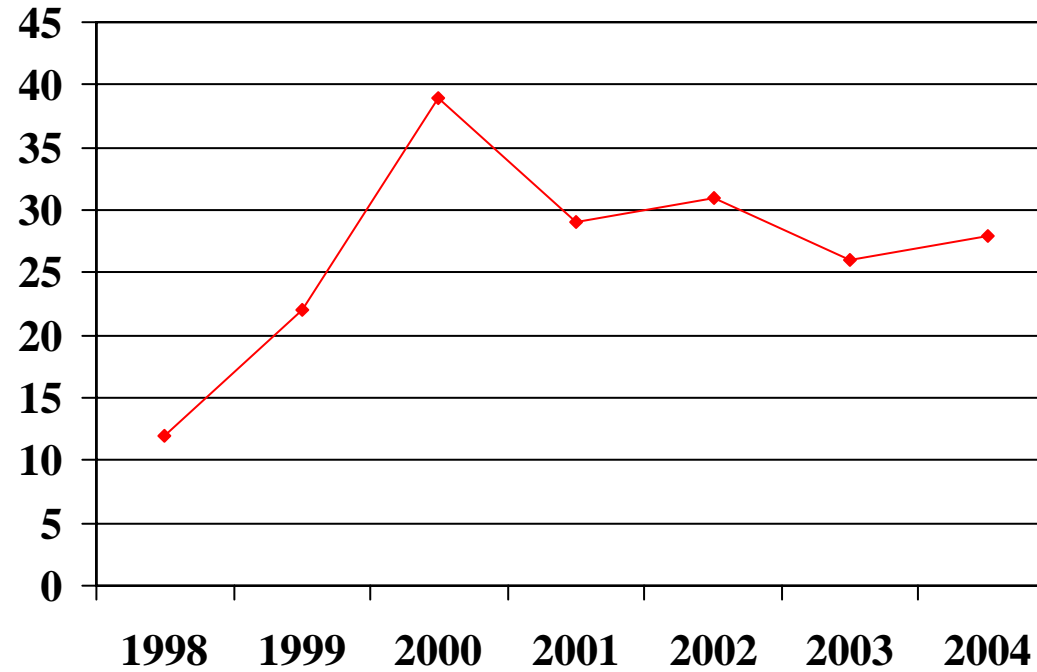
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ITALIAN IMPORTS FROM THE FAR EAST (ECU 000)

(000)



Totals	1998	-	12,000
	1999	-	22,000
	2000	-	29,000
	2001	-	29,000
	2002	-	31,000
	2003	-	26,000
	2004	-	28,000

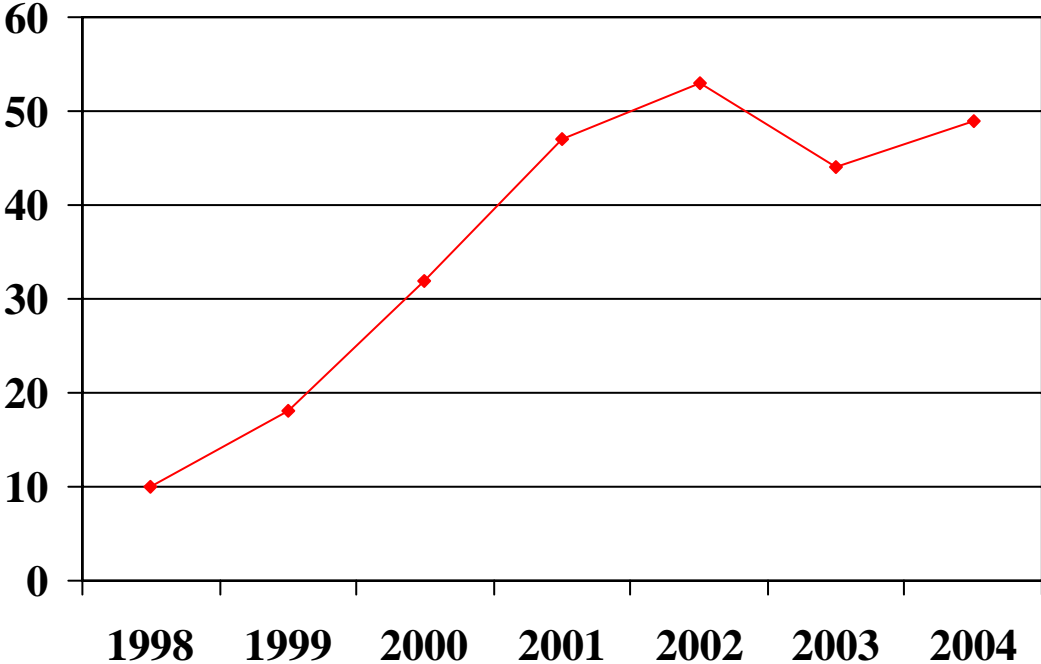
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15



DUTCH IMPORTS FROM THE FAR EAST (ECU 000)

(000)



Totals

1998	-	10,000
1999	-	18,000
2000	-	32,000
2001	-	47,000
2002	-	53,000
2003	-	44,000
2004	-	49,000



**SUMMARY ON IMPORTS 1999 to 2004
AND PRODUCTION 1998 to 2003**

	YEAR	PRODUCTION	YEAR	TOTAL IMPORTS FROM EEC COUNTRIES	TOTAL IMPORTS FROM OUTSIDE EEC	IMPORT PENETRATION TO DOMESTIC PRODUCTION	IMPORT SHARE OF TOTAL MARKET
F	1998	828,500	1999	181,500	49,500	28%	22%
	1999	861,500	2000	339,500	65,250	47%	32%
	2000	878,500	2001	421,000	86,250	58%	36.6%
	2001	922,400	2002	428,000	92,750	56%	36.1%
	2002	927,500	2003	400,000	62,000	50%	33.25%
	2003	896,000	2004	403,250 (a)	99,100	57.50%	36.7%
				14,150 (b)			
D	1998	2,422,000	1999	279,000	131,750	17%	14.5%
	1999	2,426,500	2000	361,250	257,500	25.50%	20.3%
	2000	2,646,500	2001	432,250	319,850	28.4%	22.1%
	2001	2,778,500	2002	411,250	360,250	27.8%	21.8%
	2002	3,477,000	2003	300,000	360,250	27.8%	21.8%
	2003	3,685,000	2004	380,750 (a)	340,750	23%	16.5%
				177,000 (b)	286,300	23.23%	26.00%

ECU 000 The 2001 Production figures are estimated from the 2000 figures.

(a) refers to figures without the Old East

(b) refers to those joining in 2004

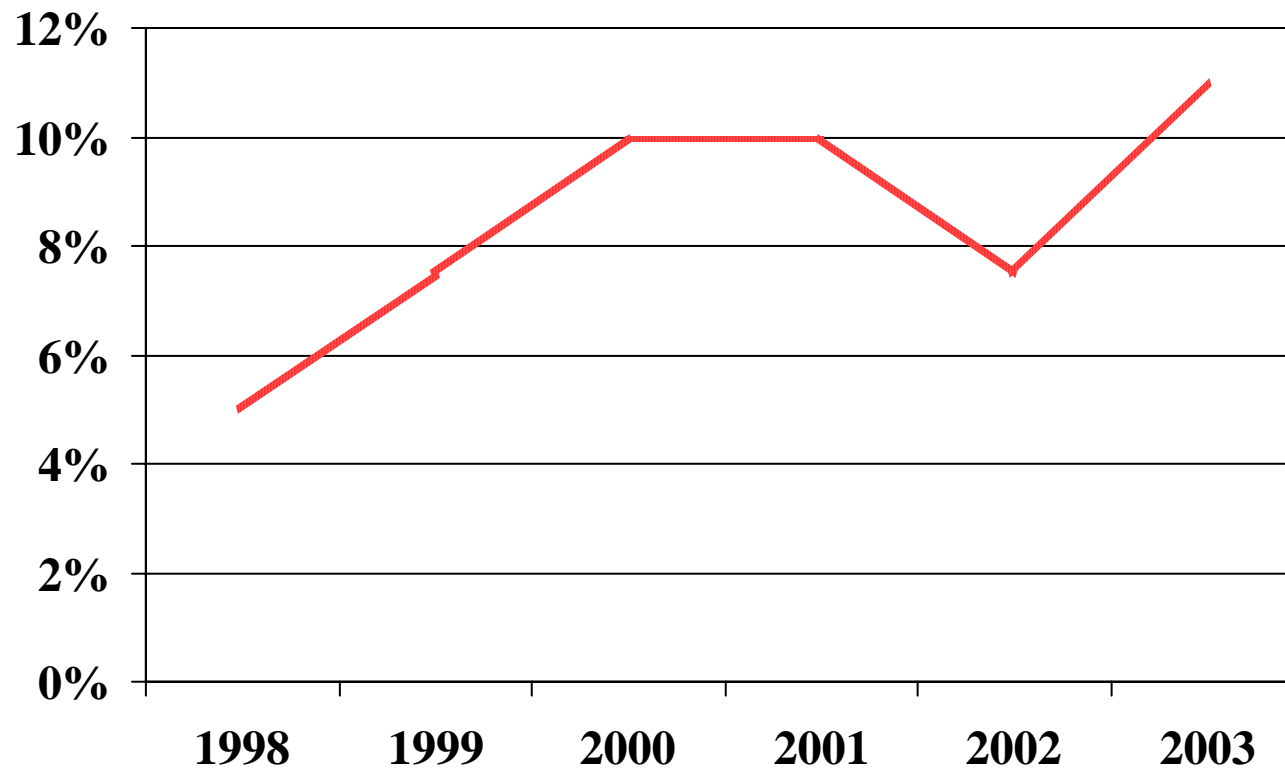
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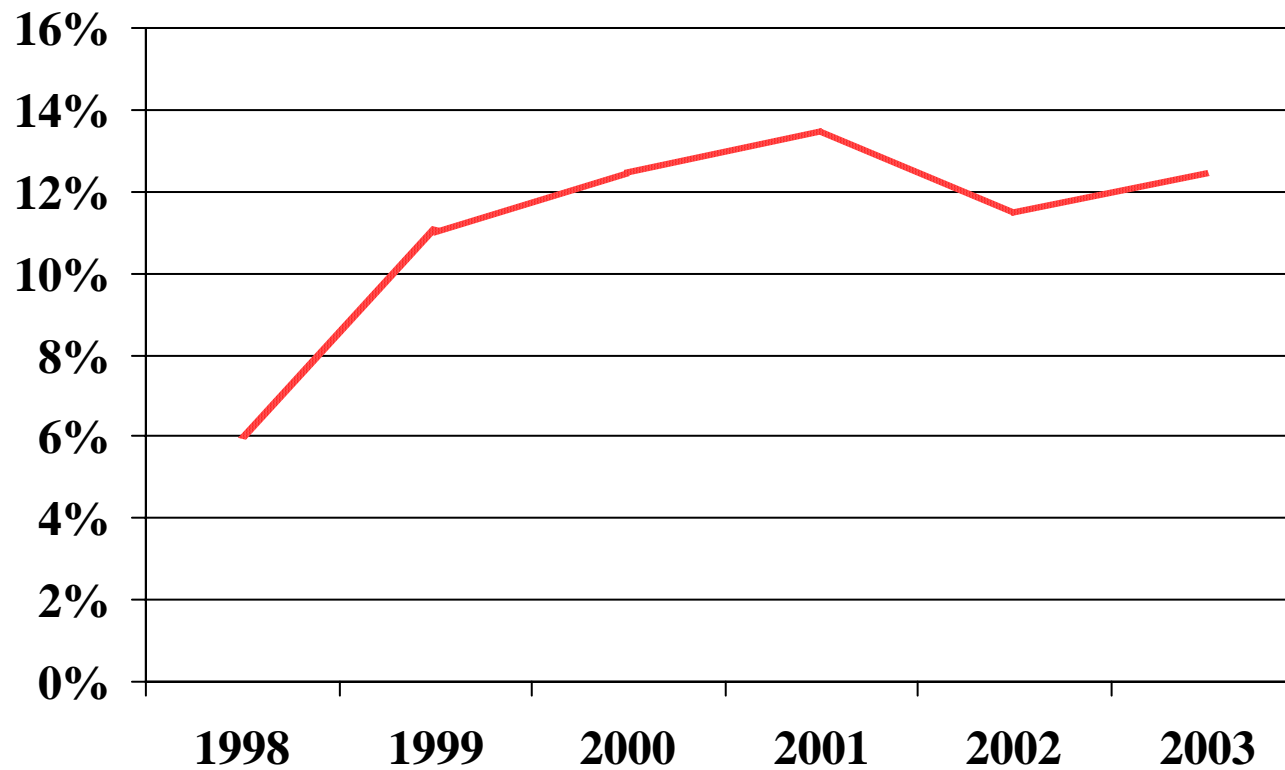
FRANCE

Imports from outside the old EEC as a percentage of domestic production



GERMANY

Imports from outside the old EEC as a percentage of domestic production



**SUMMARY ON IMPORTS 1999 to 2004
AND PRODUCTION 1998 to 2003**

	YEAR	PRODUCTION	YEAR	TOTAL IMPORTS FROM EEC COUNTRIES	TOTAL IMPORTS FROM OUTSIDE EEC	IMPORT PENETRATION TO DOMESTIC PRODUCTION	IMPORT SHARE OF TOTAL MARKET
GB	1998	625,000	1999	156,000	116,500	44%	30%
	1999	624,500	2000	268,250	257,500	84%	46%
	2000	758,500	2001	269,750	305,750	76%	43%
	2001	796,500	2002	382,750	329,500	89%	47%
	2002	731,000	2003	320,000	241,750	77%	43.45%
	2003	673,500	2004	344,900 (a) 9,600 (b)	264,350	90%	47%
	I	1998	1,588,000	1999	102,000	24,500	8%
1999		1,327,000	2000	158,500	55,500	16%	14%
2000		1,900,000	2001	185,750	64,250	14%	12%
2001		1,995,000	2002	196,000	64,250	13%	12%
2002		1,354,000	2003	181,000	61,750	17.92%	15.2%
2003		1,365,000	2004	203,150 (a) 14,550 (b)	63,250	19.50%	16.30%

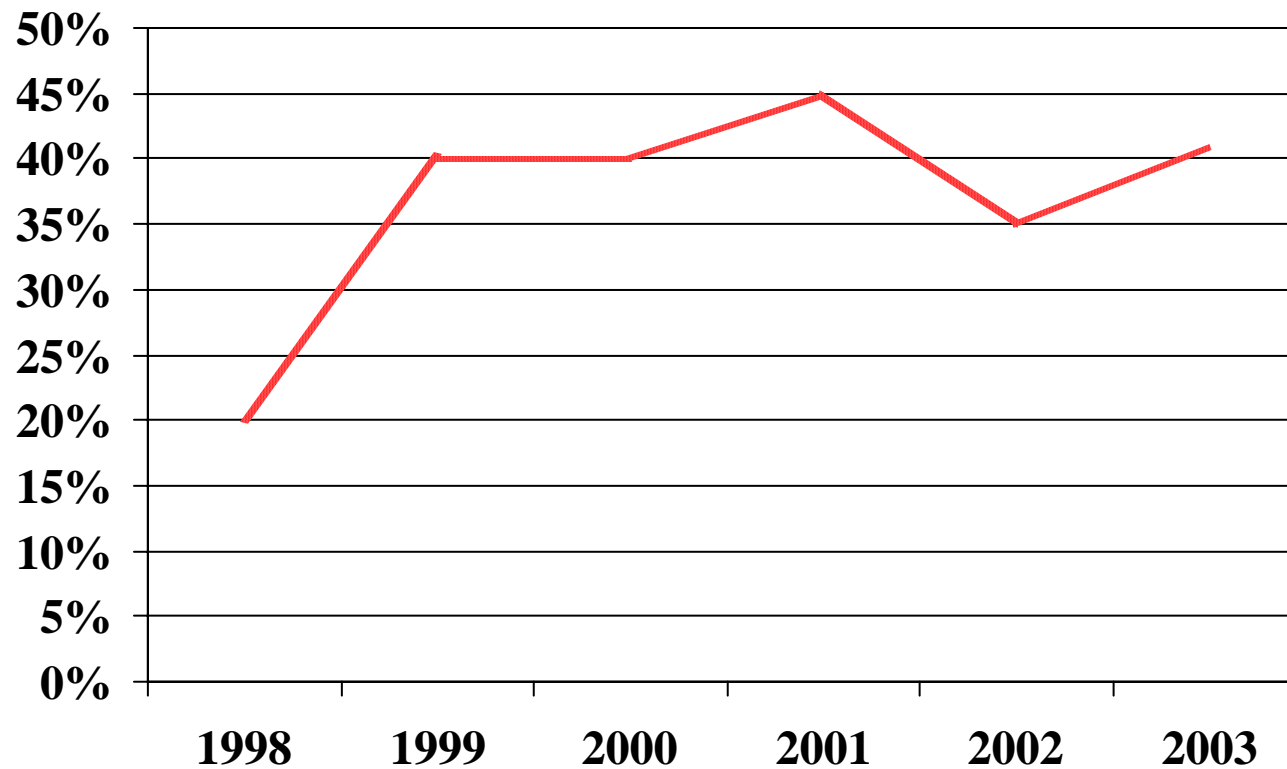
ECU 000 The 2001 Production figures are estimated from the 2000 figures.

(a) refers to figures without the Old East

(b) refers to those joining in 2004

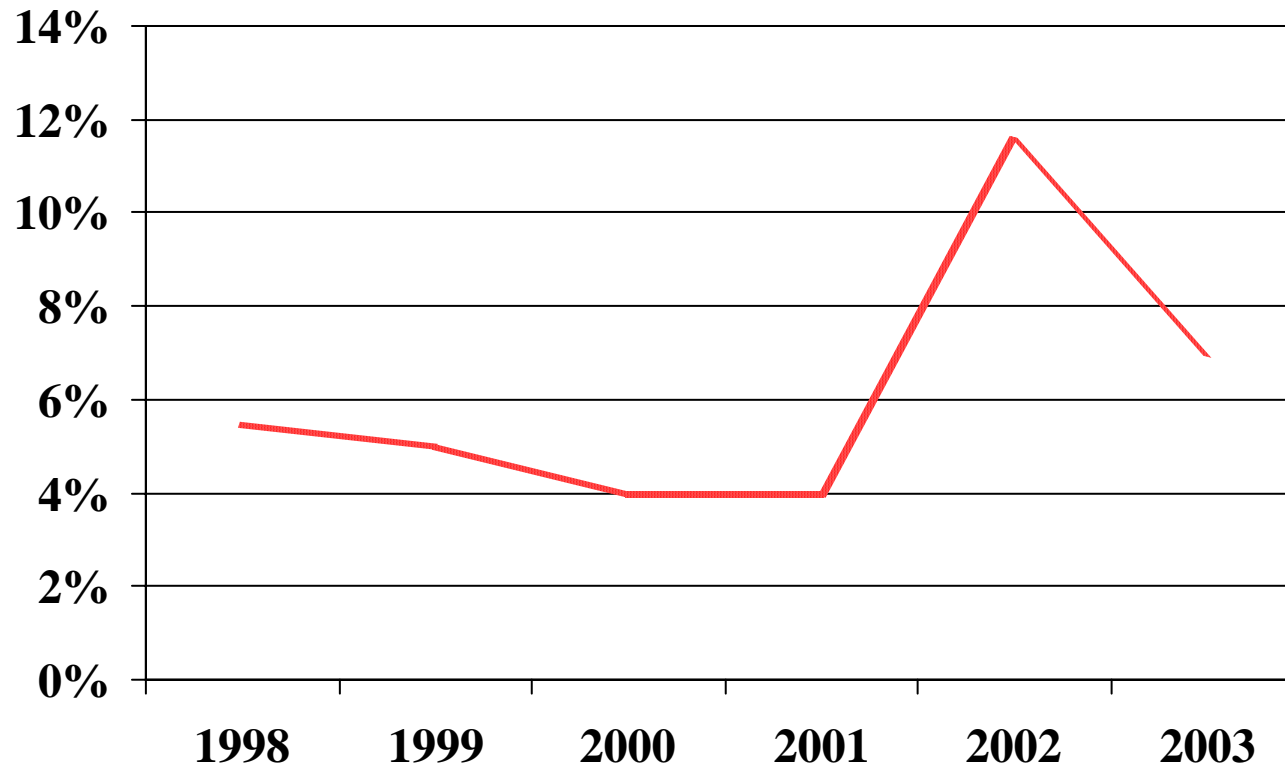
GREAT BRITAIN

Imports from outside the old EEC as a percentage of domestic production



ITALY

Imports from outside the old EEC as a percentage of domestic production



**SUMMARY ON IMPORTS 1999 to 2004
AND PRODUCTION 1998 to 2003**

	YEAR	PRODUCTION	YEAR	TOTAL IMPORTS FROM EEC COUNTRIES	TOTAL IMPORTS FROM OUTSIDE EEC	IMPORT PENETRATION TO DOMESTIC PRODUCTION	IMPORT SHARE OF TOTAL MARKET
NL	1998	105,000	1999	97,000	21,000	100% +	53%
	1999	103,500	2000	159,675	60,250	100% +	68%
	2000	71,000	2001	140,250	80,500	100% +	75%
	2001	74,500	2002	159,250	81,250	100% +	76%
	2002	92,500	2003	148,250	63,000	100% +	65.%
	2003	118,000	2004	152,550 (a) 2,450 (b)	64,580	100% +	

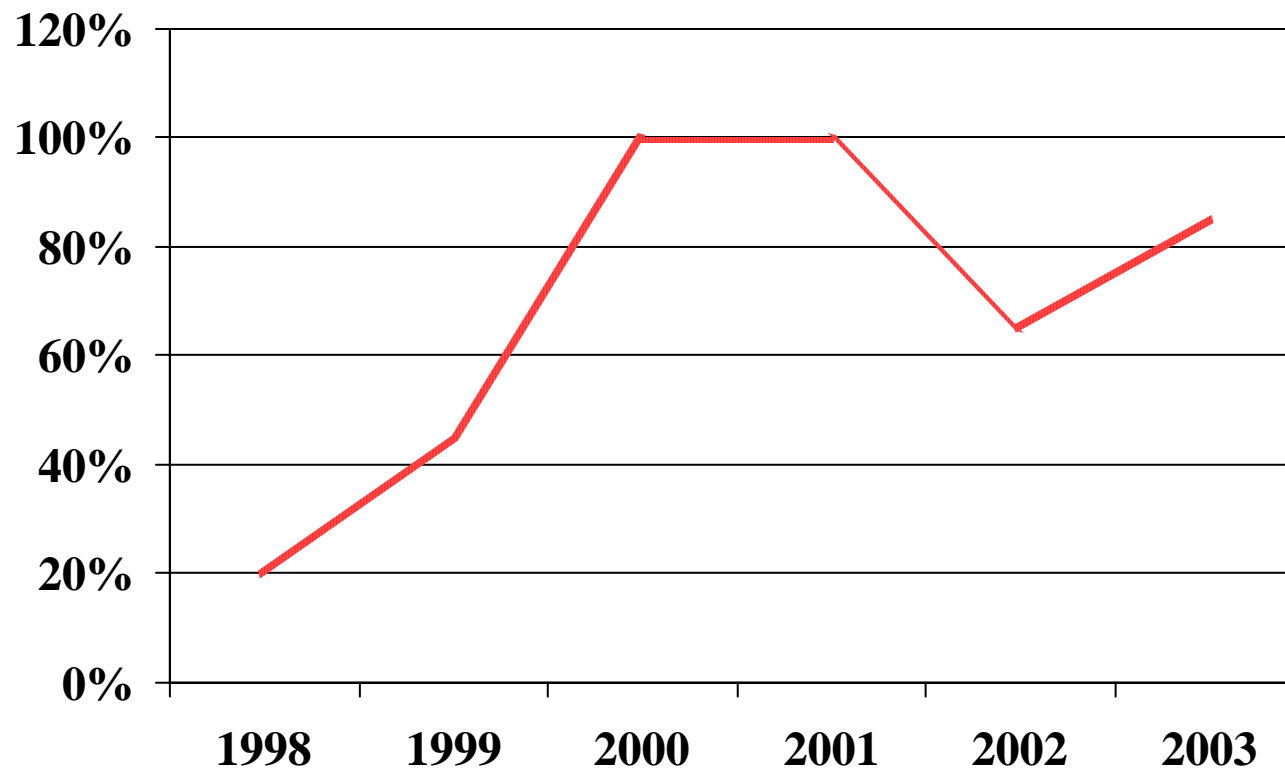
ECU 000 The 2001 Production figures are estimated from the 2000 figures.

(a) refers to figures without the Old East

(b) refers to those joining in 2004

NETHERLANDS

Imports from outside the old EEC as a percentage of domestic production



EEC INTERNATIONAL TRADE

EC 000 830 series:-	Inter EC Trade			Imports from Outside EEC			Exports out side EEC		
	1999	2003	2004	1999	2003	2004	1999	2003	2004
Padlock 11000	48,200	41,330	44,430 a 300 b	61,750	64,260	64,000	29,740	31,280	23,700 a 1,600 b
Cylinder 14011	98,490	126,070	117,600 a 5,250 b	62,760	30,000	30,500	72,220	70,220	75,400 a 1,800 b
Locks 14019	76,900	99,120	87,880 a 3,234 b	24,525	34,000	30,500	47,585	66,230	42,815 a 16,300 b
Locks 14090	65,190	108,020	128,430 a 6,140 b	91,475	95,500	110,155	80,925	89,060	70,500 a 21,125 b
Keys 17000	75,430	73,650	65,800 a 7,700 b	8,715	16,110	18,750	31,565	45,690	29,050 a 10,350 b
Hinges 21090	281,070	443,930	489,275 a 32,440 b	88,530	132,000	152,000	278,000	374,730	297,790 a 89,950 b
D' Fittings 4100	1,172,366	1,475,500	1,222,780 a 116,660 b	270,445	391,000	433,500	638,351	821,680	406,475 a 297,000 b
D' Fittings 24990	314,583	187,080	218,660 a 25,620 b	89,150	100,000	109,000	185,498	147,220	99,025 a 86,700 b
D' Closers 26090	307,175	261,240	239,330 a 1,100 b	134,295	89,500	91,500	244,125	161,230	150,000 a 32,500 b
Totals	2,439,404	2,482,200	2,812,629	831,645	952,370	1,039,905	1,608,010	1,807,340	1,752,080
After consideration 50% of 83024990 has been added to 8304100									
a refers to old EEC									
b refers to those joining in 2004									



COMPARISON SUMMARY IN PERCENTAGES (BASED ON EURO FIGURES)

	Imports from		Exports Outside	
	Outside the EEC		the EEC	
	1999/2003	1999/2004	1999/2003	1999/2004
Padlock 83011000	+4%	+1.5%	+5%	-15%
Cylinders 8301 4011	-46%	-46%	+3%	+7%
Locks 8301 4019	+26%	+24%	+39%	+24%
Locks 830 14090	+5%	+21%	+10%	+13%
Keys 830 17000	+85%	+100%	+45%	+26%
Hinges 830 21090	+50%	+73%	+35%	+39%
Door Fittings 830 4100	+45%	+6%	+29%	+10%
Door Fittings 820 24990	+11%	+16	-21%	+0%
Door Closers 830 26090	-34%	-32%	-34%	-25%
Totals	+14.5%	+25%	+13%	+8%

PRODUCTION OF NEW MEMBERS OF THE EEC

	2002	2,003
Czech Republic	19,075	21,823
Estonia	-	2,272
Hungary	57,778	57,456
Latvia	-	331
Lithuania	-	280
Poland	21,184	21,823
Slovakia	-	630
Slovenia	-	2,262
Total		106,800

(ECU 000)

IMPORTS AND EXPORTS OF NEW MEMBERS OF THE EEC TO THE OLD MEMBERS OF THE EEC

(Euro 000)

- Old EEC members exports to new members euro 552,900
- This is 31.5% of all the old members exports.

- Old EEC members imports from new members
euro 261,300
- This is 25% of all the old members imports from outside
the old EEC.

Comparison of imports of old members of EEC from new members of EEC and China

	Euro 000	Percentage of Total Old EEC Imports from outside EEC
From New EEC members	261,300	25%
From China	341,000	33%

SUMMARY OF IMPORTS & EXPORTS (ALL EEC COUNTRIES) ECU 000

	1999	2003	2004	Percentage charge 1999-2004
Inter EEC Trade	2,439,405	2,482,200	2,812,630*	+15%
Imports from Outside the EEC	831,645	952,370	1,039,905	+25%
Exports Outside the EEC	1,608,010	1,807,340	1,752,080*	+9%

* Includes new EEC countries.

SUMMARY OF FINDINGS (OLD MEMBERS) – ECU 000

	1998	2002	2003
Production - In EC	6,972,000	8,250,857	8,191,000
Inter EC trade as % of Production	41.75%	30%	34.5%
Imports from outside the EC as percentage of production	14%	13.5%	12.7%
Exports outside the EC as % of production	31.5%	22%	21.5%
Imports from outside the EC as % of exports outside the EC	52%	62%	59%

Note: The Import Export figures are for a 12 month later period than production.

EN COMPLIANCE QUESTIONNAIRE SUMMARY

- The results have been assessed on the current situation as the comparison with previous years shows little improvement.
- An attempt must be made to discount subjective judgements of domestic manufacturers!
- The questionnaire was limited to harmonised EEC standards.

EN COMPLIANCE QUESTIONNAIRE SUMMARY - continued

- The results indicate:-
 - Some manufacturers either ignore their responsibilities, or, are slow to learn;
 - Specifiers are more conversant with the standard requirements than the distributors;
 - Domestic manufacturers struggle against manufacturers outside the EEC who either do not know what is correct, or, ignore what is correct.

The justification for the summary follows:-

















EN COMPLIANCE QUESTIONNAIRE

The following tables have been created from the answers to the questionnaire as follows:-

Country	2002	2003	2004	2005
Austria	✓	✓	✓	✓
Belgium	✓	0	0	✓
Czech Republic	0	0	0	✓
Denmark	✓	✓	✓	0
Finland	✓	✓	✓	0
France	✓	✓	✓	✓
Germany	✓	0	✓	✓
Great Britain	✓	0	✓	✓
Hungary	0	✓	✓	0
Italy	✓	0	✓	✓
Netherlands	✓	✓	✓	✓
Norway	0	✓	✓	0
Poland	✓	✓	✓	✓
Spain	✓	✓	✓	✓
Sweden	✓	✓	✓	✓
Switzerland	✓	✓	✓	✓

AUSTRIA













1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	↓ 	→ 	→ 
2. What percentage is produced to the standard?	↑ 	X	X	→ 
3. What percentage is correctly tested?	↑ 	X	X	↓ 
4. What percentage is correctly marked?	↑ 	X	X	↓ 
5. Will harmonised standards be available in time?	→ 	X	X	X
6. Do catalogues give clear information on product compliance	→ 	↓ 	X	↓ 
7. Are standards put on orders and specifications?	X	↓ 	↑ 	X

Are harmonised standards a requirement within building regulations?

BELGIUM

1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	↓ 	↓ 	→ 
2. What percentage is produced to the standard?	↓ 	X	X	0
3. What percentage is correctly tested?	↓ 	X	X	0
4. What percentage is correctly marked?	↓ 	X	X	0
5. Will harmonised standards be available in time?	→ 	X	X	X
6. Do catalogues give clear information on product compliance	→ 	→ 	X	↓ 
7. Are standards put on orders and specifications?	X	0	→ 	X

Are harmonised standards a requirement within building regulations?

**CZECH
REPUBLIC**

1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	0			
2. What percentage is produced to the standard?	0	X	X	
3. What percentage is correctly tested?	0			
4. What percentage is correctly marked?	0	X	X	
5. Will harmonised standards be available in time?	0	X	X	X
6. Do catalogues give clear information on product compliance?	0		X	
7. Are standards put on orders and specifications	X			

Are harmonised standards a requirement within building regulations?

DENMARK

















1. = above 66%, **↑**; 2. = 33% to 66%, **→**; 3. below 33%, **↓**; 4. Not at all, **0**;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?				
2. What percentage is produced to the standard?		X	X	
3. What percentage is correctly tested?		X	X	
4. What percentage is correctly marked?		X	X	
5. Will harmonised standards be available in time?		X	X	X
6. Do catalogues give clear information on product compliance?			X	
7. Are standards put on orders and specifications	X			X

Are harmonised standards a requirement within building regulations?

FRANCE

1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	→ 	→ 	↑ 
2. What percentage is produced to the standard?	↑ 	X	X	→ 
3. What percentage is correctly tested?	↑ 	X	X	→ 
4. What percentage is correctly marked?	↑ 	X	X	→ 
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	→ 	↓ 	X	↓ 
7. Are standards put on orders and specifications?	X	↓ 	↓ 	X

Are harmonised standards a requirement within building regulations?

FINLAND

















1. = above 66%, **↑**; 2. = 33% to 66%, **→**; 3. below 33%, **↓**; 4. Not at all, **0**;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?				
2. What percentage is produced to the standard?		X	X	
3. What percentage is correctly tested?		X	X	
4. What percentage is correctly marked?		X	X	
5. Will harmonised standards be available in time?		X	X	X
6. Do catalogues give clear information on product compliance			X	
7. Are standards put on orders and specifications?	X			X

Are harmonised standards a requirement within building regulations?

GERMANY

















1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	→ 	→ 	↓ 
2. What percentage is produced to the standard?	↑ 	X	X	↓ 
3. What percentage is correctly tested?	↑ 	X	X	↓ 
4. What percentage is correctly marked?	↑ 	X	X	→ 
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	→ 	↓ 	X	→ 
7. Are standards put on orders and specifications?	X	↑ 	→ 	X

Are harmonised standards a requirement within building regulations?

GREAT BRITAIN

1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	→ 		↓ 
2. What percentage is produced to the standard?	→ 	X	X	↓ 
3. What percentage is correctly tested?	→ 	X	X	↓ 
4. What percentage is correctly marked?	→ 	X	X	↓ 
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	→ 	↓ 	X	↓ 
7. Are standards put on orders and specifications?	X	↓ 	↓ 	X

Are harmonised standards a requirement within building regulations? No.

HUNGARY

















1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?				
2. What percentage is produced to the standard?		X	X	
3. What percentage is correctly tested?		X	X	
4. What percentage is correctly marked?		X	X	
5. Will harmonised standards be available in time?		X	X	X
6. Do catalogues give clear information on product compliance			X	
7. Are standards put on orders and specifications?	X			X

Are harmonised standards a requirement within building regulations?

















ITALY

1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	→ 	↓ 	↓ 	↓ 
2. What percentage is produced to the standard?	→ 	X	X	↓ 
3. What percentage is correctly tested?	→ 	X	X	↓ 
4. What percentage is correctly marked?	→ 	X	X	↓ 
5. Will harmonised standards be available in time?	→ 	X	X	X
6. Do catalogues give clear information on product compliance	↑ 	↓ 	X	↓ 
7. Are standards put on orders and specifications?	X	↓ 	↓ 	X

Are harmonised standards a requirement within building regulations?

NETHERLANDS 1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	→ 	→ 	→ 
2. What percentage is produced to the standard?	↑ 	X	X	→ 
3. What percentage is correctly tested?	↑ 	X	X	→ 
4. What percentage is correctly marked?	↑ 	X	X	→ 
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	↑ 	↓ 	X	→ 
7. Are standards put on orders and specifications?	X	↓ 	→ 	X

Are harmonised standards a requirement within building regulations?

NORWAY














1. = above 66%, **↑**; 2. = 33% to 66%, **→**; 3. below 33%, **↓**; 4. Not at all, **0**;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?				
2. What percentage is produced to the standard?		X	X	
3. What percentage is correctly tested?		X	X	
4. What percentage is correctly marked?		X	X	
5. Will harmonised standards be available in time?		X	X	X
6. Do catalogues give clear information on product compliance			X	
7. Are standards put on orders and specifications?	X			X

Are harmonised standards a requirement within building regulations? Yes.

POLAND

















1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	→ 	↓ 	→ 	0
2. What percentage is produced to the standard?	↑ 	X	X	↓ 
3. What percentage is correctly tested?	↑ 	X	X	↓ 
4. What percentage is correctly marked?	↓ 	X	X	0
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	↓ 	↓ 	X	↓ 
7. Are standards put on orders and specifications?	X	0	↓ 	X

Are harmonised standards a requirement within building regulations?

SWEDEN

















1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	↑ 	↓ 	↓ 
2. What percentage is produced to the standard?	↑ 	X	X	→ 
3. What percentage is correctly tested?	↑ 	X	X	↓ 
4. What percentage is correctly marked?	↑ 	X	X	↓ 
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	↑ 	→ 	X	→ 
7. Are standards put on orders and specifications?	X	→ 	↓ 	X

Are harmonised standards a requirement within building regulations?

















SPAIN

1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	→ 	↓ 	→ 	↓ 
2. What percentage is produced to the standard?	↓ 	X	X	↓ 
3. What percentage is correctly tested?	↑ 	X	X	→ 
4. What percentage is correctly marked?	↑ 	X	X	→ 
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	→ 	↓ 	X	↓ 
7. Are standards put on orders and specifications?	X	↓ 	↓ 	X

Are harmonised standards a requirement within building regulations? Yes.

SWITZERLAND 1. = above 66%, ↑; 2. = 33% to 66%, →; 3. below 33%, ↓; 4. Not at all, 0;

Question	Domestic Manufacture	Distributors	Specifiers	Manufacturers outside EEC
1. Are standards fully understood?	↑ 	→ 	→ 	→ 
2. What percentage is produced to the standard?	↑ 	X	X	→ 
3. What percentage is correctly tested?	↑ 	X	X	→ 
4. What percentage is correctly marked?	↑ 	X	X	→ 
5. Will harmonised standards be available in time?	↑ 	X	X	X
6. Do catalogues give clear information on product compliance	↑ 	→ 	X	→ 
7. Are standards put on orders and specifications?	X	↓ 	→ 	X

Are harmonised standards a requirement within building regulations?