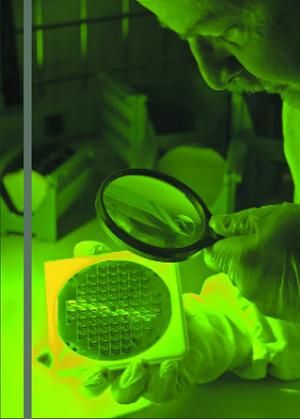




How to Minimise Risks and Survive: An Entrepreneur's Guide to the Benefits of Using Accredited Laboratories



If you're in the market for the services of a calibration or test laboratory please take a look at this brochure first! We'll tell you about the advantages of using accredited laboratories. Things like how you could save money, prevent financial losses, possibly avoid injury to staff & damage to equipment, steer clear of litigation and create more business opportunities. Sound interesting? Read on...

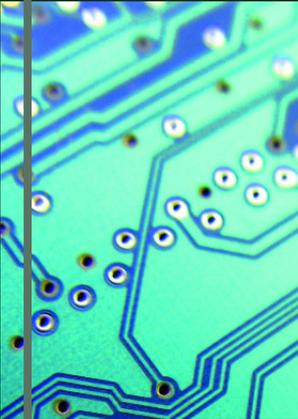


SANAS
ACCREDITED LABORATORY



Avoid Costly Rework, Product Failures, or Rejections of Entire Consignments

We want you to stay in business, but let's face it, were a big order to go wrong due to a significant measurement error, your firm could suffer serious financial damage! Apart from financial losses there are also indirect costs such as loss of business, reduced efficiency, etc. That's why precise measurement is a key component of an efficient and cost effective manufacturing process. The question, however, is who's calibrating your instruments? Accredited laboratories are independently assessed to establish their technical competence. What's more, they are regularly re-examined to ensure that they maintain high standards of technical expertise. And, on top of all that, laboratories are also required to participate in proficiency testing programmes on an on-going basis to demonstrate their technical competence. Has the laboratory you're using done all of this?



Avoid Expensive Re-Testing - Get it Right the First Time

We understand that you have to keep a sharp eye on the bottom line. Just don't make the mistake of skimping on laboratory services. If tests aren't carried out correctly the first time around the cost of re-testing can escalate, not to mention the amount of time and resources that are wasted. Avoid these unnecessary expenses by choosing an accredited laboratory that has demonstrated its technical competence. You'll recognise this from the SANAS logo on test reports and calibration certificates. If the SANAS logo is not present then the certificate is not covered by accreditation and its contents are, therefore, outside the laboratory's scope of accreditation.



Firms Have Ignored Measurement Accuracy Only to Regret it Later

This is a true story. A TV manufacturer had set up a calibrated reference voltage on a production line to measure for 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 removed & replaced with a cheap un-calibrated, not true RMS, meter which, unbeknownst 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 within 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!

You need to be sure that your suppliers deliver materials, components and products that meet your specifications with every consignment. Let the accreditation system help you. Remember, all measurements carried out by accredited calibration laboratories must be traceable to the SI (Système International) system of units. So, by insisting on an accredited test or calibration report you can relax and rely on independent technical experts to put your mind at ease!



How Accredited Laboratories Can Open International Markets for You

If you're exporting and importing goods on a regular basis you are probably dealing with test reports all the time. Wouldn't it make life easier if products were tested once and accepted everywhere in the world? Well the good news is that we have a competitive advantage for you that your business can tap into right away. SANAS was a founding signatory of the International Laboratory Accreditation Cooperation (ILAC) Arrangement that promotes the acceptance of accredited test and calibration data amongst the signatories. The ILAC Arrangement now has 49 signatories representing 40 economies! The aim is simple. Reduce or eliminate the need for retesting in the importing country. Use an accredited laboratory and you automatically stand to benefit from this significant international recognition! Contact us today to find out which countries are ILAC signatories.



An International Agreement That Can Help you Compete

Thanks to the ILAC Arrangement, SANAS endorsed calibration and test reports are now accepted in 40 economies around the world. Your foreign customer can now have greater confidence in the accuracy of your test or calibration data, which makes doing business overseas a whole lot easier. In addition, regulators in Europe, the USA, Asia, Australasia and elsewhere are starting to rely on the credible accreditation programmes of the ILAC Arrangement signatories. By shifting the conformity assessment burden to technically competent third-party laboratories, regulators are saving tax payers' money and removing technical barriers to trade in the process.



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 laboratory accreditation in assisting manufacturers to produce quality products. The SANAS endorsement on your calibration certificate or test report tells a client that the laboratory has been evaluated against international & national standards, regulations, or even sector specific requirements. Don't be surprised to see more tenders requiring calibration and test reports from accredited laboratories. It simply makes sense for organisations to choose a supplier that can offer this type of assurance so don't miss out!



Reputations Matter - Don't Throw Yours Away

It's hard to repair a damaged reputation and, frankly, in today's highly competitive market few things are as important as a good reputation amongst your customers. However, you can lose that reputation quickly if you start turning out inferior products that aren't up to specification. So what do you really know about that laboratory that's testing your products? How can you be sure that its results are reliable? One thing we can tell you is that accredited laboratories value their own reputations as much as yours. They pride themselves on their technical competence and it's that competence which they bring to your business and theirs.



Safety First - Why Accredited Laboratories Can Save Lives

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

Major International Corporations Are Benefiting From Accurate Measurement Systems

BAE Systems & Airbus are competing successfully with companies such as Boeing largely because of their ability to accurately and efficiently fit together aircraft components that are manufactured in four European countries. To achieve this Airbus has invested heavily in cutting edge, technically competent measurement systems. This has increased product quality, reduced costs and improved regulatory compliance. For example, accurate measurement ensures that wing assemblies manufactured in the UK fit exactly onto the fuselage. The list of beneficiaries continues including major players such as Nissan & Samsung who have also improved product quality & cost efficiencies.

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