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Technical Regulations and Standards (TRS) and GE's Bently Nevada Product Line

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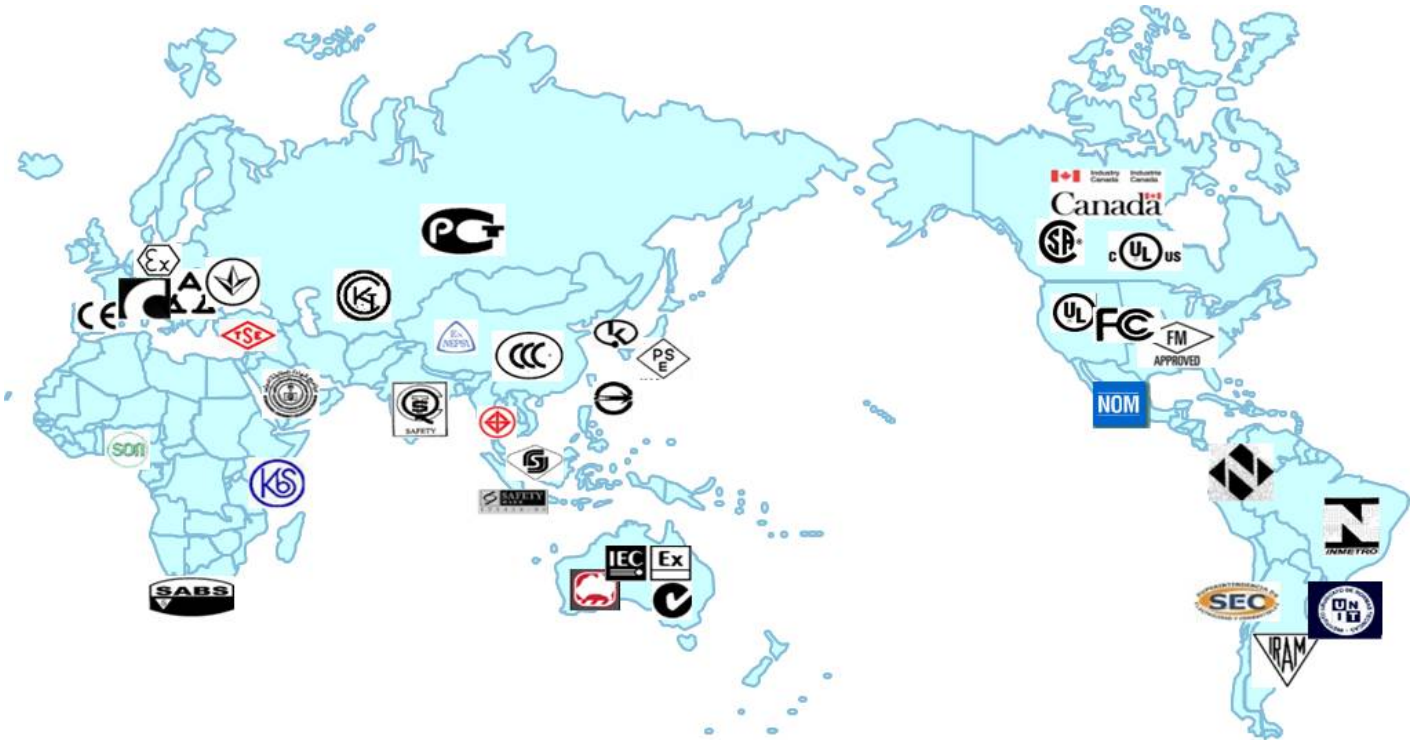

Technical Regulations and Standards (TRS) and GE's Bently Nevada Product Line

What is TRS?

TRS is the common three letter acronym for **T**echnical **R**egulations and **S**tandards.

According to the World Trade Organization, in recent years the number of technical regulations and standards adopted by countries has grown significantly. Increased regulatory policy can be seen as the result of higher standards of living worldwide, which have boosted consumers' demand for safe and high-quality products. Growing problems of water, air and soil pollution have encouraged modern societies to explore environmentally-friendly products.

Technical **regulations** exist worldwide to ensure the safety of people, property and animals. They also exist to promote free-trade and competition within different regions of the world. Examples of regulations that affect Bently Nevada products are the CE mark for products sold in Europe and the

CSA mark for products sold in the United States and Canada. Many other countries require that our products also carry their country specific approvals.

Standards are designed for voluntary use as a rule, guideline, or definition. Laws and regulations may refer to these standards making compliance with them compulsory. An example of a standard that is adopted worldwide is American Petroleum Institute standard 670 (API-670).

What are Technical Regulations and Standards?

A TRS is a document which defines product characteristics or their related processes and production methods, including the applicable administrative provisions with which compliance is mandatory. It may also include or deal exclusively with terminology, symbols, packaging, marking or labelling requirements as they apply to a product, process or production method.

Technical regulations define specific characteristics of a product. They were created to provide safer products and conditions. In Bently Nevada's case, technical regulations apply to most of our products. The most sensitive application is associated with the use of our products in areas where explosive atmospheres exist. Products installed or used in hazardous areas have to meet extensive regulatory requirements in order to be placed on the market in different countries and these regulatory requirements are different for all parts of the world.

The difference between a standard and a technical regulation lies in compliance. While conformity with standards is voluntary, technical regulations are mandatory. They have different implications for international trade. If a product does not fulfil the requirements of a technical regulation, it will not be allowed to be sold in that region. While, in the case of standards, non-complying products are allowed in the market, but their market share may be negatively affected if customers prefer alternative products that meet higher standards.

Implementation of Regulations and Standards

As mentioned earlier, many regions and countries have their own Regulations and Standards. Recently, Brazil, China, India, Japan, South Korea, Russia, Kazakhstan, Belarus, Armenia, Kyrgyzstan, Ukraine, Taiwan, and South Africa began requiring that products meet their country-specific agency approvals when installing equipment into a "hazardous area".

Bently Nevada considers compliance with the regulations and standards for every region and country where our products are sold a top priority. Compliance helps customers achieve plant operation faster when regulatory inspectors are satisfied and avoids unexpected regulatory delays

for customers.

The high costs associated with certification may discourage manufacturers from trying to sell in certain areas of the world, or worse, unknowingly provide products that do not meet local codes. The costs associated with the installation of non-conforming products can be enormous when considering project delays, equipment replacement, etc.

What makes GE's Bently Nevada product line uniquely qualified to help you with your TRS requirements?

GE Measurement & Control including the Bently Nevada product line, employ a team of experts that monitor existing and upcoming regulations and continuously work with third parties and local agencies to have our products tested and certified for use in all parts of the world. For instance, in the coming years the Gulf Commission will have their own regulations and standards with which we are already working to make sure our products will meet these new regulations and standards. Bently Nevada participates on many standards committees to ensure our products meet important standards. An example of such a committee is API -670.

Many of our customers are not familiar with, or trained in, country specific TRS. Our sales and project teams however are trained and have the needed tools to confirm that our products are in compliance with the TRS for the country in which our equipment will be used. As a result of the increased complexity of the TRS requirements, it is compulsory when equipment is sold that we know where the equipment will ultimately end up and how it will be used. As part of our proposal development, we follow a strict Technical Compliance matrix to ensure our products are in compliance. We work closely with local customers, Original Equipment Manufacturers (OEMs) and engineering firms to make sure we make the proper recommendations and quote conforming equipment. If a product does not carry the required markings, it is not compliant. In fact, our SAP system has been updated to include country specific codes, so when we generate a quote for a specific destination, you are assured the products are shipped with the required approvals and markings.

Summary

GE's Bently Nevada expertise is available to guide you through the often confusing country and region specific requirements. When using Bently Nevada products, you are ensured that you will receive the correct products for the application, and that they will have the correct markings to meet local regulations and standards. For further assistance on this subject, please contact your local Bently Nevada sales professional.

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