BUSINESS PLAN
ISO/TC 101
Continuous mechanical handling equipment

EXECUTIVE SUMMARY

The market for continuous mechanical handling equipment covers all equipment that is used for mechanical handling of material (bulk or unit loads) in order to provide a continuous material flow. It does not include: Cranes and other lifting devices, industrial trucks and storage/retrieval equipment.

The total sales is estimated between 10 - 11 Billion EURO per year and has been stagnating at this high level for the last 6 years with very little volatility. Economic stagnation respectively slight recessions of various industrial countries in Europe and Asia have significantly effected the export rates of the main exporting countries – Germany followed by USA and Japan – a decrease of sales rates could be prevented by increasing order volumes within the European Market, in the still growing economy of the USA and grace to the enormous boom in PR China. The accumulated export rates of all European countries are dominating the world export in the field of continuous conveyors by more than 50%.

Realized and/or expected benefits from the work of the ISO/TC 101:

• The savings associated with harmonised dimensions of spare parts are significant for suppliers of conveying systems and for users.

• Standardised design and calculation methods will make comparison of quotations much easier for the investing industry. Furthermore it will definitely increase confidence in reliability and safety of material handling equipment.

• World-wide harmonized standards are to be considered as important part of quality assurance systems.

• Legislators are provided with tools to apply standardizes principles to health and safety.

Since the committee is not active as far as concerns the elaboration of new standards it will concentrate on the systematic review of the existing standards and propose new work items occasionally.
1 INTRODUCTION

1.1 ISO technical committees and business planning

The extension of formal business planning to ISO Technical Committees (ISO/TCs) is an important measure which forms part of a major review of business. The aim is to align the ISO work programme with expressed business environment needs and trends and to allow ISO/TCs to prioritize among different projects, to identify the benefits expected from the availability of International Standards, and to ensure adequate resources for projects throughout their development.

1.2 International standardization and the role of ISO

The foremost aim of international standardization is to facilitate the exchange of goods and services through the elimination of technical barriers to trade.

Three bodies are responsible for the planning, development and adoption of International Standards: ISO (International Organization for Standardization) is responsible for all sectors excluding Electrotechnical, which is the responsibility of IEC (International Electromechanical Committee), and most of the Telecommunications Technologies, which are largely the responsibility of ITU (International Telecommunication Union).

ISO is a legal association, the members of which are the National Standards Bodies (NSBs) of some 140 countries (organizations representing social and economic interests at the international level), supported by a Central Secretariat based in Geneva, Switzerland.

The principal deliverable of ISO is the International Standard.

An International Standard embodies the essential principles of global openness and transparency, consensus and technical coherence. These are safeguarded through its development in an ISO Technical Committee (ISO/TC), representative of all interested parties, supported by a public comment phase (the ISO Technical Enquiry). ISO and its Technical Committees are also able to offer the ISO Technical Specification (ISO/TS), the ISO Public Available Specification (ISO/PAS) and the ISO Technical Report (ISO/TR) as solutions to market needs. These ISO products represent lower levels of consensus and have therefore not the same status as an International Standard.

ISO offers also the International Workshop Agreement (IWA) as a deliverable which aims to bridge the gap between the activities of consortia and the formal process of standardization represented by ISO and its national members. An important distinction is that the IWA is developed by ISO workshops and fora, comprising only participants with direct interest, and so it is not accorded the status of an International Standard.
2 BUSINESS ENVIRONMENT OF THE ISO/TC

2.1 Description of the Business Environment

The following political, economic, technical, regulatory, legal and social dynamics describe the business environment of the industry sector, products, materials, disciplines or practices related to the scope of this ISO/TC, and they may significantly influence how the relevant standards development processes are conducted and the content of the resulting standards:

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Predominantly continuous mechanical handling equipment is to be considered as important components of complex facilities and has to be specifically designed for each purpose. Only few equipment may be manufactured as series product (e.g. band-conveyors at the cashier of supermarkets).

The market of continuous handling equipment is very heterogeneous. Some of the main customers are as follows:
- Mining industries
- Iron & Steel industries
- Cement industries
- Powerstations
- Automobile industries
- Ports of transshipment
- Food & beverage industries
- Airports
- Postal services and other distribution services
- Waste & recycle handling industries
- Etc

The markets of continuous mechanical handling equipment is dependent on the economic situation of the world’s industrial countries since conveying systems are typical capital goods that go in line with huge investments e.g. new facilities, works etc.

The concentration in large parts of the industry, e.g. mining, automobile, etc may lead to an increasing influence on various regulations concerning design, calculation, safety requirements etc for this kind of equipment.

The elaborated standards are widely accepted and the need for additional standards is not evident. Thus the industry is very reluctant to participate in new work items.

2.2 Quantitative Indicators of the Business Environment

The following list of quantitative indicators describes the business environment in order to provide adequate information to support actions of the ISO/TC:

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rates of the main exporting countries – Germany followed by USA and Japan. A decrease of sales rates, however, could be prevented by increasing order volumes within the European Market, in the still growing US economy and grace to the boom in PR China. The accumulated export rates of all European countries are dominating the world export in the field of continuous conveyors by more than 50%.

Band- and belt conveyors in general have a market share of almost 40% (e.g. lignite conveying systems in open cast minings or luggage transport systems at airports etc). Other bulk material conveyors, such as chain-conveyors, screw- conveyors, bucket-elevators come up to market share of 15-20%. The same rate as for typical continuous conveyors for unit loads, such as overhead chain conveyors, roller and wheel conveyors, electrically powered monorails. In addition to these main kinds of continuous handling equipment some pneumatic and hydraulic conveyors as well as some very specific conveying systems - such as ship un-/loading systems, pallet conveyors, sorting and distribution systems – are worth while to mention.

3 BENEFITS EXPECTED FROM THE WORK OF THE ISO/TC

- The savings associated with harmonised dimensions of spare parts are significant for suppliers of conveying systems and for users.
- Standardised design and calculation methods will make comparison of quotations much easier for the investing industry. Furthermore it will definitely increase confidence in reliability and safety of materials handing equipment.
- Legislators are provided with tools to apply standardised principles to health and safety.

4 REPRESENTATION AND PARTICIPATION IN THE ISO/TC

4.1 Countries/ISO Members bodies that are P and O Members of the ISO committee

4.2 Analysis of the participation

Except systematic review of existing standards, ISO/TC101 has been dormant since 1998.

5 OBJECTIVES OF THE ISO/TC AND STRATEGIES FOR THEIR ACHIEVEMENT

5.1 Defined objectives of the ISO/TC

For the time being ISO/TC101 is only maintaining the existing standards and is prepared to initiate new work items as soon as any propsal is submitted to the ISO/TC and sufficiant member states declared their commitment to participate.

5.2 Identified strategies to achieve the ISO/TC's defined objectives
The secretariat regularly submits proposals for new work items to the p and O Members asking for approval and commitment for participation.

6 FACTORS AFFECTING COMPLETION AND IMPLEMENTATION OF THE ISO/TC WORK PROGRAMME

For some years, P-members have not agreed to a proposed new work item nor were they prepared to participate in the elaboration of a new standard. It is crucial that the members are willing to commit themselves to the ISO-work and that competent experts of various countries can be encouraged to co-elaborate useful standards. Those persons should have specific knowledge of the subject the work items deal with.

7 STRUCTURE, CURRENT PROJECTS AND PUBLICATIONS OF THE ISO/TC

This section gives an overview of the ISO/TC’s structure, scopes of the ISO/TCs and any existing subcommittees and information on existing and planned standardization projects, publication of the ISO/TC and its subcommittees.

7.1 Structure of the ISO committee
7.2 Current projects of the ISO technical committee and its subcommittees
7.3 Publications of the ISO technical committee and its subcommittees

Reference information

Glossary of terms and abbreviations used in ISO/TC Business Plans
General information on the principles of ISO’s technical work