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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. memo	Jane Schweiker/ANSI to Barbara Bernstein/OSTP re meeting (partial) (1 page)	02/14/1994	b(6)
002. memo	Jane Schweiker/ANSI to Barbara Bernstein/OSTP re meeting (partial) (1 page)	02/14/1994	b(6)

COLLECTION:

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Office of Science and Technology Policy
Skip Johns
OA/Box Number: 10672

FOLDER TITLE:

American National Standards Institute (ANSI)

2008-1524-F
kc1205

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

P1 National Security Classified Information [(a)(1) of the PRA]
P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
P3 Release would violate a Federal statute [(a)(3) of the PRA]
P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

b(1) National security classified information [(b)(1) of the FOIA]
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*Time may change
2:30 PR*

**American National
Standards Institute** 11 WEST 42ND STREET, NEW YORK, NEW YORK, 10036

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G-U-N-S 07-325-4837

MEMORANDUM

TO: Barbara Bernstein, OSTP
FAX: (202) 456-6023

FROM: Jane W. Schweiker *Jane W. Schweiker*

RE: ANSI Meeting with Lionel (Skip) Johns on February 18 at 2:30 p.m.

DATE: February 14, 1994

The ANSI group meeting with Mr. Lionel Johns on February 18th will consist of the following people:

Mr. Sergio Mazza
President
American National Standards Institute (ANSI)
Date of birth: (b)(6)

Mr. Anthony Ross O'Neill
Chairman of the Board, ANSI
and Vice President, National Fire Protection Association
Date of birth: (b)(6)

Mr. George Willingmyre
Vice President, ANSI
Date of birth: (b)(6)

Ms. Jane W. Schweiker
Director of Government and Organization Relations, ANSI
Date of birth: (b)(6)

I am looking forward to our meeting with Mr. Johns.



**American National
Standards Institute**

655 15th ST., N.W., SUITE 300, WASHINGTON, D.C. 20005-5794

TEL. 202.639.4090

FAX. 202.628.1886

August 17, 1993

yes!

The Honorable Lionel S. Johns
Associate Director
Office of Science and Technology Policy
Old Executive Office Building
Washington, D.C. 20500

Dear Mr. Johns:

Please accept our congratulations upon your confirmation as Associate Director of the Office of Science and Technology Policy.

We at the American National Standards Institute (ANSI) are committed to working cooperatively with the Clinton-Gore Administration and with you at the Office of Science and Technology Policy. We believe that ANSI's on-going initiatives complement the Administration's technology and economic programs. You may be interested in the enclosed papers which identify specific standardization projects that are clearly related to Administration goals and that would benefit from close public-private sector cooperation.

ANSI is a non-profit federation of independent organizations which supports the development and dissemination of standards in a wide array of industries. ANSI and its U.S. National Committee are the U.S. members of the two leading non-treaty international standards organizations, the ISO and IEC. We have more than 1300 private sector organizational and corporate members and 31 government agencies as members.

ANSI representatives would be pleased to meet with you at your convenience to discuss how ANSI and the voluntary standards system can complement the Clinton-Gore technology programs and increase U.S. competitiveness.

ANSI looks forward to working with you.

Sincerely,


George T. Willingmyre, P.E.

8/24 left msg for Willingmyre / 8/25
8/31 Called for times again. Will call to schedule for possible dates

THE AMERICAN NATIONAL STANDARDS INSTITUTE

Selected 1993 Standardization Initiatives in Support of National Priorities and U.S. Competitiveness in Global Markets

Late in 1992, ANSI wrote to Clinton-Gore transition officials proposing increased federal-private sector cooperation in the development and use of voluntary standards in support of national priorities. Listed below are representative examples of 1993 private sector initiatives for which closer federal/private sector cooperation is in the national interest.

Environment ... Representing U.S. Interests Internationally

Working cooperatively with the Environmental Protection Agency, ANSI is placing high priority on helping organize and coordinate the U.S. input to the international environmental standards to be developed by the International Organization for Standardization (ISO) and the International Electrotechnical Commission (IEC). The new ISO Technical Committee 207 (TC-207) is beginning one of the most important technical activities ever undertaken--standardization in the field of environmental management tools and systems.

Health Care ... Promoting Information Technology Solutions

Working with the Department of Health and Human Services, ANSI's Healthcare Informatics Standards Planning Panel is promoting coordination and cooperation among the standards organizations in this field. The panel is also facilitating dialogue between American and European experts seeking to improve the healthcare informatics knowledge base available for supporting better-informed patient care decisions and management. The panel is working toward the development of an ISO technical committee in this field.

U.S./E.C. Trade ... Advancing U.S. Interests in Relations with the European Community

ANSI continues a private sector-lead dialogue with representatives of European standards and conformity assessment organizations including the European Commission. The goals of the meetings have been to support international approaches to standardization, promote better understanding between the U.S. and European standards and conformity assessment communities, and solve bilateral concerns. The meetings have resulted in creation of a variety of mechanisms for U.S. interests to learn about and comment on European standards activities and vice versa. There has also been a useful exchange of information on conformity assessment practices in the U.S. and Europe. A significant issue currently is the proposal by the European Telecommunications Standards Institute (ETSI) relating to intellectual property rights in standards. The ETSI proposal goes far beyond ANSI and international guidelines and ANSI is committed to working cooperatively with the U.S. Trade Representative on resolution of the matter. The next meeting in Brussels is scheduled for December 2nd and 3rd.

Preeminence of U.S. Technology ... Supporting Domestic Programs and Advancing U.S. Interests in the International Standards Setting Forums

ANSI established the Computer Integrated Manufacturing Standards Board last year to increase the Institute's focus on this area in 1993.

Members of the ANSI federation are now organizing the U.S. representation to new international technical committees developing standards for Intelligent Vehicle Highway Systems and Advanced Ceramics.

North American Free Trade Agreement ... Harmonizing Standards

ANSI hosted along with partners in Canada and Mexico, the third North American Trilateral Standardization Forum in Mexico City on March 23, 24 and 25. The forum goals were to complement the NAFTA objectives by promoting industry sector standards harmonization initiatives. Sector discussions are under way for: toys, plastics, automotive products, electrical products, medical technology, construction codes, telecommunications, textiles, plumbing products, air conditioning and refrigeration equipment, personal protective equipment, environment, education and tools. A trilateral conformity assessment conference is scheduled for November 7th-9th in Toronto.

International Trade ... Building Strategic Linkages with Eastern Europe and Pacific Rim

ANSI continues a dialogue begun in 1992 with representatives from standards organizations in Eastern Europe. This Spring's meeting took place in Prague on May 21st. The ANSI delegation continued with a meeting of the Pacific Area Standards Congress in Kuala Lumpur, Malaysia May 24th-28th.

Access to Foreign Markets ... Securing World Wide Acceptance of U.S. Product Certifications and Quality System Registrations

In January 1993, U.S. representatives under the auspices of ANSI joined with the national accreditation bodies from Britain, The Netherlands, Canada, Mexico, Japan and Australia/New Zealand to create the International Accreditation Forum (IAF). The IAF will promote harmonization of accreditation procedures with the goal that product certifications and quality system registrations from accredited organizations will be equivalent around the world. This will help U.S. businesses sell their products in foreign markets without additional tests and audits.

In an early 1993 meeting with the European Commission, ANSI received a clear signal that private sector accreditation systems could be used to support government-to-government mutual recognition agreements. There is an outstanding Federal Register proposal for such accreditation programs to be developed by the U.S. government.

Improving American Productivity ... Providing Key Services to U.S. Industry

ANSI continues to place high priority on facilitating the development of a national electronic database and delivery system for standards and standards information.

ANSI's Company Member Council is preparing a "tool box" of membership services for U.S. industries. These include educational and training programs on standards management techniques, opportunities for participation in a major benchmarking program on company standards practices, and access to a network of industry "experts" on standardization matters.

U.S. Competitiveness... Increasing Awareness of the Role of Strategic Standardization Management as a Competitive Tool

ANSI is co-chair of the World Standards Day celebration in the United States on October 14th. The goal of this activity is to increase the awareness among American Chief Executive Officers of the strategic significance of standardization to U.S. competitiveness.

A COOPERATIVE STANDARDS-SETTING PROCESS WILL CONTRIBUTE TO AMERICAN COMPETITIVENESS AND ECONOMIC HEALTH

**A position paper by the American National Standards Institute
December 1992**

Voluntary standards are an efficient way to foster economic competitiveness and commercialization of technology, and part of the solution to health, safety and environmental concerns. ANSI is committed to working in partnership with the Clinton-Gore Administration to help marshal the resources of the voluntary standards community in support of these national priorities. In turn, the federal government should support voluntary standards in its technology, trade and procurement policies and through increased participation in the voluntary standards-setting process. Together we can improve public health, the global environment, and U.S. competitiveness.

*"In order to create quality jobs, generate strong economic growth and safeguard national security, the U.S. Government and private sector should work together to develop coherent policies to ensure U.S. leadership in the development, use and commercialization of technology."*¹

¹Gaining New Ground: Technology Priorities for America's Future, published by a private sector group, the Council on Competitiveness. 1991, page 3.

Executive Summary

The Clinton-Gore Administration has captured the public's imagination with its ambitious goal of creating a more internationally competitive economy, which functions under sound environmental rules and can resolve such major problems as providing health care to all. The American National Standards Institute (ANSI), a non-profit entity with over 1300 private sector organizational and corporate members and 31 government agency members, is committed to helping the Administration reach this goal.

Attention to, and investment in, the U.S. voluntary consensus standards system can multiply the Administration's resources, and add thousands of technical experts to those in the Federal government whose job it is to set or use standards. Strong and effective U.S. participation and leadership in the international voluntary standards arena is also crucial to U.S. competitiveness in the evolving global marketplace.

Some have argued that all standards-setting authority should be vested in a single federal agency. ANSI believes that the current voluntary standards process works well, reduces bureaucracy, speeds up commercialization of critical technologies, and produces standards which take into account the needs of all involved. The system's strength is its distributed nature, which involves thousands of committed, expert volunteers working in hundreds of premier standards-developing organizations. While numerous Federal agencies have an essential stake in this process, it is not necessary for the Federal government to duplicate the efforts made by private industry in cooperation with government and other affected parties.

What is essential is that the government and private sector cooperate and rely on each other's strengths. ANSI offers to help the Administration build such a partnership with the voluntary standards community. The desired result is an expanded commitment and investment by the new Administration in the voluntary standards system, both at the technical and policy levels. As part of this expanded role, senior-level government officials would participate in ANSI's governance, priority-setting, and development of policy positions to international standards organizations.

* * * * *

The U.S. Voluntary Standards System is One of the Most Responsive in the World

Standards range from the very complex, -- those which allow computer interoperability -- to the more simple, -- those which guarantee that all 35mm film fits all 35mm cameras. They benefit consumers by ensuring that products which are made by different companies, and even in different countries, can operate interchangeably. Many standards advance and protect the public interest in safety, health and the environment.

The U.S. voluntary standards system is an integral part of the economy, yet costs the American taxpayer virtually nothing. For 74 years, ANSI has played a key role in the system. ANSI does not develop standards but, rather, facilitates development by qualified member groups that bring together the experts in their own disciplines. ANSI provides a means for those in the government and private sector to work together to get standards work started and accredits procedures for standards development based on consensus and due process. Upon request, ANSI widely disseminates the resulting standards. Currently there are over 200 groups participating in ANSI's standards-setting process. Standards developed under ANSI's auspices are known as "American National Standards" and number over 10,000.

Voluntary standards are invaluable to U.S. government agencies, both from a regulatory and a procurement perspective. Federal, state and local agencies requiring technical specifications, codes and regulations increasingly rely on voluntary standards. These standards, because they are developed on a consensus basis, with participation by all affected, are easily implemented and accepted. The Department of Defense, the General Services Administration, the Food and Drug Administration, the Environmental Protection Agency, the Department of Energy, the Occupational Safety and Health Administration, and the Consumer Product Safety Commission are some of the Federal agencies which have found that working closely with the voluntary standards community helps them achieve their missions. In fact, OMB Circular A119 directs all Federal agencies to make maximum use of voluntary standards and to support private sector development of voluntary standards in lieu of the government promulgating its own. This policy fosters government-industry cooperation and makes use of the tremendous expertise of those in American business and academia.

The National Institute for Standards and Technology (NIST) also plays a vital role within the standards-setting process. ANSI has recognized this by ensuring the participation of the Director of NIST on its Board of Directors. The NIST Director, in fact, has the only permanent seat on ANSI's board. But NIST resources, and those of other federal agencies, are limited. The private sector can devote far more resources -- people, technology and money -- to the development of standards. The current system is effective because it combines the contributions of both the public and private sectors.

ANSI is also the U.S. member body of the two primary international voluntary standards organizations -- the International Organization for Standardization (ISO) and (through its United States National Committee) the International Electrotechnical Commission (IEC). ANSI has invested heavily in effectively representing U.S. strategic standards interests and presenting U.S. technical and policy positions to these international organizations. ANSI has also nurtured strategic links with important economic regions, such as the European Community, Pacific Rim, Eastern Europe, South America and Mexico and Canada. Continued strong public and private sector support for this role is essential if American economic interests are to be advanced in the international marketplace.

U.S. Competitiveness Depends on Global Standards for Technological Products

The United States is a technology superpower. Standards help us maintain this status by increasing productivity, reducing costs, and establishing better quality control. International standards promote worldwide acceptance of products and thereby facilitate free trade.

The American voluntary standards system was developed and is maintained in order to foster technological development domestically and as an impetus to the development of international standards which will allow truly open markets. For companies competing globally -- in markets from gas appliances to computers -- uniform international standards serve increasingly as the technical passports to foreign markets. In fact, multi-lateral trade agreements, such as the General Agreements on Tariffs and Trade (GATT) and the North American Free Trade Agreement (NAFTA), emphasize the use of international standards. These market and treaty forces combine to make the representation of U.S. interests in international standards organizations increasingly important to American competitiveness.

The Clinton-Gore Administration has an opportunity to bring this issue's importance home to the public and to the private sector as one essential to our nation's competitiveness. Many of our competitors realize that public/private sector cooperation on standards is an important part of a country's economic strategy. The European Community, for example, has placed the development of over a thousand voluntary standards at the heart of its campaign to create a single market. The United States cannot afford to underestimate other countries' ability to use the standards-setting process as a tool for economic growth. The government and the private sector must work together to promote American interests internationally. The voluntary standards-setting community is fully prepared to work with the new Administration to do just that.

ANSI Offers to Assist the Clinton-Gore Administration in its Efforts to Support the Setting of Global Technology Standards

ANSI would like to work with the Administration to help it build a partnership with the voluntary standards-setting community in order to bolster U.S. competitiveness². Both on a technical and a policy level, this community has taken a lead in fostering government/industry cooperation in the setting and implementation of standards. ANSI believes that the standards-setting process is most effective when the government participates along with the private sector; teams are always stronger than the combination of their individual members.

More effectively utilizing the resources of the private sector will require closer private/public cooperation. The return, in increased competitiveness – new high-technology jobs, better American products, an improved trade balance, a healthier economy, – will far outweigh the necessary additional investments.

ANSI will assist the Administration by helping marshal the resources of the private sector standards community in support of national priorities. Specifically, ANSI offers to work in partnership with the Administration to:

- help stimulate standards-development in response to Federal agency needs and Administration priorities;

²The private sector Council on Competitiveness recently recommended that we: "[s]trengthen the effectiveness of the U.S. private-public system for establishing U.S. standards and gaining their acceptance in the world standards bodies...The ANSI process must receive more attention to ensure that world standards are compatible with the commercial interests of U.S. firms." (Gaining New Ground: Technology Priorities for America's Future, 1991, page 49).

- ensure that standards developed under ANSI auspices recognize and reflect consideration of Federal agency needs;
- ensure that appropriate government experts are an integral part of the development of American National Standards;
- increase the extent of senior-level government involvement in the governance, operation and policy-making of ANSI to promote the Administration's economic goals;
- enhance recognition of, and support for, American and international voluntary standards, both domestically and abroad, and help advance U.S. interests in the setting of appropriate international voluntary standards;
- cooperate with the Administration to help resolve trade issues relating to standards;
- coordinate with the Administration so that on-going private sector standards initiatives with the European Community, Eastern Europe, Pacific Rim, South America, Mexico and Canada complement Clinton-Gore economic strategies; and,
- work with the Administration in developing ANSI policy positions taken in its role as a member body of (and, therefore, U.S. representative to) ISO and IEC, to help achieve the Administration's international economic policy objectives.

ANSI members and staff hope that the Clinton-Gore Administration will join with the voluntary standards community in a public/private partnership that builds on the strengths of each. The ultimate beneficiary will be the American people. We are committed to working with the new Administration to improve the American economy and open up foreign markets to American goods.

If you have any questions about these issues, would like more information, or would like to schedule a meeting with ANSI representatives, please call George Willingmyre at 202/ 693-4090.

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**American National
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D-U-N-S 07-329-4837

MEMORANDUM

2:30

TO: Barbara Bernstein, OSTP
FAX: (202) 456-6023

FROM: Jane W. Schweiker *Jane W. Schweiker*

RE: ANSI Meeting with Lionel (Skip) Johns on February 18 at 2:30 p.m.

DATE: February 14, 1994

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August 17, 1993

yes!

The Honorable Lionel S. Johns
Associate Director
Office of Science and Technology Policy
Old Executive Office Building
Washington, D.C. 20500

Dear Mr. Johns:

Please accept our congratulations upon your confirmation as Associate Director of the Office of Science and Technology Policy.

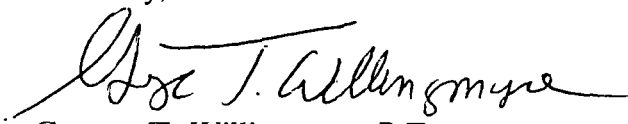
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ANSI continues to place high priority on facilitating the development of a national electronic database and delivery system for standards and standards information.

ANSI's Company Member Council is preparing a "tool box" of membership services for U.S. industries. These include educational and training programs on standards management techniques, opportunities for participation in a major benchmarking program on company standards practices, and access to a network of industry "experts" on standardization matters.

U.S. Competitiveness... Increasing Awareness of the Role of Strategic Standardization Management as a Competitive Tool

ANSI is co-chair of the World Standards Day celebration in the United States on October 14th. The goal of this activity is to increase the awareness among American Chief Executive Officers of the strategic significance of standardization to U.S. competitiveness.

A COOPERATIVE STANDARDS-SETTING PROCESS WILL CONTRIBUTE TO AMERICAN COMPETITIVENESS AND ECONOMIC HEALTH

**A position paper by the American National Standards Institute
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Voluntary standards are an efficient way to foster economic competitiveness and commercialization of technology, and part of the solution to health, safety and environmental concerns. ANSI is committed to working in partnership with the Clinton-Gore Administration to help marshal the resources of the voluntary standards community in support of these national priorities. In turn, the federal government should support voluntary standards in its technology, trade and procurement policies and through increased participation in the voluntary standards-setting process. Together we can improve public health, the global environment, and U.S. competitiveness.

*"In order to create quality jobs, generate strong economic growth and safeguard national security, the U.S. Government and private sector should work together to develop coherent policies to ensure U.S. leadership in the development, use and commercialization of technology."*¹

¹Gaining New Ground: Technology Priorities for America's Future, published by a private sector group, the Council on Competitiveness, 1991, page 3.

Executive Summary

The Clinton-Gore Administration has captured the public's imagination with its ambitious goal of creating a more internationally competitive economy, which functions under sound environmental rules and can resolve such major problems as providing health care to all. The American National Standards Institute (ANSI), a non-profit entity with over 1300 private sector organizational and corporate members and 31 government agency members, is committed to helping the Administration reach this goal.

Attention to, and investment in, the U.S. voluntary consensus standards system can multiply the Administration's resources, and add thousands of technical experts to those in the Federal government whose job it is to set or use standards. Strong and effective U.S. participation and leadership in the international voluntary standards arena is also crucial to U.S. competitiveness in the evolving global marketplace.

Some have argued that all standards-setting authority should be vested in a single federal agency. ANSI believes that the current voluntary standards process works well, reduces bureaucracy, speeds up commercialization of critical technologies, and produces standards which take into account the needs of all involved. The system's strength is its distributed nature, which involves thousands of committed, expert volunteers working in hundreds of premier standards-developing organizations. While numerous Federal agencies have an essential stake in this process, it is not necessary for the Federal government to duplicate the efforts made by private industry in cooperation with government and other affected parties.

What is essential is that the government and private sector cooperate and rely on each other's strengths. ANSI offers to help the Administration build such a partnership with the voluntary standards community. The desired result is an expanded commitment and investment by the new Administration in the voluntary standards system, both at the technical and policy levels. As part of this expanded role, senior-level government officials would participate in ANSI's governance, priority-setting, and development of policy positions to international standards organizations.

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The U.S. Voluntary Standards System is One of the Most Responsive in the World

Standards range from the very complex, -- those which allow computer interoperability -- to the more simple, -- those which guarantee that all 35mm film fits all 35mm cameras. They benefit consumers by ensuring that products which are made by different companies, and even in different countries, can operate interchangeably. Many standards advance and protect the public interest in safety, health and the environment.

The U.S. voluntary standards system is an integral part of the economy, yet costs the American taxpayer virtually nothing. For 74 years, ANSI has played a key role in the system. ANSI does not develop standards but, rather, facilitates development by qualified member groups that bring together the experts in their own disciplines. ANSI provides a means for those in the government and private sector to work together to get standards work started and accredits procedures for standards development based on consensus and due process. Upon request, ANSI widely disseminates the resulting standards. Currently there are over 200 groups participating in ANSI's standards-setting process. Standards developed under ANSI's auspices are known as "American National Standards" and number over 10,000.

Voluntary standards are invaluable to U.S. government agencies, both from a regulatory and a procurement perspective. Federal, state and local agencies requiring technical specifications, codes and regulations increasingly rely on voluntary standards. These standards, because they are developed on a consensus basis, with participation by all affected, are easily implemented and accepted. The Department of Defense, the General Services Administration, the Food and Drug Administration, the Environmental Protection Agency, the Department of Energy, the Occupational Safety and Health Administration, and the Consumer Product Safety Commission are some of the Federal agencies which have found that working closely with the voluntary standards community helps them achieve their missions. In fact, OMB Circular A119 directs all Federal agencies to make maximum use of voluntary standards and to support private sector development of voluntary standards in lieu of the government promulgating its own. This policy fosters government-industry cooperation and makes use of the tremendous expertise of those in American business and academia.

The National Institute for Standards and Technology (NIST) also plays a vital role within the standards-setting process. ANSI has recognized this by ensuring the participation of the Director of NIST on its Board of Directors. The NIST Director, in fact, has the only permanent seat on ANSI's board. But NIST resources, and those of other federal agencies, are limited. The private sector can devote far more resources -- people, technology and money -- to the development of standards. The current system is effective because it combines the contributions of both the public and private sectors.

ANSI is also the U.S. member body of the two primary international voluntary standards organizations -- the International Organization for Standardization (ISO) and (through its United States National Committee) the International Electrotechnical Commission (IEC). ANSI has invested heavily in effectively representing U.S. strategic standards interests and presenting U.S. technical and policy positions to these international organizations. ANSI has also nurtured strategic links with important economic regions, such as the European Community, Pacific Rim, Eastern Europe, South America and Mexico and Canada. Continued strong public and private sector support for this role is essential if American economic interests are to be advanced in the international marketplace.

U.S. Competitiveness Depends on Global Standards for Technological Products

The United States is a technology superpower. Standards help us maintain this status by increasing productivity, reducing costs, and establishing better quality control. International standards promote worldwide acceptance of products and thereby facilitate free trade.

The American voluntary standards system was developed and is maintained in order to foster technological development domestically and as an impetus to the development of international standards which will allow truly open markets. For companies competing globally -- in markets from gas appliances to computers -- uniform international standards serve increasingly as the technical passports to foreign markets. In fact, multi-lateral trade agreements, such as the General Agreements on Tariffs and Trade (GATT) and the North American Free Trade Agreement (NAFTA), emphasize the use of international standards. These market and treaty forces combine to make the representation of U.S. interests in international standards organizations increasingly important to American competitiveness.

The Clinton-Gore Administration has an opportunity to bring this issue's importance home to the public and to the private sector as one essential to our nation's competitiveness. Many of our competitors realize that public/private sector cooperation on standards is an important part of a country's economic strategy. The European Community, for example, has placed the development of over a thousand voluntary standards at the heart of its campaign to create a single market. The United States cannot afford to underestimate other countries' ability to use the standards-setting process as a tool for economic growth. The government and the private sector must work together to promote American interests internationally. The voluntary standards-setting community is fully prepared to work with the new Administration to do just that.

ANSI Offers to Assist the Clinton-Gore Administration in its Efforts to Support the Setting of Global Technology Standards

ANSI would like to work with the Administration to help it build a partnership with the voluntary standards-setting community in order to bolster U.S. competitiveness². Both on a technical and a policy level, this community has taken a lead in fostering government/industry cooperation in the setting and implementation of standards. ANSI believes that the standards-setting process is most effective when the government participates along with the private sector; teams are always stronger than the combination of their individual members.

More effectively utilizing the resources of the private sector will require closer private/public cooperation. The return, in increased competitiveness – new high-technology jobs, better American products, an improved trade balance, a healthier economy, – will far outweigh the necessary additional investments.

ANSI will assist the Administration by helping marshal the resources of the private sector standards community in support of national priorities. Specifically, ANSI offers to work in partnership with the Administration to:

- help stimulate standards-development in response to Federal agency needs and Administration priorities;

²The private sector Council on Competitiveness recently recommended that we: "[s]trengthen the effectiveness of the U.S. private-public system for establishing U.S. standards and gaining their acceptance in the world standards bodies...The ANSI process must receive more attention to ensure that world standards are compatible with the commercial interests of U.S. firms." (Gaining New Ground: Technology Priorities for America's Future, 1991, page 49).

- ensure that standards developed under ANSI auspices recognize and reflect consideration of Federal agency needs;
- ensure that appropriate government experts are an integral part of the development of American National Standards;
- increase the extent of senior-level government involvement in the governance, operation and policy-making of ANSI to promote the Administration's economic goals;
- enhance recognition of, and support for, American and international voluntary standards, both domestically and abroad, and help advance U.S. interests in the setting of appropriate international voluntary standards;
- cooperate with the Administration to help resolve trade issues relating to standards;
- coordinate with the Administration so that on-going private sector standards initiatives with the European Community, Eastern Europe, Pacific Rim, South America, Mexico and Canada complement Clinton-Gore economic strategies; and,
- work with the Administration in developing ANSI policy positions taken in its role as a member body of (and, therefore, U.S. representative to) ISO and IEC, to help achieve the Administration's international economic policy objectives.

ANSI members and staff hope that the Clinton-Gore Administration will join with the voluntary standards community in a public/private partnership that builds on the strengths of each. The ultimate beneficiary will be the American people. We are committed to working with the new Administration to improve the American economy and open up foreign markets to American goods.

If you have any questions about these issues, would like more information, or would like to schedule a meeting with ANSI representatives, please call George Willingmyre at 202/ 693-4090.