



**We supply to costumers worldwide, which means we meet the challenges of different demands for Private marks and specific 3rd part certifications, on each market we enter.**





## How do a responsible manufacturer ensure that the CE mark is = safety:

- Identify appropriate directives
- Define the appropriate standard for the product design.
- Determine applicable essential requirements.
- Carry out risk assessment,
- Fulfill conformity assessment procedure.
- Establish technical file
- Make the instructions for use, handling etc.
- Declare conformity
- CE-marking

When this procedure is followed the product is safe.



**Our intention as a manufacturer of components is to manufacture products which are harmless to the consumer, when mounted correct in our costumers product.**

- **If there is a demand for a third party approval, we will let the tests be carried out.**
- **This happens often, despite the fact the finished product, which our component is a part of, is third part tested when it is finished.**
- **This happens because the “test industry” tells our costumers that they will test their finished product at a lower price if our product also have a specific local private safety mark. When we add our cost to our costumers cost, we normally end up having spent more money.**
- **In the year 2006 TransElectro spent more money on different safety marking than our Net Profit before taxes. And 2006 was a really good year.**





## Is additional third party testing to the benefit of the consumer?

- The price for a third part testing varies from 5.000 Euro to 25.000 Euro in our business. For ONE test.
- In reality we can be in a position where we have to have several tests made. One for each safety mark. One for each country in Europe, who still have their private national marks + eventually the CE.
- Every time there is a mark, we have paid for it.
- Every time there is a mark the consumer has to pay extra for it.
- Sometimes a product will never go to market, because only a few consumers needs it. Meaning the price will go out of proportion if all the safety marks has to be third part tested – and paid for.

**So the answer is: NO.**





## More suppliers/brands to chose from?

- **It happens often that we say no to offering products on different markets, because there is a demand for special marking. It is simply not possibly for us if we have to spend money on testing on relative low quantity of products – our price will be too high and non competitive.**
- **If a manufacturer then has had the luck to invest in testing and marking of a component, then he often have a monopolistic position. It is simply too expensive for others to buy the test and then hope to be chosen as supplier.**
- **So the answer is: NO.**





## Is safety improved by additional marks?

- **Manufacturer may just copy a mark without permission**
- **Several of the reported accidents has happened with products carrying one or more well known safety marks, even though the product has been third part tested and the components inside has been third party tested.**

**So the answer is: NO.**





## It is expensive for a small company

- Testing, approval and marking is big business.
- TransElectro produces app. 600 different new custom designed products every year, all carrying the CE-mark with our certificate of conformity. All made according to the norms needed. All in different series from 5 to 80.000 pieces.
- If the price of the third part test is 5.000,- Euro pr. test. (600x5000) It will cost us 3 mil. Euro pr. year.
- First of all, a lot of these small series will never be made.
- Our costumers will have to choose a standard product, that does not fit so well for their need. Which in the electrical business often will mean a product that uses a lot more energy, than needed.
- Second we will have to pass this cost on to the consumers.
- The only companies who gain anything is the “non profit” organisations who do the test and give the approval.
- The above is our figures. And we are small.





**With regard to this afternoon's discussion:**

**Has anyone tried to calculate**  
**how much money the certifying**  
**companies will earn on yet an**  
**other safety mark?**



