



Portable Electronics 101: How to Stay Compliant in an Exploding Market

Featuring



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- Ⓞ 2014 electronic sales expected to reach over **\$208,000,000,000**
- Ⓞ Up from **\$169,000,000,000** in 2009
- Ⓞ **90%** of US adults have a cellphone
- Ⓞ **42%** own a tablet



Safety first

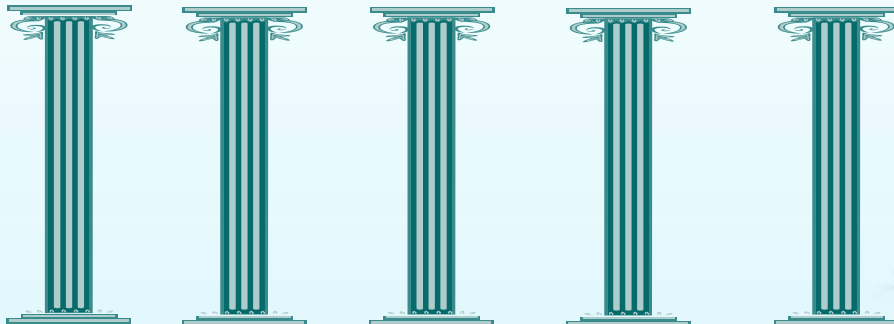
- Ⓞ Brand name electronics undergo extensive testing
- Ⓞ Promo products = smaller manufacturers
- Ⓞ Safety is up to suppliers & distributors



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Five Pillars of Compliance

- ⏻ Social Compliance
- ⏻ Product Safety
- ⏻ Product Quality
- ⏻ Supply Chain Security
- ⏻ Environmental Stewardship



PILLAR ONE: Social Compliance

- Ⓞ Social accountability policies/ethical manufacturing programs
- Ⓞ Protects workers who produce the products
- Ⓞ Employment practices & workplace safety



PILLAR ONE: Social Compliance

In 2013 the China Labor Watch released a report on **Pegatron Group factories**, revealing **at least 86 labor rights violations**.

This situation would not certify as socially compliant in most voluntary compliance programs.



PILLAR ONE: Social Compliance

To pass requirements of QCA:

- Ⓞ Complete three or more audits of high-volume, 3rd party suppliers
- Ⓞ Maintain accreditation by getting audited yearly



PILLAR TWO: Product Safety

The “**Red Flag**” of all the pillars
Selling unsafe products **will**
come back to haunt you



PILLAR TWO: Product Safety

Questions to ask as a distributor

- Ⓞ Bill of Materials **(B-O-M)**
- Ⓞ Restriction of Hazardous Substances **(RoHS)**
- Ⓞ Research all requirements
- Ⓞ **Very few state or federal requirements for portable electronics**



PILLAR TWO: Product Safety

- Ⓜ Herb Nelson (Pres. Of MMI International Trade):
No product is guaranteed to be 100% compliant
- Ⓜ Electronics are constantly evolving, creating new problems



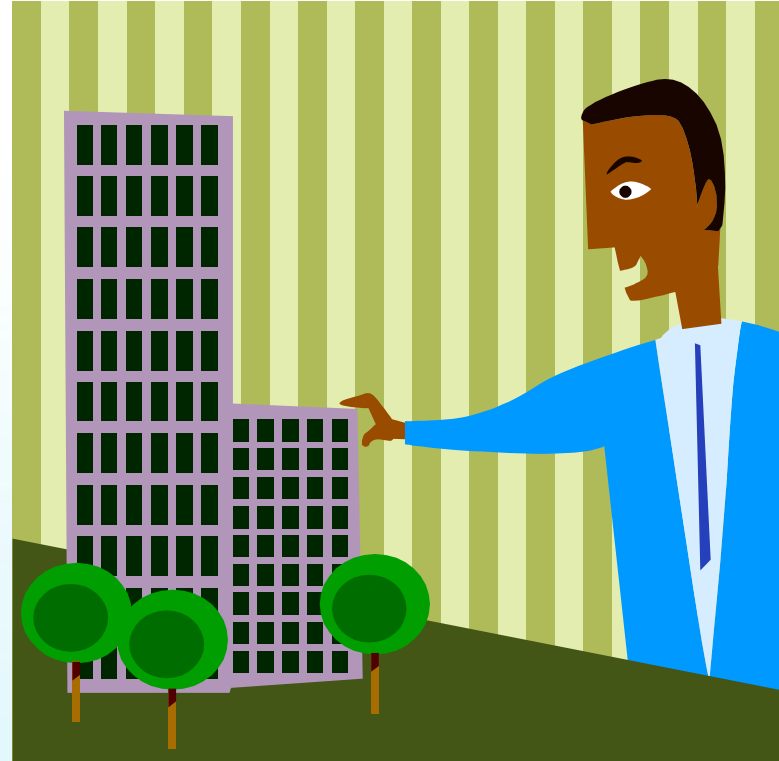
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PILLAR TWO: Product Safety

Stages of Product Safety Checks

1. Design phase
2. In production
3. Finished product

***UL** = Underwriter Laboratories



PILLAR TWO: Product Safety

- Ⓞ Leed's follows Polyconcept North America's guidelines, adapted to fit each product
- Ⓞ Each product has different compliance needs
- Ⓞ Consider individual item's needs while in design



PILLAR TWO: Product Safety

A 13-year-old girl in Texas put her Samsung Galaxy under her pillow at night. It melted and caused a small fire.

- 🔌 Samsung claims battery was replacement
- 🔌 Warning in user guide
- 🔌 **Extremely important to invest in voluntary compliance programs**



PILLAR TWO: Product Safety

- Ⓞ UL, ASTM, and ANSI take compliance above & beyond
- Ⓞ Many U.S. products distributed in Europe must meet European standards
- Ⓞ UL and QCA can assure global compliance & safety



PILLAR TWO: Product Safety

1. Look for UL certifications or tests that meet UL standards (UL2095 & 30695-1)
2. QCA accreditation
3. Be prepared with questions about compliance programs



PILLAR THREE: Product Quality

- Ⓞ **Poor quality = unsafe product**
- Ⓞ Use high-quality material suppliers
- Ⓞ Ask where materials came from
- Ⓞ **Do your research**



PILLAR THREE: Product Quality

Quality in the Manufacturing Stage

- Ⓞ Raw materials grade/characteristics
 - Ⓞ Manufacturing techniques
 - Ⓞ Management practices



PILLAR FOUR: Supply Chain Security

- Ⓞ Customs-Trade Partnership Against Terrorism
- Ⓞ Certifies supply chains as “safe” after passing the test
- Ⓞ Array of security measures implemented before applying



PILLAR FIVE: Environmental Stewardship

Questions to ask your supplier

Does the product or the manufacturing of the product ...

- Ⓞ Use harmful materials?
- Ⓞ Include regulated substances, such as Lead, Chromium, Mercury or Vinyl Chloride?
- Ⓞ Pollute the environment?



FINAL TIPS

1. Provide list of products and consequences
2. Let clients know mishaps still happen
3. **Ask questions and do research!**



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