The ASTM Advantage
Tools and Resources to Maximize Your Competitive Advantage

ASTM Compass®
Training and Learning Management System

Proficiency Testing Programs

www.astm.org

International Laboratory Directory
ASTM Membership
The business advantage of using standards to improve the safety, quality, and performance of your products is clear. Following standards can lower costs, minimize errors, and reduce redundancy and time-to-market. But the benefits go well beyond simple adherence.

You’ll see a greater competitive advantage when you take measures to expand your organization’s knowledge of and involvement with standards.
In today’s complex global marketplace, you need every advantage you can get.
At ASTM we’re about more than just providing you with industry-leading standards.

We’re about a robust, enterprise-level, family of services built to help strengthen your organization so you can achieve and maintain the highest level of performance and responsibility.
Five Ways ASTM Boosts Your Business and Your Bottom Line

1. ASTM Compass®

   Guarantee you are always working with the most-up-to-date content and provide your staff with powerful workflow tools to help them manage and react to industry changes.

2. Training and Learning Management System

   Don’t just comply with standards, ensure your staff understands and adheres to them through instruction from the experts who developed the standards.

3. Proficiency Testing Programs

   Evaluate, improve, and document your staff’s proficiency and expertise through third-party affirmation of their skills.

4. International Laboratory Directory

   Expand your business by promoting your services and connecting with the world’s leading standards professionals.

5. ASTM Membership

   Network and collaborate with your peers, competitors, and customers from around the world.
“It’s helpful to be able to perform a search and find the standard you are looking for quickly. A secondary feature that is helpful is to see all of the standards that might reference the one you are looking for.”

Beth Mayo-Yurek
Management/Quality Engineer, Granite Construction

Stop struggling to keep up with rapidly changing standards, revolving staff members, training inefficiencies, and a loss of institutional knowledge across your enterprise. It’s time for ASTM Compass – the single, centralized standards solution that provides fast, accurate, comprehensive access to the standards and technology that will put you at the head of your industry.

The Enterprise-Level Answer to Standards Management
ASTM Compass enables you to manage and maintain standards with more speed and efficiency than ever before. Your staff will have 24/7 access to the most up-to-date and comprehensive technical information they need to effectively do their jobs.

One Platform. All of Your Content.
ASTM Compass is a single platform providing anytime, anywhere access to all the standards content your staff needs. Tailor your organization’s content to include any or all of the following:

Standards
12,000+ active standards; 58,000+ redlined; historical and withdrawn standards; translated standards; third-party content such as API, AASHTO, AATCC, and UOP

Digital Library
1,500+ books; 15,200+ journal articles; 47,000+ papers, chapters, and articles

Training
E-learning with demonstration videos, checklists, and self-testing; Learning Management System to standardize and track training

ASTM SpecBuilder
Develop internal specifications; draft documents and upload files; create task groups and online discussions; track discussions and vote; reference and hyperlink other standards

Robust Search Tools
Robust taxonomy to help uncover hard-to-find information; access to multiple languages for searches in user’s primary language

Learn more about ASTM Compass at [www.astm.org/compass](http://www.astm.org/compass)
Improve Productivity and Communication Through Powerful Workflow Tools

- Add notes, images, and attachments
- Create workgroups and share standards and annotations
- See color-coded highlighting indicating changes to standards
- Cross-link directly from your organization’s specifications to ASTM standards
- Develop your internal specifications and documents with our online collaboration tool SpecBuilder
- Access the Membership Dashboard listing all ASTM members within your organization
- “Compass in a box” available for customers who require access behind their corporate firewalls
- Online usage statistics (COUNTER compliant)
- MARC Records available
Training Courses

“These courses are promoted by my company as a way to continue education. I always learn something new from them and they definitely add to personal enrichment.”

Attendee, ASTM Crude Oil Training Course

Accessing standards is just the beginning of a strong standardization strategy. Getting your staff to understand and use them properly is how you set your company apart.

You’ll quickly and continuously improve your staff’s consistency, confidence, and credibility with focused, practical training from the experts – and not just any experts, but the experts who wrote the standards.

Flexible Training Options for Every Business
You choose the training method that best fits your business needs, whether that’s on-site, online or a combination of the two.

E-Learning
Your staff can learn at their own pace with our industry-leading, self-guided training modules, including video demonstrations, checklists, glossary of terms, concept presentations, and knowledge-assessment quizzes.

On-Site Training
Bringing our experts on-site can build team unity, eliminate communication gaps, and save your company time and money. All ASTM courses can be brought to your location and tailored specifically to your needs.

Open Enrollment
Training programs are held across the country and throughout the world. Training next to your peers and other industry leaders is invaluable.

Whether you train at our site or yours, you’ll benefit from:
- First-hand industry insight from our experts
- Interacting and networking with peers
- Hands-on experience with equipment

Standards are constantly changing:
Around 40% of standards are updated on an annual basis.

Learn how you can get expertly trained at www.astm.org/train
Automate Your Training Program With the ASTM Learning Management System

Easy to use at both the management and employee levels, this centralized tracking system will integrate every aspect of your training program into a single, online system, allowing you to:

- Say goodbye to spreadsheets and manual tracking
- Assign and monitor team development online
- Create individualized development plans
- Easily view and evaluate employee progress
- Eliminate training discrepancies or redundancies
- Receive notifications when employees need retraining
- Stay current with automatic updates to videos and materials
- Document skills and compliance

Course Listing by Subject Matter

Our award-winning training and eLearning courses span a variety of industries, making it easy for you to find focused, practical learning opportunities tailored to your specific needs.

- Building & Construction
- Coal Chemistry
- Corrosion
- Environmental
- Light Sport Aircraft
- Oxygen
- Petroleum
- Plastics
- Rubber
- Statistics
- Textiles
Proficiency Testing Programs

For some laboratories, accessing standards and knowing how to use them is enough to move ahead of their competition and reach the top of their industry. But for others, accreditation and proving proficiency is the ultimate method of achieving a competitive advantage.

Prove You’re the Best With the Best
For more than 25 years, the ASTM Proficiency Testing Program (PTP) has helped thousands of laboratories evaluate, improve, and document their proficiency – providing clients and laboratory accreditation bodies alike with concrete evidence of a laboratory’s skill level.

Laboratories around the world turn to ASTM PTP to help monitor their strengths and weaknesses across all labs within their organization, as well as to anonymously compare performance with competitive labs within the industry.

How it Works:
1. Participants receive samples for each test cycle, electronic data submission forms, and test instructions.
2. Labs perform the tests normally conducted within their facility using the specified test methods cited in the program.
3. Upon completing the tests, each lab electronically submits test data to ASTM for use in statistical summary reports. These reports are accessible 24/7 on our PTP web portal.
4. Final summary reports, provided in electronic format, contain:
   – Each participating laboratory’s confidential test results
   – Statistical analysis of the test data
   – Charts and graphs plotting test results versus other laboratories

Learn more about ASTM Proficiency Testing Programs at www.astm.org/ptp
ASTM offers 46 different programs across many industries including:

- Aromatic Hydrocarbons
- Cement & Concrete Reference Laboratory (CCRL)
- Electrical Insulating Liquids
- Engine Coolants and Related Fluids
- Octane Testing
- Petroleum Products
- Plastic Film (New)
- Plastics
- Metals
- Textiles

Don’t allow your lab to spend one more unproven moment. Proficiency testing from ASTM is convenient, cost-effective, and created specifically by the authors of the standards.
International Laboratory Directory

Customers can’t hire you if they can’t find you.
Let’s change that.

If you need to find a lab or promote your lab, the International Laboratory Directory is the place to be. You can expand your business and be discovered by hundreds of thousands of potential customers by listing in this one-of-a-kind directory. Or you can find a laboratory who provides the services you need or is located in your area of interest.

Customers can’t hire you if they can’t find you. Let’s change that.

Tens of thousands of customers use our directory to find laboratories according to geographic region, tests performed, materials analyzed, or other services offered.

What Makes Our List the Best?
- Only directory of its kind
- Nearly 60,000 visits per year
- Lists both international and domestic labs
- Lists all methods each lab performs (ASTM and other)
- Enhanced listings enable you to elevate your ranking
- “Maps” feature helps users quickly find your labs
- Labs with multiple locations are listed individually and as a comprehensive group

Find a lab or list your lab at www.astm.org/labs
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ASTM Membership

“I think it’s had a positive impact on my professional career. I look at the things that I’ve done, the people I’ve met, the things that I’ve been able to be on the front edge of rather than trying to play catch-up, and I think ASTM has helped greatly with that.”

Dale F. Bohn
Regional Quality Manager, Flint Hills Resources LP

Networking and leadership opportunities are the top reasons ASTM members participate for as long as they do. Through their work on the development of world-class standards, ASTM members further their professional growth by assuming leadership roles and connecting with the world’s top technical experts and business professionals.

**Four Types of Membership:**

1. **Participating Members** join and actively participate on ASTM technical committees.
2. **Organizational Members** support the ASTM voluntary consensus process and can participate on multiple committees.
3. **Informational Members** participate to stay abreast of ASTM standards and related technical information, but do not have voting privileges.
4. **Student Members** are full-time undergraduate or graduate students.

**Membership benefits vary at different levels and can include:**

- Free volume of the *Annual Book of ASTM Standards*
- Participation in technical committee meetings and activities
- Attendance at international symposia and workshops
- Free annual subscription to *Standardization News*

Learn more about ASTM Membership at www.astm.org/member
“On a personal basis, I think you could sum it up with one word, and that’s ‘networking.’ At any given time at the twice-annual ASTM meetings, I’ll have 40 or 50 customers present. Literally, I can see 20 customers in four days, and I can’t do that anywhere else.”

Tom Marsh
President,
Centrotrade Minerals & Metals Inc.
Over 12,000 ASTM standards operate globally. Defined and set by us, they improve the lives of millions every day.

Combined with our innovative business services, they enhance performance and help everyone have confidence in the things they buy and use – from the toy in a child’s hand to the aircraft overhead.

Working across borders, disciplines and industries we harness the expertise of over 30,000 members to create consensus and improve performance in manufacturing and materials, products and processes, systems and services.

Understanding commercial needs and consumer priorities, we touch every part of everyday life: helping our world work better.

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