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## Cross-border trade of second-hand goods

*Échanges transfrontaliers de marchandises d'occasion*

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## Foreword

ISO (the International Organization for Standardization) is a worldwide federation of national standards bodies (ISO member bodies). The work of preparing International Standards is normally carried out through ISO technical committees. Each member body interested in a subject for which a technical committee has been established has the right to be represented on that committee. International organizations, governmental and non-governmental, in liaison with ISO, also take part in the work. ISO collaborates closely with the International Electrotechnical Commission (IEC) on all matters of electrotechnical standardization.

The procedures used to develop this document and those intended for its further maintenance are described in the ISO/IEC Directives, Part 1. In particular the different approval criteria needed for the different types of ISO documents should be noted. This document was drafted in accordance with the editorial rules of the ISO/IEC Directives, Part 2 (see [www.iso.org/directives](http://www.iso.org/directives)).

Attention is drawn to the possibility that some of the elements of this document may be the subject of patent rights. ISO shall not be held responsible for identifying any or all such patent rights. Details of any patent rights identified during the development of the document will be in the Introduction and/or on the ISO list of patent declarations received (see [www.iso.org/patents](http://www.iso.org/patents)).

Any trade name used in this document is information given for the convenience of users and does not constitute an endorsement.

For an explanation on the voluntary nature of standards, the meaning of ISO specific terms and expressions related to conformity assessment, as well as information about ISO's adherence to the World Trade Organization (WTO) principles in the Technical Barriers to Trade (TBT) see the following URL: [www.iso.org/iso/foreword.html](http://www.iso.org/iso/foreword.html). (standards.iteh.ai)

This document was prepared by Project Committee ISO/PC 245, *Cross-border trade of second-hand goods*.  
ISO 20245:2017

This first edition of ISO 20245 cancels and replaces ISO/TS 20245:2014.  
245:2014 cancels and replaces ISO/TS 20245:2014. fib-4548-bae7-1c89b44d9a1f/iso-20245-2017

The main changes compared to ISO/TS 20245:2014 are as follows:

- revision of structure and numbering of clauses;
- addition of definitions for “primary feature” (3.5) and “secondary feature” (3.6), and removal of definition for “value”;
- modification of definitions for “consignee” (3.4), “second-hand goods” (3.7) and “supplier” (3.8);
- revision of Figure 1;
- addition in Annex A of sample checklists for exporters and importers of second-hand goods;
- updating of reference documents.

## Introduction

The cross-border movement of second-hand goods has been in practice for many years and trade activity has increased exponentially. Most second-hand goods are sold or donated by developed countries to developing ones and the value of this market is estimated at billions of dollars. Consumers welcome having the choice of purchasing low-cost, durable and safe second-hand goods as an alternative to higher-priced new goods, and the demand for these products is robust. In addition, the re-use of consumer goods is viewed as a factor in good environmental stewardship because it is more resource efficient than manufacturing new items and it diverts goods that might otherwise go to landfills and other disposal facilities.

It is generally understood that the expectations of consumers of second-hand goods will be somewhat lower than if they were purchasing new goods, and that they have the normal consumer obligations to physically examine the product and enquire about safety and environmental issues. Nonetheless, dangerous or environmentally damaging second-hand goods can find their way into the market, leading to serious health and safety risks and waste management problems for the importing country.

In many countries, there are national requirements and guidelines designed to protect the environment and consumer health and safety. However, surveys have highlighted concerns about second-hand goods and health, safety, environmental performance, servicing and repair, and the apparent lack of universally applicable guidelines.

This document has been developed to answer these concerns. It provides a basis for in-transit and port-of-entry screening of second-hand goods and it establishes measurable criteria against which second-hand goods can be evaluated, with the objective of protecting consumers and the environment. This document can be used by the importing or exporting parties as a means to establish confidence in the goods that are being traded or donated.

This document relates to health, safety and environment. It is intended to be used in conjunction with other standards that might impact the trade of consumer products, notably ISO 10377, ISO 10393 and ISO 12931.

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# Cross-border trade of second-hand goods

## 1 Scope

This document establishes minimum screening criteria for second-hand goods that are traded, sold, offered for sale, donated or exchanged between countries.

This document is intended to help protect health, safety and the environment in which second-hand goods interact, when used by consumers.

This document is applicable to second-hand goods that are shipped across at least one international border, and where the intended end user is a consumer.

This document does not apply to goods that are remanufactured, rebuilt or refurbished.

## 2 Normative references

There are no normative references in this document.

## 3 Terms and definitions

For the purposes of this document, the following terms and definitions apply.

ISO and IEC maintain terminological databases for use in standardization at the following addresses:

- ISO Online browsing platform: available at <https://www.iso.org/obp>
- IEC Electropedia: available at <http://www.electropedia.org/>

### 3.1

#### **consumer**

individual member of the general public purchasing or using property, products or services for private purposes

[SOURCE: ISO 26000:2010, 2.2]

### 3.2

#### **consumer product**

product designed and manufactured primarily for, but not limited to, personal use, including its components, parts, accessories, instructions and packaging

[SOURCE: ISO 10377:2013, 2.2, modified — The word “produced” has been replaced by “manufactured”]

### 3.3

#### **export and import**

movement of goods from one party to another party, in their respective connotations

Note 1 to entry: Adapted from the Rotterdam Convention[29].

### 3.4

#### **consignee**

receiver

party to which goods are consigned

[SOURCE: ISO 17687:2007, 3.8]

**3.5 primary feature**

function required for the correct operation of a product based on the foreseen design

EXAMPLE A primary feature is that the starter of a car works correctly.

**3.6 secondary feature**

additional function in a product that is not required for correct operation of the product

EXAMPLE A secondary feature is that the GPS in a car works correctly.

**3.7 second-hand goods**

goods or components/parts that have been in service (leased, loaned or owned) and that are re-entering a market for sale, lease or use by a second user or an end user

Note 1 to entry: For the purposes of this document, products that are rebuilt, refurbished or remanufactured within context of the WTO concept paper<sup>[27]</sup> are not considered to be second-hand goods.

**3.8 supplier**

entity that provides products or services to satisfy the consignee's requirements

Note 1 to entry: A user may also act in the capacity of a supplier.

EXAMPLE Manufacturer; seller; donor.

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[SOURCE: ISO 11161:2007, 3.24, modified — The original definition has been adapted to the context of second-hand goods]

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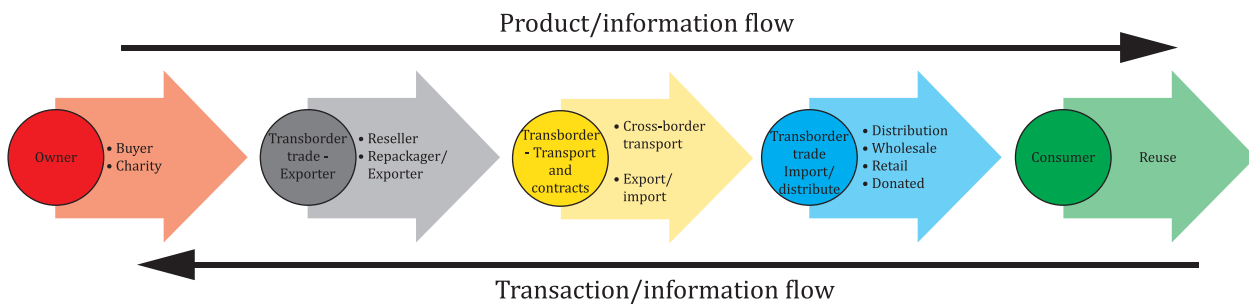
**4 Basic principles** <https://standards.iteh.ai/catalog/standards/sist/2d84807f-cf1b-4548-bae7-1c89b44d9a1f/iso-20245-2017>

**4.1** Second-hand goods should pose no health, safety or environmental risks beyond those risks generally permitted for new goods.

**4.2** The quality, durability and usability of consumer second-hand goods should meet the expectations of a reasonable consumer who has full knowledge that the goods are in second-hand condition.

**4.3** Second-hand goods should be in such a condition that they do not create an immediate waste management problem, or they should be disposed of after only minimal use.

**4.4** [Figure 1](#) illustrates the typical cross-border trade and movement of second-hand goods from the original owner to the supplier, who then transfers the goods to the consignee marketplace in another country.



**Figure 1 — Simplified diagram of typical cross-border trade in second-hand goods**



NOTE 1 Second-hand goods are often processed in different ways in cross-border trade, e.g. in the trade of used clothing, goods are collected in some countries, sent to another country for processing and then shipped on to other countries.

NOTE 2 Second-hand goods can be traded by the same organization or can move from organization to organization.

NOTE 3 Product/information flow refers to the overall content of the trade going from the original owner to the end market.

NOTE 4 Transaction information flow refers to contracts, bills of sale, agreements and payments that flow from the importer/buyer back to the exporter/vendor. There can be multiple parties in this flow.

## 5 Evaluation requirements for second-hand goods

### 5.1 General factors to be considered by suppliers or recipients of second-hand goods

Prior to acceptance of second-hand goods, suppliers or recipients should confirm that the product supplied or ordered meets acceptance criteria. The acceptance criteria should specify the requirements indicated in 5.2 to 5.5.

### 5.2 Safety

The acceptance criteria for safety should specify requirements for:

- product instructions and warnings;
- conformity with safety standards in the country of export and import;
- product life expectancy or expiry date of product;

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### 5.3 Quality

The acceptance criteria for quality should specify requirements for:

- confirmation that the goods have been verified to meet the conditions for acceptance by the consignee;
- provision for a written description and matching the condition of the goods supplied or ordered;
- ensuring the goods are fit for all the purposes for which they are normally supplied.

### 5.4 Product information

The acceptance criteria for product information should specify requirements for:

- information about the product in the language of the country where it will be sold or donated;
- features, functions or characteristics of the product;
- instructions for assembly, maintenance and post-use disposal;
- model name/number as well as additional traceability information;
- geographical address and identity of the manufacturer/supplier/trader.

### 5.5 Usage requirements

The acceptance criteria for usage requirements should specify requirements for:

- the marketplaces where the product will be sold or donated;