Today’s Presentation

Why partner with FM Approvals?
What differentiates us?
What are the requirements?
What is the status of the program?

Miscellaneous
Why Should I Partner With FM Approvals?

- FM Approvals is a Nationally Recognized Testing Laboratory (NRTL) focused solely on certifying products and services that are designed to help prevent losses and/or minimize losses.

- You are also partnering with FM Global
Why partner with FM Approvals?

- **Access to Markets.**
  - Products and services accepted by end users and local regulators.

- **A Competitive Advantage.**
  - A cut above the competition.
  - A marketing differentiation.
  - Opportunities
Who is FM Global?

Property Insurance Company

- >175 year old company
- Commercial & Industrial Properties
- Headquartered in USA
FM Global – Unique Business Model

- Belief that loss is preventable through engineering
- Mutual ownership: over $2.5 billion returned in membership credits since 2001
- Financial strength (Fortune 1000 Company - #541)
- Bet on our engineering
What do FM Global Engineers do?

Work with FM Global insured locations to identify opportunities to reduce the risk of property loss and business interruption.

Recommend the use of FM Approved products and services that can reduce or eliminate the risk of Property Loss.

Yes, that includes firestopping and firestop contractors!
How often do FM Global engineers visit insureds?

- Location value $\leq 5,000,000$
- Location value $\leq 15,000,000$
- Location value $15,000,000 \leq 50,000,000$
THE APPROVAL OF FIRESTOP CONTRACTORS

APPROVAL STANDARD 4991

Symbol of Excellence
FM APPROVED FIRESTOP CONTRACTOR

- **WRITTEN QUALITY CONTROL MANUAL**
- **PASS WRITTEN EXAMS – SCORE 80% OR BETTER**
  - GENERAL INFORMATION
  - DESIGN SELECTION
- **SUCCESSFUL AUDITS**
  - OFFICE
  - JOB-SITE
FM APPROVED FIRESTOP CONTRACTOR

- **MAINTAIN APPROVAL**
  - CONTINUE TO EMPLOY A DRI
  - SUCCESSFUL JOB-SITE AND OFFICE QUALITY CONTROL AUDITS EACH YEAR
  - **EVERY 3 YEARS**
    - PASS A WRITTEN RE-EXAM AND OBTAIN 48 LEARNING UNITS (6 CEUs) OR
    - OBTAIN 72 LEARNING UNITS (9 CEUs) AND WE WAIVE THE RE-EXAM OR
    - PASS THE INITIAL 2 EXAMS AGAIN (NO LUs)
So Where Does That Leave Us?

Growth of the Program

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Exam Questions

- T  F  After you obtain Approval, your DRI needs to obtain a certain amount of LU or CEUs every three (3) years. The only way you can earn LUs or CEUs is by attending an FCIA Conference.
Exam Questions

- Your firm has installed an EFFRA. If a label is required by the project specifications, which of the following items can be shown on the label?

- a) Company name, address and the FM Approvals logo
- b) Company name address and the words “Installed by an FM Approved Firestop Contractor”.
- c) Company name, address and the words “Do Not Disturb”.
- d) None of the above
Items of Note

- Last 3 FCIA Conferences – October & November
  - we’ve given 40 exams (not counting DRI re-ex’s)
  - 30 of the 40 had never taken the exam before
  - 11 of the companies were new to FM Approvals

Conclusion – lots of interest
program is still growing
Items of Note

• Re-exams in 2015
  Written re-exam and 48 LUs  18
  Waived written re-exam (>72 LUs)  13
  Retook the original exams  5
  Re-exam in process/need to finish  ±15

• Current DRIs need to attend FCIA Conferences.

• Some companies may lose Approval because DRI doesn’t have continuing education units
Questions?