FM Approvals Update

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Today’s Presentation

Why FM Approvals?
Program Update?
Odds and Ends
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?

FM Approvals

- 200+ employees, Offices worldwide
- Focused solely on Approving products and services that promote Property Loss Prevention
- Develops and publishes Approval Standards
- 50,000+ products and Services Approved
- Publish on-line in Approval Guide and RoofNav
Property Insurance Company

• 175+ year old company
• Commercial & Industrial Properties
• Headquartered in USA
• Typical policy coverage
  – Fire and Extended Coverage
  – Boiler and Machinery
  – Business Interruption
• 1,800+ Engineers
• Insure facilities globally
• 200+ countries
What do FM Global Engineers do?

Perform inspections of 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.
What can FM Approvals do for you?

• **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

• **Do We Bring Leads to Approved Contractor’s?**
  - No
So Where Are We Today?

<table>
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<tr>
<th>Year</th>
<th>Approval Guide</th>
<th>No. of locations</th>
<th>No. of DRIs</th>
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<tbody>
<tr>
<td>2000</td>
<td>0</td>
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<tr>
<td>2007</td>
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<td>2011</td>
<td>91</td>
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<td>2012 (Nov)</td>
<td>100</td>
<td>148</td>
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Special Recognition – FM Approved $\geq 10$ Yrs

- Firestop Solutions
- Superl
- Gleeson Powers
- Firesafe of Houston
- Wall Systems of SW FLA

- 7 more reach that goal next year!
Longest Tenure as DRIs

12 Years  Tom Hottenroth, Joe Mastriano, Don Murphy
11 Years  Russell Budd
10 Years
9 Years  Pam Wellons, Don Donnelly, Richard Keeney, Paul Gaucci, Tony Gamble, Bert Hugger
8 Years  Scott Rankin, Mike Caruso
Odds and Ends

• *Special Thanks – Training FM Auditors*
  – FCIA, Don Murphy and Aedan Gleeson
  – Included a Job-Site Visit

• *Plans – Attend FCIA Middle East Seminar*
  – FM Approvals will make a presentation
  – Administer exams
Questions?