Today’s Presentation

Why FM Approvals?
What are the requirements?
What is the status of the program?
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.
FM Global

- A commercial and industrial insurance company with a different focus and message
- Research based engineering
- Believe that the majority of losses are preventable through engineering
- Mutual company focus
FM Global

- **HQ in Johnston, RI**
- **Offices worldwide**
- **1800 engineers and 5100 employees worldwide**
- **Insure 1/3 of Fortune 1000 on a global basis**
- **$5 billion in annual premiums**
- **Mutual focus – returned $ 3.4 billion returned to policy holders since 2001**
- **Not based on actuarial data**
Engineering and Research

Research  Engineering  FM
APPROVALS

Research Campus
Engineering and Research

- 100 employees – scientists, engineers & technicians
- 50± PhDs 14± different countries
- Based on Loss Analysis, input from FM Global and our insureds, they conduct research on Fire Hazards and Protection; Structures; NatHaz; Risk, Reliability and Failure Prevention
- Learn how things behave
- Determine performance level needed
- Develop test protocols needed to assess performance
Engineering and Research

- Engineering specialists in various areas: Construction; Equipment Hazards; Nat Haz; Protection and Special Hazards
- Develop technical information needed for FM Global (Loss Prevention Data Sheets)
- Available to FM Global offices and engineers
- Provide training to Loss Consultants (field engineers)
- Represent FM Global at code hearings
Engineering and Research

• Focused solely on Approving products and services that promote Property Loss Prevention
• Conduct follow-up surveillance audits
• Publish on-line FM Approval Guide and RoofNav
• Write FM Approval Standards based on research that has been conducted
Engineering and Research

Research Campus

- 1600 acres in West Glocester, RI
- Main lab – 108,000 sq ft under one roof
- Cost $78,000,000 in 2004
- Large Burn Lab – two 80 ft x 80 ft movable ceilings designed to test storage from 5 to 55 ft in height
- Fire, explosions, natural hazards, fire protection (sprinklers, extinguishing agents, flood mitigation equipment)
- 2009 – new 72,000 sq ft Nat Haz Lab - $42,000,000
Engineering and Research

Research Campus
Engineering and Research

Research Campus
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
FM Approval Guide

FM Approvals Resources

- Sprinklers
- Fire Pump Assemblies
- Roofing
- Valves
- Walls and Ceilings
- Couplings
- Fire Doors and Frames
- Water Mist Systems
- Hazardous Locations Equipment
- Pallets and Totes
- Detection and Alarms
- Cleanroom Materials
- Gaseous Extinguishment Systems
- Fire Stop Contractors/Applicators

www.roofnav.com
Getting Started

Welcome to the Approval Guide, your source for the most up to date information about FM Approved products and services. The Approval Guide provides many ways to perform your searches:

- Hierarchical searching in the content tree for each division of the Guide
- Parametric searching within folders of the content tree
- Keyword searching within Company and Product names
- Text based keyword searches
- Searching by country
- Searching by certification type

For new users of the Approval Guide, we recommend you read our Quick Start Guide which is available here. This guide provides a quick overview of each of the search methods listed above. Once you have read the guide, or if you’d rather get started right now, just click on one of the pictures below to enter that division of the Guide and begin your search.

Fire Protection  Electrical Equipment  Building Materials
THE APPROVAL OF FIRESTOP CONTRACTORS

APPROVAL STANDARD 4991
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)
# Growth of the program

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The Map of THE UNITED STATES

UAE

Qatar
Questions?