FM Approvals Update

J. E. Gould, P.E.
Senior Engineering Specialist, FM Approvals
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Today’s Presentation

Why?
What?
Who?
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.

*We have 175+ years of loss experience and engineering solutions.*

*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
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.

If you have any questions or are having difficulty performing successful searches, please click on the Help link at the top of this page. Here you will find additional...
Who is FM Global?

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
- Belief that loss is preventable through engineering

- Mutual ownership: over $2.0 billion returned in membership credits since 2001

- Financial strength (Fortune 1000 Company)

- Bet on our engineering
FM Global’s Structure

Research

Engineering

FM APPROVALS

Research Campus
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.
It Does Not Cost More To Do It Right

<90 PSF

135 PSF
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
THE APPROVAL OF FIRESTOP CONTRACTORS

APPROVAL STANDARD 4991
PURPOSE

• IMPROVE THE PERFORMANCE & INSTALLATION OF FIRESTOP SYSTEMS AND COMPONENTS

• ACCOMPLISHED BY EXAMINING & QUALIFYING CONTRACTORS INVOLVED IN THEIR INSTALLATION
• **MUST EMPLOY AT LEAST ONE (1) DESIGNATED RESPONSIBLE INDIVIDUAL (DRI)**
  – DEMONSTRATED ABILITY TO UNDERSTAND
  • APPROVAL STANDARD REQUIREMENTS
  • FCIA MANUAL OF PRACTICE (MOP)
FM APPROVED FIRESTOP CONTRACTOR

- **WRITTEN QUALITY CONTROL MANUAL**
- **SUCCESSFUL AUDITS**
  - OFFICE
  - JOB-SITE
Firestop Contractor Approvals

FM APPROVED FIRESTOP CONTRACTOR

• *DRI MUST PASS TWO (2) WRITTEN EXAMS*
• *MINIMUM SCORE OF 80% ON EACH EXAM*
  – EXAM 1  GENERAL INFORMATION
  – EXAM 2  DESIGN SELECTION
FM APPROVED FIRESTOP CONTRACTOR

• **MAINTAIN APPROVAL**
  – CONTINUE TO EMPLOY A DRI
  – SUCCESSFUL JOB-SITE AND OFFICE QUALITY CONTROL AUDITS EACH YEAR
  – PASS A WRITTEN RE-EXAM EVERY THREE (3) YEARS
  – OBTAIN 6 CEUs EVERY THREE (3) YEARS
Time for a Change?

FM Approvals has been approached about some possible enhancements to the program.

Last meeting, I discussed some of the limitations of the existing program and benefits of an enhanced program.
Time for a Change?

• Still being considered
• Possible roadblocks
  – Personnel: do we have the right expertise?
  – Engineering judgments
  – Cost
Time for a Change?

• Where do you want to see the program go?
• How many would be interested?
• What if it cost more?
Who’s New?

• Carolina Construction Services Of Charlotte (NC)
  Ken Totherow

• Dico Tech (Qatar)
  Syed Zuhair Naqvi
  Muhammed Ammar Abbas
Who’s New?

Hailey Insulation (NY)
*Craig Sullivan*

NewCal Construction (NY)
*Leo Sitarek*
Who’s New?

• Rise & Shine Trading & Construction (Qatar)
  
  Malik Anwar Shaikh
  Eldose P and Shinaan M

Vermont Mechanical (VT)

Alex Shiloh
Who’s New?

• Whitefield Electrical & Hardware Trading (UAE)
  
  PV Jojomon
So Where Does That Leave Us?

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Authorized or in process – 9 locations
The Map of THE UNITED STATES
Questions?