2013 Firestop Industry Conference & Trade Show
Hyatt Regency Tamaya Resort & Spa

Matt Schumann/Commercial Manager
Pam Blanchette/Program Manager
Agenda

**Introductions**
Program Development @ UL
Future Plans
Why UL?
UL Directory Resources
Closing Perspectives
Introductions

Who did UL send to the conference?

• Pam Blanchette – Started as Program Manager early in 2013, responsible for audits, scheduling and maintenance of program

• Matt Schumann – Commercial Manager, took over last month, responsible for working with Association on needs, drivers, development of program

• Luke Woods – Principal Engineer, UL’s top gun for technical decision making, standards development and certification program maintenance at UL for Containment and Resistance Products
Introductions

Pam Blanchette

• Area Manager for UL’s Field Services in the New England Region – covering Maine, New Hampshire, Vermont, Massachusetts, Rhode Island & Connecticut.

• Worked at UL for 24 years.

• Started as a Field Representative conducting product inspections for a wide variety of product categories including Fire Dampers, Fire Doors, Wallboard, etc.

• Have been Certified Quality Auditor with ASQ (American Society for Quality) since 1998.

• Office is located in New Hampshire, with my own reserved parking spot to the right of my husband’s truck.
Introductions

Matt Schumann

• Industry Manager for Fire Resistance and Fire Containment Products and Systems

• Have held technical and managerial roles while at UL

• 13 year veteran with a background in fire resistance and fire containment products

• Participated in standards making meetings and committees including UL STP’s for UL 10 documents, NFPA 80 and 105, SDI A250 committee and BHMA

• Familiar with field installation and product usage concerns from experience with fire door industry
Program Development at UL

- In 2013, Number of participating contractors went up 21% (From 33 to 40)
- 40 audits conducted in 2013
- Established uniform expiration date of December 31 for year to year participation in program
- More intensive Auditor training to be conducted in 2014
- New program leaders brought on-board
- 13 Individuals took the exam at Firestop Industry Conference and Trade Show
- Next exam is targeted for Q1 2014
- Wide geographical coverage for program
Program Development at UL

[Map of North America showing locations marked with red pins.]

[Logos: UL]
Future Plans

• Conducting Periodic Review of Exam
• Train additional auditors
• Give Auditors a greater technical foundation on fire stopping and joint systems
• Discuss opportunities with FCIA Committees for strengthening program
Why UL?

What is the value proposition for becoming a Qualified Contractor?

• Differentiate your company in the market – ability to show value through:
  - Quality management requirements of program
  - Third party assessment of technical and organizational abilities
  - Program required Experts who have been assessed for their knowledge with these systems
  - Meet Specifications where Qualified Contractor Program is desired
  - Assurance for AHJ’s and Building Owners

• Commitment to building safer buildings

• Supports FCIA’s efforts to create this program and work within Code Community to acknowledge need for these programs
UL Directory Resources

Online Certification Directory

- Online resource for confirming a listing, design or system for a UL tested and certified product

Code Correlation Database

- Ties code requirements in the IBC, NFPA 101 and NBCC to products, systems or designs certified by UL

Fire Wizard

- Tool to help quickly locate designs and systems in the UL Directory with ability to save and reference commonly used systems
Closing Perspectives

• NFPA and ICC Codes and Practices are beginning to look more at care and maintenance of passive fire protection features
• UL Certifications for Building Materials are extending to Southeast Asia, Middle East, India, China and South America is on the horizon
• Always looking for opportunities to make the program stronger and more user friendly
• Will need contractors and manufacturers to give UL feedback on programs and certifications to ensure customization of program
• Look forward to meeting and speaking with all of you over the next few days!
THANK YOU.