

**UL Contractor Program  
2014 NFCA Meeting  
New Orleans  
March 28, 2014**

**Matt Schumann/Commercial Manager**



# Agenda

## Introductions

Program Development @ UL

Why UL?

Future Plans

UL Directory Resources

Closing Perspectives



# Introductions

Good Morning

Who did UL send to the conference?

- Matt Schumann – Commercial Manager, took over in 2013, responsible for working with Association on needs, drivers, development of program
- Luke Woods – Principal Engineer, UL's top technical staff member for technical decision making, standards development and certification program maintenance at UL for Containment and Resistance Products



# Introductions

## Matt Schumann

- Industry Manager for Fire Resistance and Fire Containment Products and Systems
- Have held technical and managerial roles while at UL
- Hands On Certification Experience for fire resistance and fire containment products
- Has participated in standards making committees on UL's behalf
- Familiar with field installation and product usage concerns from experience with fire door industry
- Commercial Manager for UL's FCIA Qualified Contractor Program



# Program Development at UL

- Program is still available but has been become stagnant
- No qualified contractors participated in 2013
- However, more auditors have been trained to support qualified contractor programs due to demand for the FCIA Program
- We feel that changes are necessary to develop program
- Implemented a program change where all Qualified Contractor Certificates are issued at the same time, once a year
- New program manager – Pam Blanchette, UL Follow Up Services Area Manager for New England, certified quality auditor



# Why UL?

What is the value proposition for becoming a Qualified Contractor?

- Differentiate your company in the market – ability to show value through:
  - Commitment to a Quality Management Program
  - **Third party** assessment of technical and organizational abilities
  - Shows the strength of your technical knowledge Meet Specifications where Qualified Contractor Program is requested.
  - Assurance to AHJ's and Building Owners
- Supports the Association and the program's goal to force better application and use of steel protection materials
- Identifies the commitment you are making to Public Safety



# Future Plans

- Does NFCA want program to continue? If yes, do we \_\_\_\_\_
  - Review Exam and Update as Needed?
  - Identify opportunities for program improvement?
  - Include Intumescent materials?
  - Create templates for quality manuals?
  - Establish working committee for program between UL and NFCA?
- How can NFCA and UL promote program?



# 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 (doors, dampers and means of egress paths NOW)
- UL Certifications for Steel Protection materials continue to grow and involve manufacturers located around the world
- Can look at opportunities to make the program stronger and more user friendly
- For program to be successful and useful for contractors, program needs the input of contractors
- Integrity and process is key but flexibility is also a must in program changes – where do we strike the balance?



# Closing Perspectives

- Manufacturers make significant investments in development of products, applications and certifications – a bad application makes all that effort worth NOTHING



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**THANK YOU.**



**GO FLYERS!**