EGSA Spring Conference, Savannah, GA 2014

Maria L Surprise – Market Development Manager
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WE ARE A GLOBAL ORGANIZATION

At UL, our mission of working for a safer world since 1894 is at the core of everything we do.

- Advancing safety through careful research and investigation
- Preventing or reducing loss of life and property
- Promoting safe living and working environments for all people

7,000 EMPLOYEES

103 INSPECTION CENTERS

SERVING CUSTOMERS IN 100 COUNTRIES
From the adoption of electricity to the advent of wireless interoperability, UL is the leading voice for global safety. Our deep knowledge and expertise make us invaluable in:

- Developing standards
- Creating codes
- Researching safety breakthroughs
- Helping customers design, produce, package and sell safer products
Our Marks are on more than 23 billion products worldwide, per year, signaling peace of mind to consumers, customers, businesses and governments.
THE DEFINITION OF SAFETY IS CONSTANTLY EVOLVING AND SO IS UL

- Chemicals
- Food and water
- Infrastructure
- Initial adoption of electricity
- Medical devices
- Nanotechnology
- New sustainability breakthroughs
- Renewable energy
- Wireless integration
Codes and Standards

United States
- UL 2200, UL 6200
- NFPA 70, 110
- OSHA

International
- ISO 8528, 13849
- IEC 60034
- AS 2790, 3814
- EU Directives
  - Low Voltage
  - Safety of Machinery
  - EMC
  - ATEX
- CSA – 100, 14
UL LLC Involvement

Standards Committees

International Regulations

Regulatory Services
Rules of Engagement

Late problem discoveries can extend time to market
Missed launch dates and/or reworking product have competitive and financial implications

UL Field Services
Market Trends

**International regulations**
- Australia, EU
- Emerging markets

**Controls functionality**
- Overload protection
- Paralleling

**Remote control and management**
- Smart phone control
- Remote telemetry
- Power management

**Increase in global producers**

**Continued product cost reduction**
- In reaction to increase in global producers

**Increase in supplier level certification**
- Increase marketability for component suppliers
THANK YOU.

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