



Cost-Saving Pilot Program for Sign Manufacturers

Background:

In September 2008, the International Sign Association, United States Sign Council, and the World Sign Associates began a series of meetings with the executive staff of Underwriters Laboratories® to express concerns relating to overall compliance cost and communications. As a result, a Sign Industry Business Panel was created to address improvements in many areas with specific emphasis on improving policy around variation notice (VN) activity.

Results:

UL is implementing a 12-month pilot program for UL category control number (CCN) UXYT of standard UL 48 aimed at reducing the issuance and impact of VNs to the sign industry.

1. Effective October 1, 2009, the first VN to standard UL 48 a company receives in a 12-month period will be at **no cost** to the company. Since the majority of customers under CCN UXYT have historically received only one, if any VNs within a given 12-month period, this pilot program should eliminate VN fees for most customers. First VNs will be issued per UL's normal process, followed by a credit memo to balance the VN fee. If a company receives more than one VN between October 1, 2009 and September 30, 2010, the additional VNs will be billed at the standard rate.

As a point of clarification, one inspection equals one VN issued, even if there are multiple issues cited on the VN.

2. Mandatory web-based training has been created and is now available through UL University (www.uluniversity.com) for UL 48 (UXYT) customers. This comprehensive training, developed in conjunction with the Sign Industry Business Panel, is focused on the major areas of non-compliance with UL 48. The cost of this training is only \$200 USD per company, regardless of how many employees take the on-line course. UL encourages customers to make the training available to multiple employees.
3. UL orientation for new customers has been implemented. For new customers to standard UL 48, a field staff employee will spend time at the manufacturer's facility outlining safety processes and answering questions before the first audit occurs.
4. In order to improve consistency of interpretation, UL has provided additional quality training to all of our sign inspectors. This training was created to ensure all sign manufacturers are held to the same standards of safety. In addition, Panel members and UL continue their outreach efforts with Inspectors to assist local authorities in interpreting requirements of the National Electric Code as it relates to signs.

UL is pleased to announce this pilot program in an effort to better support the needs of the industry. We thank our partners on the Sign Industry Business Panel and look forward to continued service to the sign industry.

Best regards,

Alberto Uggetti
VP and General Manager, Global Lighting Industry