



Stay competitive
with the UL Panel
Shop program of
the future

R. STAHL

Founded: **1876**

Location: **Germany**

Product: **Industrial Control Panels for
ordinary and hazardous locations**



Overview

THE CHALLENGE:

R. STAHL was looking for a collaborator to help facilitate and streamline the certification process for industrial control panels (ICPs) to maximize market access to areas outside of Germany, including North America. Though the CE Marking is important for market access in Germany and the EU, different specifications and testing requirements apply when accessing other global markets. Additionally, most products bearing the CE Mark are not required to be third-party certified, so obtaining the UL Mark (for the US) or the ULC Mark (for Canada) often requires additional testing activities.

THE SOLUTION:

The UL Panel Shop Program

R. STAHL – HAZARDOUS LOCATION EXPERTS

With a rich history built on a reputation of quality and safety, R. STAHL was founded in 1876 to produce domestic appliances and products for the textile industry. Since then, the company has evolved with the times into a trusted global supplier of explosion protection and safety technology. With its foundation of expertise delivering products focused on explosion protection and hazardous locations, the company is now a leading name not only in the European and Asian explosion protection market, but also expanding its market share in the North American market.

JOINING THE UL PANEL SHOP PROGRAM

Certifying an industrial control panel (ICP) for use in a hazardous location (HazLoc) helps improve global marketability by demonstrating compliance and safety to customers working in high-risk areas; however, the certification process can be cumbersome. To ease the process of certification and looking to increase market reach, R. STAHL approached UL to join UL's Panel Shop Program. The Program allows manufacturers who custom-build or mass-produce ICPs to apply the UL Marks for the United States and Canada at their factories, after they have

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- Mr. Jürgen Wenzel, Project Manager at R. STAHL

completed a required training program. Participation in the program makes it convenient to receive a UL certification while allowing maximum flexibility in panel design. Because UL's safety Marks are the most credible and sought after certification marks in North America, when regulators, specifiers and end-product certifiers see the familiar UL Mark, they are confident that the panel has met the certification requirements. Upon earning this certification, R. STAHL became one of the first German companies to complete the entire UL's Panel Shop Program (NRBX + NNNY). Next to the above mentioned benefits, being part of the program allows R. STAHL to join a roster of companies in a valuable, growing marketplace for component manufacturers. The unique flexibility of The Panel Shop Program allows R. STAHL to work with UL to accommodate their ever-evolving manufacturing and client needs and remain competitive in the market.

“In our view it's an ongoing process to have a panel shop program certification,” says Mr. Jürgen Wenzel, Project Manager at R. STAHL. “We wanted to work with UL because they are easy to work with and very knowledgeable in their field, generating a seamless certification process for our products.”

PROGRAM BENEFITS THAT EXTENDS BEYOND INITIAL NEEDS

The UL panel shop program covers everything related to the panels (both enclosed and open ICPs), including proper component usage, enclosure environmental ratings, wiring and motor protection, and safety markings, and is based on a thorough understanding

of the National Electrical Code (NEC) in the United States and the Canadian Electrical Code (CEC). The program avoids red-tagged panels at the job site, along with the resulting delays and extra cost and also benefits from the widespread acceptance of the UL Mark by regulatory authorities in every jurisdiction in the United States and Canada. It offers a solidified market reputation and increases competitive advantage covering general use, industrial machinery, elevator control, service equipment, air conditioning and refrigeration equipment, fountain control, irrigation equipment, crane and flame control, marine use panels and bid on jobs that specify UL certified ICPs.

Thanks to UL's expertise, history, and close relationships with code authorities, or Authorities Having Jurisdiction (AHJs), the strength of the UL Mark is widely recognized around the globe, meaning R. STAHL can also benefit from the value of the UL brand. With program benefits that extend well beyond initial certification, R. STAHL is able to rest easy knowing that the UL Panel Shop Program will continue to meet their needs. Further, UL's longstanding reputation for quality and safety aligns well with R. STAHL's focus. “UL is in my opinion an important certification for me because of UL's acceptance in the market,” says Mr. Jürgen Wenzel. “It has to do with quality. If you want to deliver systems or products to North America, everyone talks about UL.”

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