



# AMCA / SYSTEMAIR WEBINAR

Introduction to AMCA International, Certified Ratings  
Program & Fan Energy Index

7 March 2023

# Ola Wettergren

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# Membership & Partnership



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Directors



# Lisa Cherney

Education Manager,  
AMCA International

- Joined AMCA in February 2019
- Responsible for development of AMCA's education programs; staff liaison for the Education & Training Committee
- Projects include webinars, online education modules, presentations at trade shows, AMCA Speakers Network and many other items.



# Introductions & Guidelines

## Participation Guidelines:

- Audience will be muted during the webinar.
- Questions can be submitted anytime via the GoToWebinar platform and will be addressed at the end of the presentation.
- Reminder: This webinar is being recorded!
- A post-webinar evaluation link will be shared at the end of today's webinar, and we would greatly appreciate your feedback.
- A certificate of attendance will be emailed out 1 hour after the program concludes.



# Q & A

## To submit questions:

- From the attendee panel on the side of the screen, select the “Questions” drop down option.
  - Type your question in the box.
  - Click “Send”.
- Questions will be answered at the end of the program.

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# Introduction to AMCA International

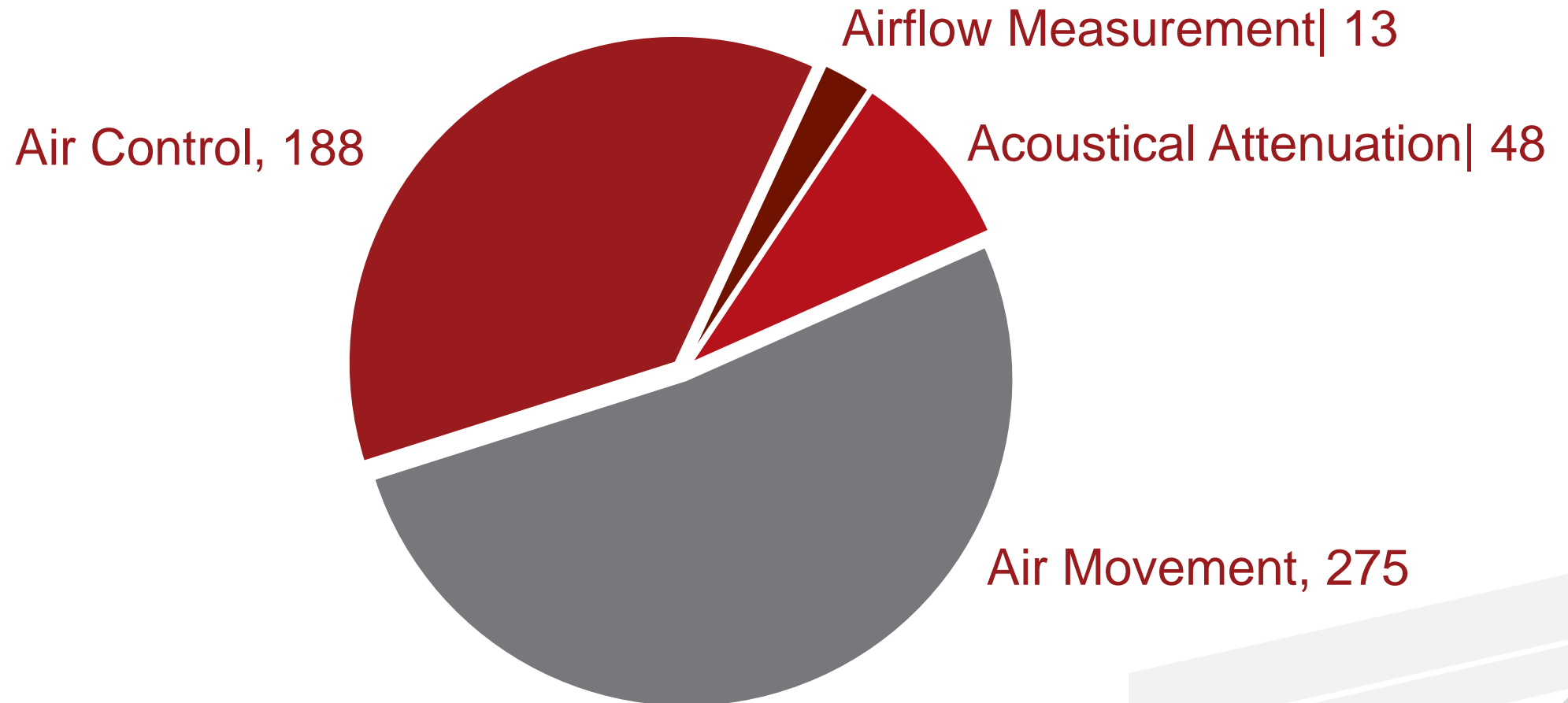
# Introduction to AMCA

- Not-for-profit manufacturer association
- Established 1917 with six member companies in USA
- Now global with almost 400 companies

# The AMCA Mission

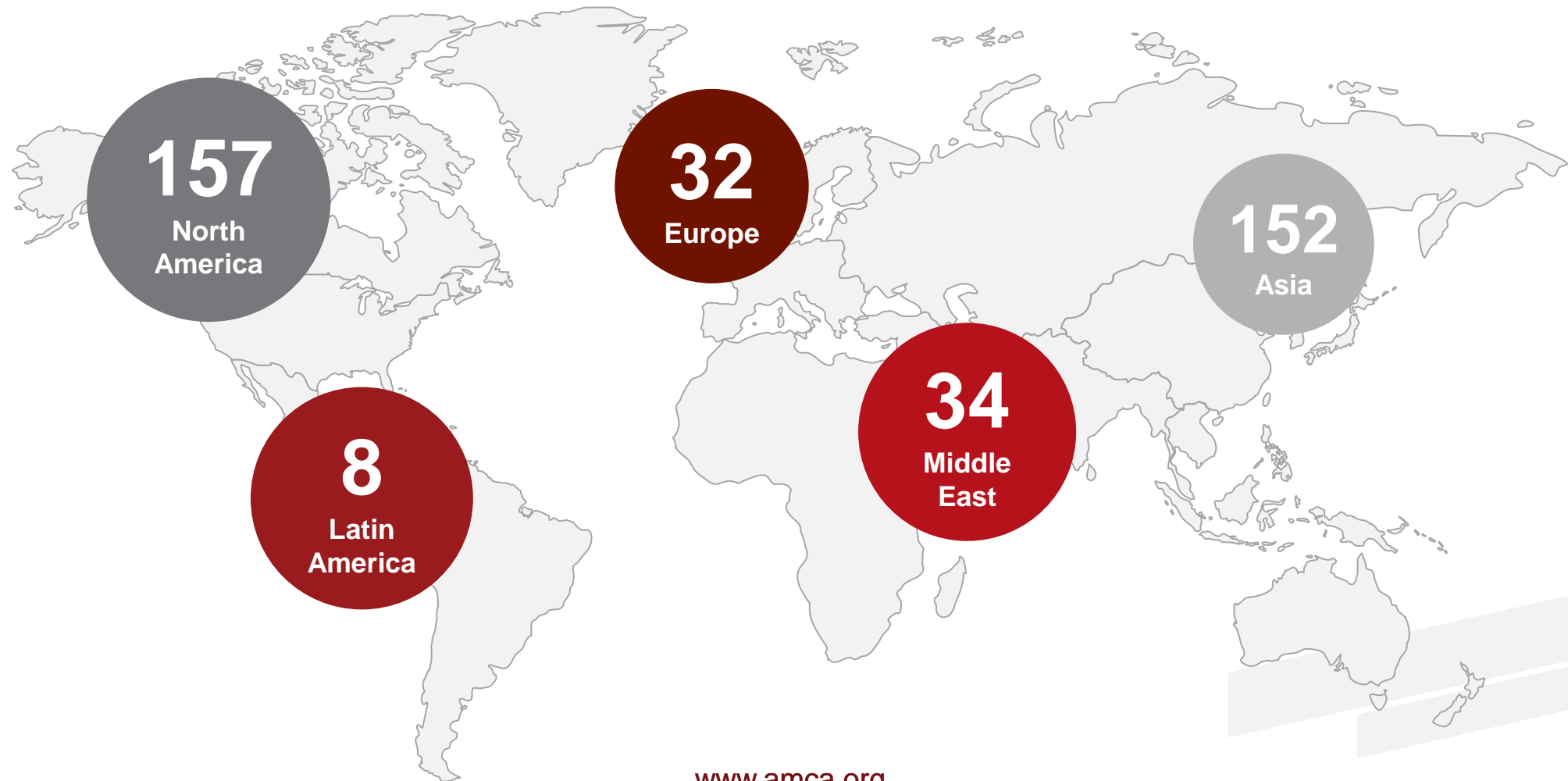
*To advance the knowledge, growth, and integrity of the air movement and control air systems industry.*

# What Our Members Manufacture



# Global reach. Local touch.

Truly international membership – Nearly 400 members worldwide



# Charlie Meyers

## Certified Ratings Program Manager, AMCA International

- Joined AMCA in June 2021
- Over 10 years experience in managing and administering ISO/IEC 17065 product certification programs globally
- Additional expertise in project management and quality control program development
- Bachelor's degree in criminology and criminal justice from the University of Missouri, and a certificate in product management from Loyola University Chicago





# Tim Reilly

Laboratory Process and Technology  
Manager,  
AMCA International

- Joined AMCA in March 2013
- Performed laboratory testing for 4 years
- Managed the AMCA Laboratory for 5 years
- Performed Laboratory Accreditations for 6 years



# Outline

1. Benefits of Participating in AMCA CRP
2. Lab Accreditation Program
3. Summary and Resources
4. Q&A



# Benefits of Participating in AMCA Certified Ratings Program (CRP)

Charlie Meyers – Certified Ratings Program  
Manager

# Benefits of Participating in AMCA Certified Ratings Program

## Differentiation

Certified products are differentiated based on quality, acceptance, and perception

## Quality

Plays an active role in monitoring product performance

## Specification

Specifier may require certification

## Support

Seals provides known independent 3<sup>rd</sup> party certification and validation of certification

# Differentiation

- Market Perception and Acceptance
  - Non-Certified:
    - Tested – if that!
    - Accepting performance data as stated in product catalogs
  - Certified
    - Tested to industry standards
    - Continually confirmed
    - Backed by an independent 3<sup>rd</sup> party Certification Body

# Quality

- Ongoing Validation of Performance
  - Non-Certified:
    - None
  - Certified
    - Continually confirmed through CRP's Check Test Process
    - Ensures performance is cataloged correctly throughout the product's lifecycle

# Specification

- Specifiers, Authorities Having Jurisdiction (AHJs), etc., are increasingly calling for certified products to be used.
  - Non-Certified:
    - Immediate disqualification
  - Certified
    - Access to jobs
    - Assurance that product will continually meet regulatory requirements



# Support

- Certification can provide confirmation that products are as cataloged.
  - Non-Certified:
    - Non-verified catalog
    - Information Sales provides
  - Certified
    - Visual confirmation on product (CRP Seal)
    - Online Directory of Certified Products that contains approved catalogs
      - Updated in real-time
    - AMCA CRP staff to confirm cataloged performance

# Which would you choose?

	AMCA Certified	Non-Certified
3rd-Party Testing to determine Performance Data	✓	?
Ongoing Validation of Performance Data	✓	X
Access to job where AMCA CRP is specified	✓	X
3rd Party Support on Confirmation of Performance Data	✓	X

# Who can participate?

- Members
- Nonmembers
  - CRP Affiliates



# CRP Process

Rigorous testing and verification

Test

Apply

Review

Certify

Verify

# Directory

- AMCA's directory of certified products is updated instantly

The AMCA International Certified Ratings Program is a globally recognized third-party program that gives buyers, specifiers and users assurance that manufacturers' published data for air movement and control products are accurate.

Search by company name, product type, country, or license type



## Product Types:

- Acoustic Duct Silencer
- Agricultural Fan
- Air Circulating Fan
- Air Curtains
- Airflow Measuring Station
- Axial Fan
- Ceiling Ventilator
- Centrifugal Fan
- Damper
- Energy Recovery Ventilator
- Evaporative Cooler
- Induced Flow
- Large Diameter Ceiling Fan
- Louver
- Mixed Flow Fan
- Positive Pressure Ventilator
- Power Roof Ventilator
- Propeller Fan
- Single Room Air Handler
- Jet Fans

## License Types:

- Air Performance
- Sound
- Air Leakage
- Water Penetration
- Wind Driven Rain
- CFM per Watt
- Efficiency
- FEG
- Positive Pressure Ventilator
- Airflow Measurement Station
- Acoustic Duct Silencer
- Induced Flow Fan
- Circulating Fan
- Wind Driven Sand
- FEI
- Energy Star
- Jet Fan
- Axial Impeller

# Ongoing Verification

- Done through Check Test Process
- First check test
  - Pre-Production Sample
    - within 12 months of certification
  - Production Sample
    - within 36 months of certification
- If all check test results continue within tolerance:
  - Check test frequency decreases
    - Second check test within 36 months
    - Third check test within 36 months after second
    - Fourth check test within 60 months after third
    - Fifth check test within 84 months after fourth

# Enforcement

- Suspension
  - Failure to ship unit for check test
  - Failure to correct product after a failed check test
  - Failure to submit mandatory re-catalog
- Violations
  - Seal applied to non-certified products
  - Certification expanded without informing AMCA
    - Noncertified size added
    - Noncertified performance added
      - Fans: Air certification to air and sound
      - Louvers: Pressure drop to pressure drop and water
  - Member logo adjacent to performance ratings
  - Published non-approved catalog





# Lab Accreditation Program

Tim Reilly - Laboratory Process and Technology Manager

# Benefits of Laboratory Accreditation

## Marketing

The opportunity to promote your laboratory as third party accredited.

## R&D testing

Ability to perform R&D testing within an AMCA Accredited Laboratory with proven performance.

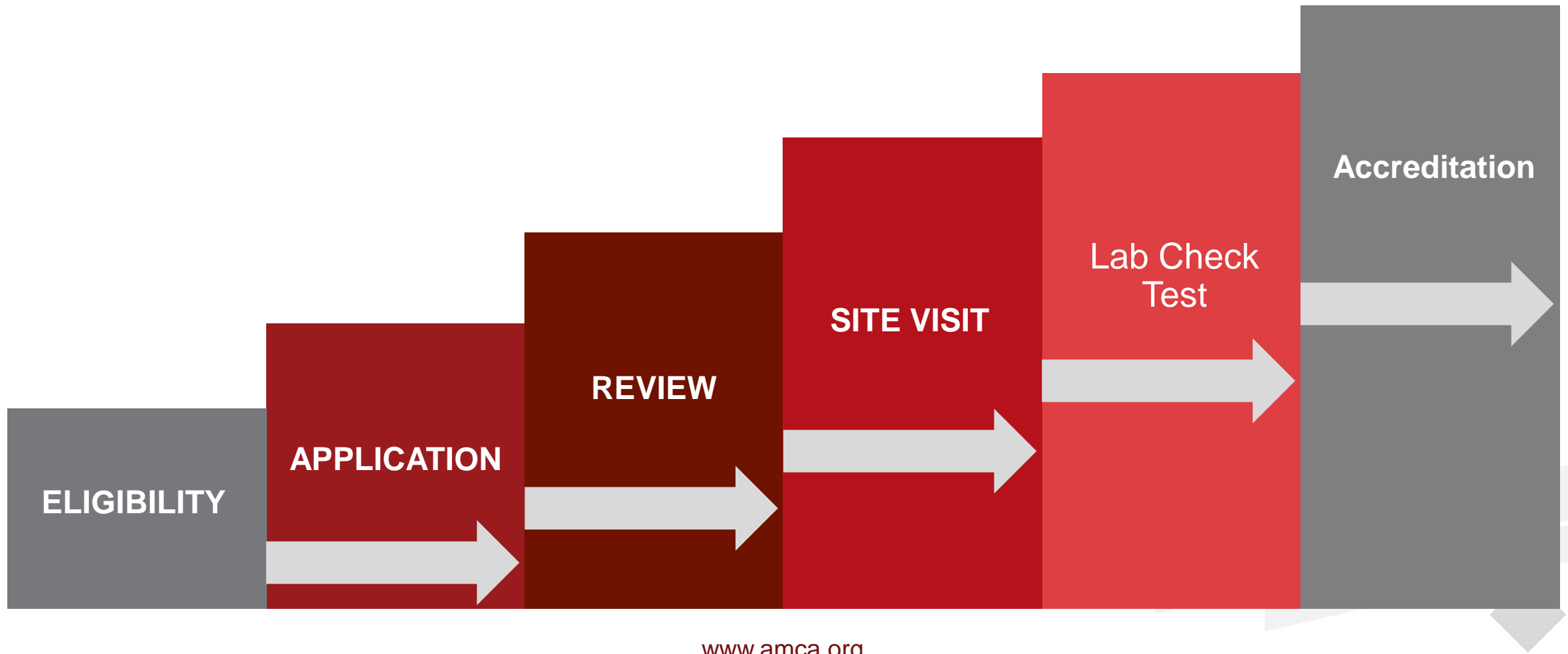
## Certification

AMCA Laboratory Accreditation Program allows CRP participants to perform testing at their accredited lab.

## Savings

Cost savings with testing and certification.

# How to become an AMCA Accredited Laboratory



# Value in AMCA Accreditation for Members

- 22 Precertification test ran last fiscal year
  - 2.4 million “saved” by members
- Top 3 products averaged \$730,000
  - 95-240 units certified under one application
- “Common” products averaged \$50,000
  - 10-30 units certified under one application
- Bottom 3 products average \$10,000
  - 1-10 units certified under one application

# New Laboratory

- Application Fee- \$2,400
- Witness Test- \$2,150
- Travel Expense- \$1,450
- License Fee (per standard)- \$2,890
- Shipping and Testing Fee- ???

# Renewal Costs

- Per standard
  - Member- \$2,890
  - Nonmember- \$5,780
  - Shipping and Testing Fee- ???
- Miscellaneous Charges
  - Witness test- \$2,150
  - Travel expense (one way)- \$1,450
  - Cost for airfare and other travel expenses.

# Standards Supported

- AMCA 210/ASHRAE 51
- AMCA 220
- AMCA 230
- AMCA 260
- AMCA 300
- AMCA 500-D
- AMCA 500-L
- AMCA 610
- ISO 5801
- ISO 13347





# Fan Energy Index (FEI)

Tim Reilly - Laboratory Process and  
Technology Manager

# Fan Energy Index – Submitted Questions

- Fan Energy Index basics will be presented in a follow up webinar so that enough time can be dedicated to the topic. The date of that webinar will be announced very soon!
- FEI questions submitted in advanced of this webinar will be covered shortly, in the general Q&A segment.



# Summary and Resources

# Summary

- Participating in AMCA's Certified Ratings Program provides a distinct value proposition to convey to your customers
  - Quality through verification
- Participating in CRP is a straightforward process with minimal costs spread out through the product's lifecycle
- Lab Accreditation Program offers an in-house way to meet CRP testing requirements at a fraction of normal costs and provides 3<sup>rd</sup>-party validation of the testing and equipment being used.

# Resources

- Publication 11
  - Certified Ratings Program Operating Manual
- Publication 111
  - Lab Accreditation Program
- Publication 211
  - Certified Ratings Program – Product Rating Manual for Fan Air Performance
- Publication 311
  - Certified Ratings Program – Product Rating Manual for Fan Sound Performance
- Publication 511
  - Certified Ratings Program – Product Rating Manual for Air Control Devices





# Q&A

# Thank you for your time!

***Many thanks to Systemair for this presentation opportunity!***

***A thank you email with the survey link will be sent to all attendees within 1 hour of the program conclusion, and your feedback is greatly appreciated. With that email will be a certificate of attendance.***

***Additional educational resources can be found on the AMCA website:  
[www.amca.org/educate](http://www.amca.org/educate).***

***If you have any questions, please contact Lisa Cherney, Education Manager, at AMCA International ([lcherney@amca.org](mailto:lcherney@amca.org)).***