

# OMNI-Test Laboratories, Inc.

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## Sources of Revenue and Information on Fees Charged to Applicants and Suppliers of Certified Products

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### O-TL's Sources of Revenue

OMNI-Test Laboratories, Inc. (O-TL) is a small business. O-TL's primary source of revenue is from the fees paid for services rendered.

#### Product Evaluation

The fees charged for product evaluation are a function of the number and types of standards against which the product is evaluated/tested. A "base fee" is assigned for the basic test configurations specified in the standard(s). Additional fees accrue, if the applicant has O-TL evaluate the product to additional optional test configurations (e.g., reduced corner clearances). Also, additional fees accrue, if retesting is required due to the product failing a test criterion or other circumstance outside of O-TL's control. Research testing is optional and the fees for research testing accrue according to the number and types of test runs, or according to a standard hourly charge rate, whichever is appropriate for the situation.

An initial evaluation of the installation and operation manuals for the product is included in the base fee. If these documents require substantial correction, such that O-TL must review several editions or provide technical writing/editing support, then additional fees will accrue on a time and material basis.

#### Quality System Evaluation

Concurrent with or subsequent to the product evaluation, O-TL will evaluate the quality system governing the manufacture of the product. This involves an evaluation of the applicants' quality system, as well as an in-plant inspection of the manufacturing facilities and the implementation of the quality system. Based on the product evaluation O-TL will generate a Factory Inspection Manual that consists of the following: 1) an Appliance Design and/or Manufacturing Change Report; 2) a complete set of O-TL stamped component and assembly drawings; 3) a copy of the listing label; 4) a copy of the manual; and 5) a component list (or bill of materials).

The fee for conducting the in-plant inspection accrues on a time and materials basis. The primary factor affecting the fee/cost is the adequacy of the applicant's existing manufacturing quality control program. The cost of developing each product-specific Factory Inspection Manual is included in the base fee for the product evaluation.

### Certification Fees

There is a minimum fee that is charged annually for listing products. Any label fees paid throughout the year are deducted from this listing fee. Therefore, if the label fees meet or exceed the minimum listing fee there is no additional charge. If the label fees paid throughout the year do not meet the minimum listing fee a bill will be sent for the difference.

There is a fee for the certification label that must be affixed to each certified product. These labels must be purchased through O-TL and produced by a printer that has an agreement with O-TL concerning the production and distribution of materials bearing O-TL's certification mark.

Label fees are determined according to a price schedule that provides price breaks depending on the number of labels purchased in a calendar year. The revenue generated from label fees is used to offset the costs of operating the label control program required under the various certification systems and, more significantly, the costs of responding to the routine inquiries about certified products that O-TL receives from purchasers and code officials and regulatory agencies.

### Surveillance Fees

Announced follow-up inspections of the supplier's manufacturing facilities and/or of certified products at the point of distribution are conducted at least annually to assure that there is continuing conformance with the requirements of certification. Unannounced inspections or even retesting may be conducted at any time, if O-TL determines that it is necessary to augment the announced follow-up inspection program in order to assure conformance or if a regulatory authority of competent jurisdiction or accrediting body directs O-TL to conduct additional inspections or retesting to resolve a concern or complaint.

In addition charges for time, materials, and travel for each inspection, there is a modest base inspection fee to cover the cost of the inspection report. If a code official, regulatory authority or accrediting body determines that it is necessary to witness an inspection or to conduct or witness retesting of a certified product and the party ordering the inspection or retest has the authority to recover its costs, these costs shall be paid by the supplier of the certified product.