

Three decades of trust — and why It keeps renewing

The risk in a UL-certified component isn't getting it certified. It's everything that comes after — the standard that changes, the part that goes obsolete, the recertification you didn't see coming. For three decades, one distributor has handed all of it to KELD.

SECTOR

Global instrumentation distribution

APPLICATION

Temperature control · HVAC & refrigeration

MARKETS

United States & global

ENGAGEMENT

Design · UL certification · Recurring supply

The relationship, in four moments.

It began with a strategic decision: KELD owns the design, holds the IP, and acts as the technical contact for UL.

Early 1990s	Following years	2010s	2025
Certification before demand	The relationship starts	Scope expands	KTS series certified
KELD certified its temperature controls to UL before entering the US market.	The first customer adopts the certified controls. Two initial families enter the catalog.	Dedicated families for specific applications.	Ten+ UL families now active. The most recent (KTS) cleared UL in 2025 — fully current in the US market.

How the model works — risk does not sit with the client.

KELD acts as the technical contact with the certification lab for the electronics it designs. KELD owns the design, holds the IP, and is the single technical contact for UL.

ORIGIN

Client

Defines functional need and target markets. Receives a finished, certified product.



KELD

Owns design & IP. Carries the qualification and lifecycle risk end-to-end.

CO-ENGINEERING
DFM
UL DIALOGUE

MANUFACTURING
LIFECYCLE



AUTHORITY

UL Lab

Evaluates and certifies. Talks exclusively to the design owner — KELD — never to the client.

What that model produces.

RELATIONSHIP	SCOPE ENTRUSTED	FIELD QUALITY
30+ yrs	2 → 10+	< 0.1%
Of uninterrupted active production across multiple families and successive certifications.	Certified product families under KELD's umbrella. Most recent cleared UL in 2025.	Field return rate, sustained for decades. Quality built in from the design stage.



What we value is that **we have never had to worry about what comes next** — the standard changes, the obsolescence, the recertifications. KELD anticipates them and resolves them, often before we notice.

TECHNICAL DIRECTOR

GLOBAL INDUSTRIAL-INSTRUMENTATION DISTRIBUTOR

The full case study covers the rest — [development cycle](#), [lifecycle program](#), [the client voice](#).

Detailed engagement narrative, results across quality, scope and continuity, and the operating model behind thirty years of supply. Available on request.