

National Fire Sprinkler Magazine

May-June 2024
No. 245



The Flagship Publication of The National Fire Sprinkler Association

2024 ANNUAL BUYER'S GUIDE



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FLOOR PLAN
1/8" = 1'-0"

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QTY	SIZE	MANUF	MODEL	PLATE	QTY
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5	3/4"	TYCO	100	100	5
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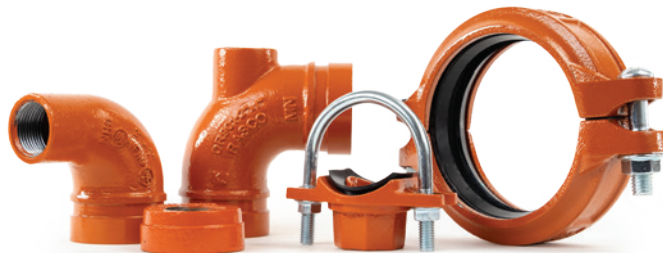
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Buy NFSA... Invest in the Industry

Our National Fire Sprinkler Association works diligently every day to promote and defend this great industry, as well as to educate and advocate for the mission, “to save lives and protect property from fire through the widespread acceptance of the fire sprinkler concept.” We also work with compassion and dedication to serve our members and are proud of all the ways we contribute to “enhancing general fire protection,” which was in our original Articles of Incorporation.

This Buyers Guide edition of the magazine is a spotlight on our members. The companies featured here are those investing in the fire sprinkler industry. Your dues are an investment in all the people, programs, and projects NFSA has going on throughout the country.



“A strong association with committed and active members, as well as a dedicated and hardworking staff, is a driving force in the growth and improvement of the industry which they represent. Thanks to the great companies in this Buyers Guide and the great people that serve in them, as well as those that have gone before them. All have made a difference.”

Thanks to your investment in this industry with membership at NFSA, the awesome staff at NFSA, as well as the hundreds of staff members from the companies that sit on our boards, councils, committees, chapters, and affiliate organizations, we are making a difference. Since 1980, there has been a 70% increase in the number of occupancies required to be protected with automatic fire sprinklers. Also, in that same time, there has been an over 300% increase in the number of fire sprinklers shipped in the United States.

A strong association with committed and active members, as well as a dedicated and hardworking staff, is a driving force in the growth and improvement of the industry which they represent. Thanks to the great companies in this Buyers Guide and the great people that serve in them, as well as those that have gone before them. All have made a difference.

Speaking of great people, at the conference where you are receiving this edition of the magazine we will be honoring our Class of 2024 Award Recipients, (sorry if we missed you at the Annual Seminar and Business and Leadership Conference), this year's award recipients and Fire Sprinkler Hall of Fame inductees have all contributed so much to this industry and to my growth and development within it.

Congratulations to Steve Ulmer, APi Group, for receiving the Golden Sprinkler Award. Congratulations to Mark Fessenden, International Fire Suppression Alliance and former JCI staff for receiving the Russell P. Fleming Technical Service Award. Congratulations to Gregg Huennekens, Jay Livingston, and Buck Buchanan for being inducted into the Fire Sprinkler Hall of Fame. Every one of these great people have contributed so much to NFSA and the fire sprinkler industry. I am so blessed to have been positively impacted by each of them and they have made a difference in my career and my life.

If we missed you at this conference, I am happy to announce there is an NFSA Area Conference coming soon near you. Thanks to the staff and the Seminar Committee, we are going to be conducting conferences closer to our members. I must also thank current Seminar Committee Chair Sean Heskett with Potter Electric Signal as well as former Seminar Committee Chair and past Chair of the Board Kent Mezaros for sharing in the vision of getting our conferences closer to our contractors and our supplier and manufacturer members.

continued on page 6

From the President's Desk

Shane Ray

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We are going to not only support our current area conferences, thank you Area 2 (DE, MD, NJ, PA, VA, DC), Area 3 (AL, GA, MS, NC, SC, TN), and Area 4 (FL, PR), we are going to bring adding new area conferences, which will be in conjunction with the Annual Seminar and Business and Leadership Conference. Save the dates for our first ever Area 1 (CT, MA, ME, NH, NY, RI, VT) Conference. I was just there visiting with our Boston and Connecticut Chapters, and I visited the great hotel at Patriot Place where this event will take place on October 1st and 2nd, with the Boston Chapter Golf event on September 30th, and a full day of NFSA Training and Education on October 3rd. There will be options for all, and I hope we fill up all our events this year. I look forward to spending time with everyone.

It is an honor to serve this great industry. There is a lot going on to advance the fire sprinkler industry as well as to enhance and improve all the member services at NFSA.

Stay safe, stay well, and keep up the great work.



Shane Ray, President



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We've Got Things to Celebrate!

I am sitting this morning in the Seattle International Airport heading to Florida for our March NFSA Board meeting. I just realized I have now just completed my two-year term as your Chair. Time really does fly. According to our bylaws, this is my last Chair's Desk article. It seems there will be no more of those Crazy Jim opinionated comments from the Chair's desk spreading out to our fire sprinkler industry. No more 11th hour grammar corrections provided by our awesome editor, Joanne Genadio, and of course, the real possibility your next Chair might smarten up and use AI to communicate more effectively to our fire sprinkler family.



Okay, take a break, you better not get your hopes up too high. I must note, my well-funded campaign committee has assured me I have a better chance of serving

you in a second term, than the Seattle Mariners baseball team has of reaching the World Series, ever. The next few days in Fort Lauderdale might determine if you will be putting up with me for a second exciting two-year term, or if I am buying World Series tickets. In other words, the fix is in, you just might need to get used to me for a final 2 years.

“Speaking as a grateful contractor, thank you, suppliers and manufacturers, for providing the products and technologies which improve and grow our industry every day.”

The magazine this month focuses on both contractor issues and our always very popular Buyers Guide. Since everyone knows contractors who are members of NFSA really have no major issues, let's just focus on and celebrate all our suppliers and manufactures who continually step-up by advertising in this magazine. Read this issue completely, do not just browse, it is an incredible tool. Over the years you will find this once-a-year Buyers Guide is a place most of our leading suppliers announce their new products, along with creative new technologies. You really do

not want to miss it. In short, if you are a fire sprinkler contractor, I suggest you continue to learn whenever you can. These pages are loaded with info. The world and our industry is evolving faster than ever before, be a leader, not a follower, and, if educated, your future will be bright. Speaking as a grateful contractor, thank you, suppliers and manufacturers, for providing the products and technologies which improve and grow our industry every day.

Finally, I would like to personally congratulate our 2024 Golden Sprinkler award winner, Steve Ulmer of Davis Ulmer, and the API Group. A more well-deserving individual is hard to find. 50 years in the industry as contractor and almost all of those serving union contractors by participating on industry trust fund boards or negotiating multiple labor agreements. I met Steve nearly 40 years ago on the 669 NFSA national labor negotiating committee. His steadfast, calm leadership skills and his unwavering patience in contract negotiations truly helped the industry grow as it employed tens of thousands over those four decades. Congratulations to a fellow NFSA Board member and a lifelong friend, well deserved.

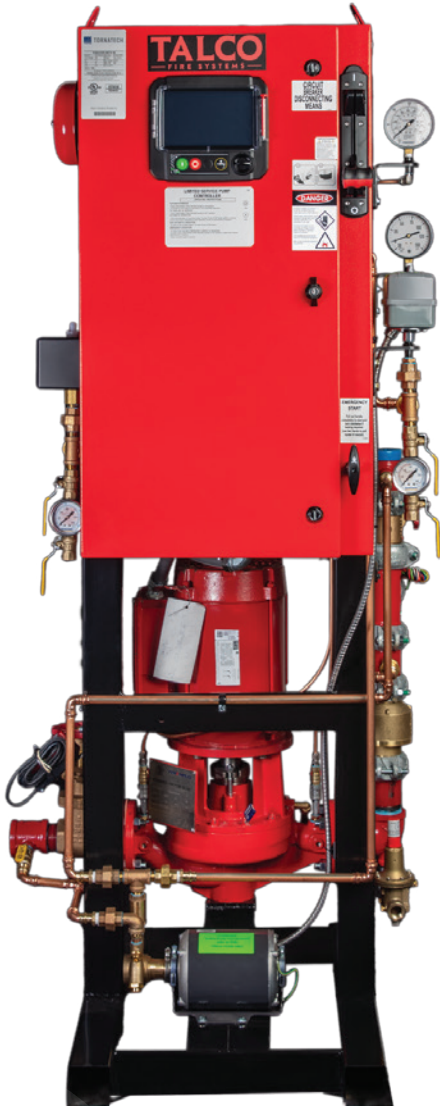
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Jim

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Working the Room and How to Do It

by Will Kintish

Let's cover an area of working the room with which people often struggle... the actual moving around the room. Disengaging with one group and breaking into groups. Perhaps you have recently had a chance to meet people at a business networking event or social event, a conference, or seminar and have taken the opportunity to go up to someone standing alone. The problem comes when you wish to extricate yourself from this person but don't know how to go about it. If you are both fellow guests at a function you don't owe it to this person to spend the rest of the evening with them. Think about it for a moment, the chances are that this person wishes to move on as much as you do but like you, they simply don't wish to offend or cause any embarrassment.

You can do one of three of things:

- After you have finished speaking you can simply say "Well, it's been great meeting you, enjoy the rest of the evening. Please excuse me as I promised to go and talk to Gerry over there".
- You could say, "I'm going to get another drink, would you like to come?"
- The coward's way out is "Please excuse me, I need to use the restroom!" and make sure you move well away from the person.

Whichever you use please do it with respect, integrity, and politeness. Good manners are essential when working the room and is good business; bad manners bring no business.

The important aspect here is to move around the room with or without your newfound friend. Again, can I remind you that if your conversation is dry, they too probably want to be off working the room as well. You are doing them a favor by using your superior business networking escape techniques!

Using the second idea of moving to the bar is an opportunity to park the person with someone else or for them to park you. It's rare both of you will be at an event where you don't know anyone so moving to the bar usually has the desired effect. When you do bump into someone you know, even though you are a guest at an event act as a host. Don't just say "Hi Lou this is Joe" and leave it there. You have been chatting to Joe for some time and you obviously know Lou ... so play host. Say something like this, "Lou let me introduce you to Joe who I've just met this evening. He has a fascinating business selling sand to Middle Eastern Companies and, Joe, Lou here and I have been friends for years. He runs a business helping growing exporters raise finance from

people who are looking for high-risk, high-return opportunities". These introductions are designed to get the two of them to talk quickly and with ease and reassurance. Who knows what may happen. You just might have created some potential for both. Business networking isn't just about what you can do for yourself, it's about what you can do for others. If you help someone, they will remember you when they hear of someone who needs your services. This of course makes it so much easier for you to move on and meet other people. This exercise is what I call parking. Like your car do it carefully, watch all angles and don't hit anything!

So now you have a parked Joe with Lou you have freshened up your drink. You look around the room and you see clusters of people or groups chatting to each other.

"Help... What do I do next?"

It's easy. Work the room! Look for a group of three people and move over to the edge of the circle. As you are moving towards the group, look at the faces of the people and decide who seems to be the most welcoming. Stand opposite that person at the edge of the group and smile. I can assure you the following will happen. The person you have smiled at will smile back and one or both of the other people will turn towards you and both will take one step to the side making a space for you. When you first do this, it's not easy. I'm not pretending it is but it always works. Ask in a gentle voice "Good evening please may I join you"? Again I have to tell you, you will not be rejected. The chances are someone will put their hand out and introduce themselves. I often play a game at the start of a business networking seminar or prior to a sit down meal by asking my newfound friend if they would allow me to use them as a Guinea Pig. I get them to go up to people they don't know, try out what I have just said and it always works. I do this simply to ensure that whenever I write about the matter or speak about it at the presentations and seminars I deliver that I feel confident in the advice I give.

Once you have successfully joined a group, don't change the subject matter and wait for them to start asking you questions. Bear in mind again, the chances are these people are from the same business or have known each other for a long time but haven't got the self-confidence to break away and meet new people... So you are a big relief for them!

When you are in a group, you will know the time to move on, instinct will tell you. I don't need to. So go to the top of this article and remember the tips about working the room. •

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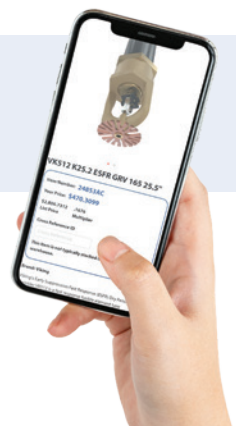
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Contractor Technical Questions & the Expert of the Day Program

by Michael J. Joanis, P.E., **Chief Engineer**



This edition of the **National Fire Sprinkler Magazine** (NFSM) is dedicated to addressing common contractor issues. The *Technically Speaking* article is intended to address technical issues. So here we go, let's look at the most common technical questions the National Fire Sprinkler Association (NFSA) receives from our contractor members and how the NFSA *Expert of the Day* (EOD) program can help address these issues.

The NFSA EOD program reviewed and responded to 1,076 technical questions in 2023. 77% were submitted by contractor members. 72% were related to the sprinkler installation standards including NFPA13, 13R, and 13D. Of the questions posed, obstructions and hazard/commodity classification are the two topics that stood out above all the others. Concealed spaces, exterior projections, hydraulic design areas, fire department connections, storage, and fire pumps round out the other top topics discussed.

For sprinkler obstructions, contractor members are often seeking guidance to apply the prescriptive sprinkler obstruction rules to specific, real life, project conditions. They often provide detailed plan and section views, pictures, and dimensions seeking clarity on how a construction feature will affect a particular sprinkler's spray pattern.

There are several variables that need to be determined to apply the obstruction rules. These include construction type, sprinkler type, maximum deflection distance permitted from the ceiling, minimum/maximum sprinkler spacing/area, type of obstruction (isolated or continuous), how far the obstruction is vertically down from the sprinkler deflector, and how far the obstruction is horizontally from the sprinkler.

Obstructions rules are grouped into several categories. These include performance objectives, obstructions to sprinkler discharge pattern development, suspended and floor mounted obstructions, and obstructions to sprinkler discharge reaching the hazard. The obstruction rules also vary based on the type of sprinkler. For example, the rules for standard spray pendent sprinklers are different from those for extended coverage or residential sprinklers.

The *Expert of the Day* collaborates with members to consider all the variables that affect sprinkler obstructions, review the requirements of the standard, and provide options to confirm compliance. This can ensure effective sprinkler discharge pattern development, which will properly reach the hazard, control the fire, and provide

an efficient installation for the contractor. For more information on this topic, see *NFSA TechNotes* issue #490 dated June 28, 2022.

For hazard and commodity classification, contractor members are often looking for guidance on how to classify hazards and commodities that are not

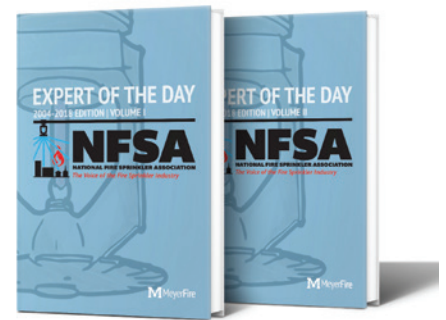
specifically included as examples in the annex. The standard itself is purposely vague and open to interpretation. Hazard classification terms include low, moderate, high, and very high to describe the quantity and combustibility of contents. Without a specific example in the annex, like offices, residential, restaurant service area, and automobile parking, it is difficult to ensure the proper classification.

For this reason, the NFSA and our industry partners agree that hazard and commodity classification is the most important aspect of fire protection system design and a primary obligation of the responsible design professional. The responsible design professional ensures that the site-specific attributes of the project are recognized and properly addressed, which cannot be accomplished in a generic manner in the standard.

The *Expert of the Day*, while certainly not the responsible design professional for your project, collaborates with members to review how their specific project may or may not match the quantity and combustibility of contents of the examples provided in the standard. Your EOD can also provide additional background and insight into NFPA committee first and second draft meeting discussions. For more information on this topic, see *NFSA TechNotes* issue #492 dated July 26, 2022.

The built environment is constantly changing and evolving. Unfortunately, the codes and standards are slow to respond. Sprinkler contractors constantly face technical challenges as they apply the codes and standard to their projects. The question becomes not just how to answer the technical question at hand, but rather, where and how to continuously find the best resources?

Ideally, all of us want to hire only the best educated, experienced, and certified design professionals. But let's be honest, this simply is



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not always possible. The best types of employees are not discovered and hired with an internet job posting. Instead, employers need to create these high-end employees internally. In the past, sprinkler contractors relied on assistance from the Authorities Having Jurisdiction (AHJs). Today, contractors may engage engineering consultants for assistance. As an NFSA member, another option is the utilization of the EOD program.

It is not possible for sprinkler contractors to manage their day-to-day business while remaining intimately involved in all the codes and standards. This is exactly why your NFSA membership is so valuable. With 85 staff members representing the industry on over 285 codes and standards committees, we are always ready to provide clarification and sound expertise. To take advantage of this firsthand codes and standards development knowledge, please

use the EOD process, our top member benefit.

You can submit an EOD question on the NFSA web site using your account. Simply fill in the information including the code or standard and ask your question. It will be reviewed by one of our subject matter experts and returned within one business day.

NFSA Tech Notes is published twice a month. One includes the best dozen EOD questions and answers from the previous month. In addition, the NFSA publishes the *EOD Handbook*. This includes 1,530 pages with 2,288 questions on 745 topics in a three-volume set covering EOD questions from 2004 to 2020. A fourth volume has been just been released including an additional 228 pages with 200 questions from 2021 and 2022. If you have a question, there is an exceptionally good chance someone else has had the same question. The answer will be found in these handbooks.

Sprinkler contractors face numerous technical challenges in their daily operations, including system design complexities, equipment installation issues, and code compliance requirements. The NFSA EOD program provides valuable technical resources and expertise to help contractors address these challenges effectively. By leveraging NFSA's technical guidance, code interpretation support, troubleshooting expertise, and training programs, contractors can enhance their capabilities, deliver high-quality fire protection solutions, to directly support the NFSA mission. •



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Permits for Repairs?

by Jeffrey M. Hugo, CBO, Vice President of Codes, Standards, and Public Fire Protection



A permit is permission by the local Authority Having Jurisdiction (AHJ) to proceed on a project when the construction documents are in order and fees are paid. Permits may be required by the fire codes such as NFPA 1 *Fire Code* Section 1.13 and Table 1.13.8, and the *International Fire Code* (IFC) Section 105 for various purposes including new construction and existing building operations like high-pile storage. Construction permits are typically issued to contractors, while operational permits are issued to owners.

Construction Permits

Construction permits are not necessary for repairing previously approved automatic fire sprinkler systems. Repairing an existing approved automatic sprinkler system, as defined in NFPA 1 Section 1.3.6.2 and IFC Section 105.1.5, aims to restore it to sound working condition or fix damage, such as that caused by an impairment like leaking sprinklers/piping or damaged valves. Repairing these items with similar components to put the system back in order is allowed as per the fire codes (NFPA 1 Section 1.3.6.3 and 13.1.7 and IFC Section 105.1.5), which means compliance with specific fire code, corresponding building codes *International Building Code* (IBC), *International Existing Building Code* (IEBC), installation standards (NFPA 13, etc.), life safety code (NFPA 101), NFPA 25, and the equipment/devices' listing is necessary. The IBC explicitly states in Section 105.6.2 that maintenance according to the code does not require a permit, but installation of new or modification of existing does.

Repair Definitions and Use

Repair, as defined in NFPA 25 and in Chapter 2 of the IBC, refers to the reconstruction or renewal of any part of maintenance or to correct damage. Construction documents and plan reviews are not required for repairs, as well as construction permits are unnecessary because replacing previously approved components with similar ones does not alter system performance or approval. For instance, if a section of grooved 3-inch Schedule 10 black steel pipe is damaged, the repair would involve replacing it with a similar or like section of the same size and type.

Testing Repaired Components

NFPA 25 mandates testing of the repaired components, but unlike original installation acceptance testing, notification to the AHJ is not necessary. NFPA 25, Section 4.6.5 requires the repaired portion to comply with the summary of component action requirement tables, such as Table 5.5.1 for fire sprinklers. While NFPA 1 Section 13.1.1 allows AHJ presence during full acceptance tests, existing systems have already undergone such testing, as outlined in Section 1.3.6.2. The IFC has similar language.

Notification for Repairs

Notification of an impaired system and system shutdown for repair is the responsibility of the owner or impairment coordinator, as required by NFPA 1, Section 13.1.2, IFC Section 901.7.1, and NFPA 25 Section 15.2. Licensed contractors, or those who are qualified, are responsible for taking down, repairing, testing, and putting the system back in service. Owners are responsible for necessary notifications, as outlined in NFPA 25, Section 15.5.2, preplanned impairment programs, for repairs before implementing fire watch or other mitigations.

Summary

In summary, a construction permit is not required for repairing or maintaining an automatic sprinkler system. While requiring an operational permit is the AHJ's prerogative, any conditions, such as local ordinances mandating construction permits for repairs, should be consistent across the jurisdiction to ensure a level playing field for all contractors and owners. •

The Truth Burns

Common Voices advocates set the stage for why a focus on the impact of fire is worth a glance. Pause and think about our instinct to survive and ask yourself why do we become complacent when it comes to fire safety? The myth “it’ll never happen to me”... sometimes, the truth burns.

In 2022, Common Voices launched a bold plan to capture the stories of all Common Voices advocates. The dream/plan is to have these stories provide the inspiration for a streaming service to create a Docu-series and/or a documentary called “The Truth Burns.” We believe that these stories are courageous, and that they can make a difference and prevent others from suffering similar tragedies. We hope you will join us in our efforts, share the links via all social media platforms, join our coalition with a donation. Working together, we can save lives, and we thank you for believing in our cause, supporting our advocates, and joining our movement for a Fire Safe America.

Our landing page for *The Truth Burns* can be found here:

<https://fireadvocates.org/the-truth-burns/>

 CommonVoices1

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fireadvocates.org

Fire Sprinklers Save Lives



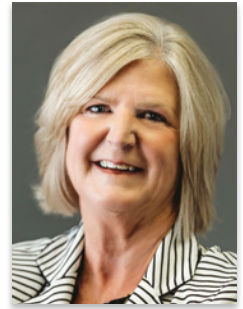
Courageous stories that can make a difference and prevent others from suffering similar tragedies...



<https://fireadvocates.networkforgood.com/projects/125513-main-giving-page>

NOTES
FROM THE

Fire Scene



by Vickie Pritchett,
Vice President of Advocacy and Outreach

Aloha Team NFSA!

Mahalo if you are receiving this issue with us at NFSA's **2024 Annual Seminar and Business & Leadership Conference** scheduled for May 7-10, 2024, at the beautiful Wailea Beach Resort in Maui. We are so glad you're here! If we are missing you, our hope is that you'll join us next year in Nashville, Tennessee for our 2025 North American Fire Sprinkler Expo and NFSA's Annual Seminar. Music City never disappoints!

I would like to say a big thank you to each member featured within the pages of this **Buyers Guide**. YOU are what makes NFSA such a special association, and YOUR membership is what allows us to live our mission every day. *"To protect lives and property from fire through the widespread acceptance of the fire sprinkler concept,"* is real to Team NFSA each day, and we appreciate your membership!

We've shared in the past our campaign "Buy NFSA," and our hope is that we all take that to heart. Supporting those who invest in NFSA really does make a difference, let's spread the word and support those who support the fire sprinkler industry.

On another note, I'd like to congratulate the recipients of our 2024 Awards! Each of the recipients are so deserving, and it's so neat to have personally worked with all of them. That may be a sign that I'm getting old, but I'll sure take that as a positive! What great fire sprinkler industry leaders we have to honor in Maui! Our Golden Sprinkler Award goes to **Steve Ulmer** with APi and the announcement at our March Board Meeting was special indeed. You deserved that standing ovation Steve, and we thank you for your years of service, leadership, and steadfast support of NFSA. I'm extra excited that you're now on the Common Voices Board of Directors as well and appreciate your willingness to give and make the world a safer and better place! Congrats to **Mark Fessenden**,

our 2024 Russell P. Fleming award recipient, I'm so happy for you! You always went above and beyond with your service to our association, along with all of your technical committees, we honor you and appreciate you!

Redmond, Washington has been blessed with the service of Fire Marshal **Todd Short** for years, and we've been proud to see him in action for many of those! Congratulations Todd, for receiving our 2024 Public Safety Leadership Award. I remember well bringing Fire Team USA to your town, and it's so fun to remember all the ways we have collaborated over the years. You exemplify *"Partners in Progress,"* and we salute you! And, last but certainly not least, a big toast to our Hall of Fame Class of 2024. **Buck Buchanan**, you are an inspiration with your respect for the history on which we have built not only NFSA, but the fire sprinkler industry. **Gregg Huennkens**, your leadership and "BullDogg" mindset is responsible for so many of the programs that continue today, thank you sir! And, **Jay Livingston**, your dedication, passion, and leadership has made so many differences. I love your family, your passion for the industry and NFSA, and your willingness to advise and counsel so many of us!

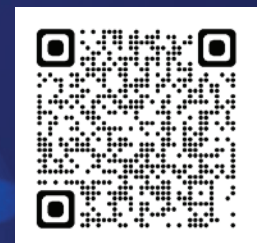
As we celebrate all these individuals in the land of Aloha, I am reminded that at the end of the day.... Aloha (love) is what binds us all together! There is no better place, and no better time than this to celebrate our class of 2024 award recipients. Thank you all again for your service. Much aloha to each of you!

Until Next Time, Mahalo,

Vickie

LinkedIn

Did you know NFSA's LinkedIn Group has more than 11,000+ members? It's a great place to showcase your products and services. *Join today!*





Editor's note: The following saves were submitted by our members. If you have a save you'd like to see featured, use this QR code or email me at genadio@nfsa.org. Please include photos if available!



DELAWARE

Sprinkler Save at Rehab Center

Thanks go to the Delaware Fire Sprinkler Coalition's Chairperson Paul Eichler for sharing this sprinkler save.

The Delaware Office of the State Fire Marshal investigated a structure fire that occurred in Millsboro, Delaware on January 25, 2024, shortly after 9:30pm. The Indian River Volunteer Fire Company arrived on the scene and found smoke showing from a structure at a rehabilitation center.

The fire was determined to be accidental in nature, originating on the interior of the structure in a mechanical room. The fire was caused by an unspecified electrical malfunction at an electrical power strip. The fire was contained by the building's automatic fire sprinkler system. Damage is estimated at \$2500. There were no reported injuries.

Fire Sprinkler System Saves Apartment Complex

Thanks to the Delaware Fire Sprinkler Coalition's Paul Eichler and Wilmington Battalion Chief Robert F. Pryor for sending us this sprinkler save!

On February 6th at 2240 hours, the Wilmington Fire Department responded to an apartment complex for a report of a structure fire. First arriving companies reported smoke showing from the third-floor stairwell of the four-story, wood frame building.

Firefighters entered the structure and found a fire in a third-floor apartment being controlled by the building's fire sprinkler system. The fire department completed extinguishment of a small fire in the bedroom and secured the sprinkler system.

Due to the quick action of the building's sprinkler system, the apartment where the fire occurred only sustained minor fire and smoke damage. Most of the building's residents were able to return to their apartments shortly after the fire was placed under control, approximately 15 minutes after the arrival of the fire department. There were no civilian or fire department injuries.

ILLINOIS

Single Sprinkler Save Apartment Complex

Thanks to Elk Grove Village, IL Fire Marshal Jason Staidl for this most excellent report of a sprinkler save!

On Monday, March 4, 2024, at 16:53 hrs., the Elk Grove Village Fire Department responded to an activated fire alarm at an apartment complex. Upon arrival, crews observed no visible signs

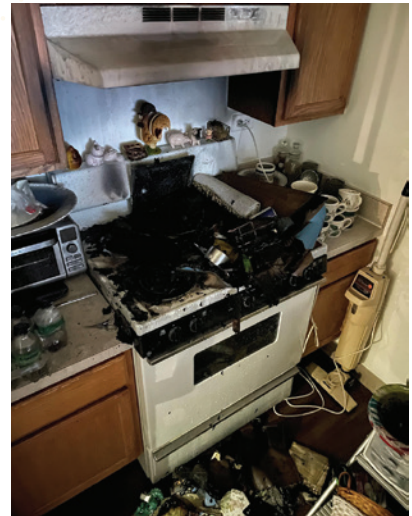
of smoke or fire from all sides of the building, and occupants were already self-evacuating. Crews determined that the alarm activation originated from the third floor.

As crews entered the third floor, they found no visible signs of smoke or fire but encountered moderate amounts of water in the hallway. Due to the water, crews pinpointed the unit from which it originated. Upon entering the unit, crews discovered a small "extinguished" fire that had originated on the stove top, activating a single (1) fire sprinkler.

The occupant(s) of the unit were not home during the fire; all other residents safely evacuated with no reported injuries. Since the fire was contained to a single unit, only the occupant(s) of that unit were displaced, leaving 79 of the buildings 80 units unaffected.

The presence of this early detection system played a crucial role in preventing a potential total loss of the building and its contents. Thanks to its timely activation, damages were minimized, and the complex experienced minimal disruption to its operations.

The Elk Grove Village Fire Department is proud to share the story of this "Sprinkler Save" incident, showing the invaluable benefits of automatic sprinkler systems in safeguarding lives and property. Following a comprehensive fire investigation, Elk Grove Village Fire Investigators have determined the fire to be accidental in nature.



INDIANA

Apartment Fire Controlled by Sprinkler System

Thanks to Valparaiso, IN Division Chief Tim Stites for sending us this sprinkler save.

On February 17th, the Valparaiso FD responded to the report of a structure fire. The call was initiated via a landline call to Valparaiso Fire Station One from a person on the fourth floor of the four-story residential over-commercial building stating that the fire alarm was going off.

Upon arrival, firefighters found no active fire but found a single sprinkler had contained a kitchen fire in a second-floor apartment. An occupant was asleep in a bedroom of the unit when the fire occurred. She escaped safely with her dog.

No injuries were reported.

Two Fire Sprinklers Extinguish Fire at Container Management Business

Thanks to Gregg Simpson of the Wayne Township Fire Department in Indiana for sending us this sprinkler save.

This is a warehouse that is full of plastic containers. These folks had a squatter living way back in this small aisle between the stacks. Unsure what started the fire but as you can see the fire was well on its way to burning down this building when the sprinklers activated and saved the building. The fire hit the ceiling right between 2 fire sprinklers, one to the left and right, setting both off.



MAINE

"Middle of the Night" Fire Contained by Sprinkler System

Thank you to Fire Inspector Marc Veilluex of the Office of the Maine State Fire Marshal for reporting this sprinkler save.

On March 8th, the South Portland, ME Fire Department responded to Southern Maine Community College (SMCC), having been alerted by the campus's fire alarm system.

Upon arrival, crews discovered that the automatic sprinkler system had activated, containing a fire in the Sea Wolves Café. Damage to the building was minor, and the fire did not extend beyond the initially ignited contents. The Sea Wolves Café is in the SMCC Campus Center where several student services are located.

According to Fire Chief Phil Selberg, without the activation of the sprinkler system, damage to the building could have been substantial, and the entire campus would have been disrupted substantially. "This fire occurred in the middle of the night when no one was in the building to discover it. The sprinkler system worked as it was designed and saved the Campus Center. Automatic sprinkler systems in commercial and residential buildings continue to save lives and property, and we strongly advocate for their installation."

MINNESOTA

Mom, Baby, and Apartment Complex Safe-Thanks to a Single Fire Sprinkler

Thanks to Inspector Jason Albers of the Eden Prairie, MN FD for sending in this sprinkler save.



On February 22nd, an apartment resident saw smoke coming from dryer while doing a load of laundry. When she opened the door, to see where the smoke was coming from, flames came out of the dryer.

The resident attempted to extinguish the flames with a fire extinguisher but was not successful. She then evacuated with her baby. A single fire sprinkler located on the adjacent wall of the laundry room activated and contained the flames.

continued on page 20

Fire Sprinklers in Action

continued from page 19

NEW JERSEY

Warehouse Sprinkler Save

Thanks to Manalapan, NJ Assistant Chief Tom Kirkland for reporting this sprinkler save.

On February 5th, Manalapan Township Fire Company 1 was dispatched 6:49pm to a mixed-use building with business and storage use groups. for an automatic fire alarm (water flow). The area of the incident was in the warehouse portion of the building.

Arriving crews were met with water flowing from the building and a heavy smoke condition on the interior. After searching they had found the fire in the warehouse with activated fire sprinklers flowing. After ventilation firefighters were able to see the activated sprinkler at the ceiling which kept the fire contained to contents on the rack storage units.

TEXAS

Single Sprinkler Saves Apartment Complex

Thanks to Farmers Branch, TX Fire Inspector Brandon Laird for submitting this sprinkler save.



On February 28th, at approximately 1:50pm, the Farmers Branch FD responded to a Multi-Family Fire Alarm. On arrival, Firefighters discovered a single fire sprinkler controlled a fire in the kitchen.

The single sprinkler activation contained the fire to the area of origin and ultimately extinguished the fire.

WASHINGTON

Single Sprinkler Extinguishes Kitchen Fire

Thanks to Marysville, WA Fire Department Fire Marshal Tom Maloney and longtime NFSA member for sharing this great save!



When Marysville Fire District responded to an apartment fire on March 14, they arrived to find light smoke coming from a second-floor unit.

A kitchen microwave fire had been suppressed by one fire sprinkler. Firefighters only need to finish the extinguishment with “minimal use of water” and perform an overhaul to check for any fire extension. No injuries were reported.

The sprinkler system was credited with containing the damage to the subject property with water damage to the unit directly below. Total damage is estimated under \$40,000.

WISCONSIN

Single Fire Sprinkler Extinguishes Apartment Kitchen Fire

Thanks to Madison, WI Fire Marshal Bill Sullivan for sending in this sprinkler save!

On February 18th, Madison firefighters were called to an apartment building on Madison's West side for the report of fire alarms sounding and a smoke odor in the hallway.

Upon arrival, crews found one fire sprinkler had extinguished a

continued from page 20

kitchen fire in an apartment. Firefighters worked to ventilate the smoke odor, and the investigation is ongoing. No one was home at the time of the fire.

Single Fire Sprinkler Saves Apartment Building

Thanks to Fitchburg, WI Division Chief Mark Mlekush for sending us this sprinkler save.

On January 24th, Fitchburg firefighters responded to an alarm at an apartment building. The first arriving crews did not see visible smoke and flames. After assessing the property, personnel were able to locate a contained fire in the entrance to a second-floor apartment. The building's fire sprinkler system contained the fire in the affected apartment.

From Chief Mlekush:

The fire was accidental, the result of incense left burning while the occupants were out of the unit for about 45 min to one hour. The sidewall fire sprinkler, installed in 1996, was an ordinary hazard sprinkler and appears to have discharged at its rated temp of 155°. The incense fell onto a cardboard box that was to be taken to the dumpster. A stroller that was in the area was also damaged. There was no structural, or cosmetic damage, only water and the objects directly involved with the

ignition were damaged. The second unit affected was water seepage under the wall, and minimal – That resident was allowed back into their apartment immediately. I estimate total damage to be approximately \$5000 after the cleanup is complete.

WYOMING

Residential Fire Sprinkler Saves Apartment

Thanks to Worland, WY FD Fire Chief Chris Kocher for sending us this sprinkler save.

In the early afternoon of February 23rd, the Worland Fire Department responded to a report of a water flow fire alarm at a two-story multi-family residential complex. Upon arrival crews found water flow coming from one unit.

While investigating, firefighters found the remains of a small fire in a closet that the activation of a single fire sprinkler had suppressed. Firefighters were able shut the fire sprinkler system down, replaced the sprinkler, and ensure a licensed fire sprinkler contractor was notified. The system was back in operation within one hour of the call.

The fire damage was minimal and the residents should be back in the unit in a few days. The other building residents were not displaced. There were no injuries. •

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Hours of Operation:
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 Vince Murphy Sr., Vice President
 Vince Murphy Jr., General Manager
 Dan Boice, Sales Manager
 Mike Murphy, Regional Sales Manager
 Neil Gregoire, Capital Region Sales Director
 Travis Granger, Insider Sales
 Inga Wright, Accounts Payable

Sales Contact:
 Michael Murphy, Regional Sales Manager
 Tel: 215.858.2508

Company Profile:
 Since its inception in 1991, Accu-Fire remains a family owned and operated business. We are dedicated in providing superior fabrication and unparalleled service to our customers. Our 90,000 sq. ft. fabrication facility has over ten acres of pipe inventory. In late 2018, we finished an adjacent 45,000 sq. ft. storage facility to house our loose inventory. All products are delivered on our company trucks equipped with either a 65-foot knuckle boom crane or rear mounted forklift. In addition to fabrication, Accu-Fire is a full-service supplier of fire sprinkler devices. Visit www.Accu-Fire.com for product affiliation. Accu-Fire is an approved Women's Business Enterprise.



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 Email: ejensen@aegistechnologiesinc.com
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Founded:
 2007

Primary Products/Services:
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Market Area:
 North America, Europe

Hours of Operation:
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Management:
 Erik T. Jensen - President Theodore R. Jensen - Exec Vice President Terry F. Clark - VP of Sales Michael D. Ketterer - VP of Engineering

Sales Contact:
 Terry Clark, V.P. Sales
 Email: tclark@aegistechnologiesinc.com

Company Profile:
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Primary Products/Services:
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Market Area:
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Management:
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Company Profile:
<https://www.alliedinsmgr.com/industry-expertise/fire-protection-contractors-insurance/>

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Company Profile:

American AVK is a leading US manufacturer of gate valves, fire hydrants and accessories for the water, wastewater, fire protection and irrigation industries.

AVK was one of the first valve manufacturers in the world to develop and design the Resilient Seated Gate Valve. AVK is at the forefront of technology for products serving the Water Works and Fire Protection Industries. American AVK was incorporated in 1985 to introduce AVK gate valves to North America. AVK is in a state-of-the-art 180,000 sq. ft. manufacturing facility in Minden, Nevada. American AVK is a subsidiary of the AVK Group of Companies, a global manufacturer of valves, hydrants and accessories for the Water Works, Wastewater, Fire Protection and Natural Gas Industries.

American Backflow Products Company

PO Box 37025
Tallahassee, Florida 32315
Tel: 800.575.9618
www.backflowparts.com

Founded:
1976

Hours of Operation:
8:00 a.m.-6:00 p.m. M-F EST

Management:
Mark Inman, COO
Email: imark@backflowparts.com

Company Profile:

American Backflow Products Company is your complete source for repair parts for Backflow Preventers, Fire Pumps, Fire Hydrants and Automatic Control Valves. Founded in 1976, our company is the nation's leading backflow preventer specialist, trusted by thousands of technicians, plumbing contractors, fire line contractors, irrigation contractors, building managers and city officials across the country. Our dedication to providing the most comprehensive selection of repair parts is second to none and only matched by the knowledge of our highly trained staff. We carry nearly every imaginable part for all the major brands of Backflow Preventers, Fire Pumps, Fire Hydrants and Automatic Control Valves. Whether you have Ames, ARI, Conbraco Apollo, CLA-VAL, Febco, Flomatic, Hersey, Watts, Wilkins, Viking or Rain Bird, Aurora, Patterson Peerless, AC Pumps, Fairbanks, Mueller, Clow, M&H or American Darling, we stock the repair parts you need. Our Assembly Repair Matrix makes it easy to find the correct repair parts, repair procedures or specification sheets for all current backflow prevention assemblies. Select your manufacturer and model and all the

information you need to repair the assembly will be displayed. If you are ordering parts online, simply select the order form button, fill it out and email it to us and a member of our staff will contact you within 24 hours to complete your order.

We use fast, reliable, and insured shipping couriers to get your repair parts to you, on time – every time anywhere in the country or around the world. We guarantee same day shipping and our website even provides UPS tracking so you'll know where your order is and when it will arrive.



ARGCO (Allied Rubber & Gasket Company)

3145 Tiger Run Court Suite 105
Carlsbad, California 92010
Tel: 760.854.1015
Toll-Free: 800.854.1015
www.argco.com

Founded:
1981

Primary Products/Services:
Fire Sprinkler Specialties, Fire Equipment, Piping Tools, Flexible Sprinkler Drops, Thread Sealants, Hangers & Fasteners, Pipe Fittings and Valves

Market Area:
International

Hours of Operation:
6:00 a.m.-4:00 p.m. PST, Mon.-Fri.

Management:
Paul Hillenbrand, Sales
Frank Bishop, Sales
Chris Mengel, Sales
Lawrence Kent, Sales
Paul Hillenbrand, Sales
Tom Keigwin, Sales
Tom Stoddard, Operations
Tel: 800.854.1015

Company Profile:

Serving the industry since 1981, ARGCO's outside-the-box philosophy sets this company apart from the rest. Innovative products available nowhere else, great value on everyday sprinkler items within equal quality at a better price. The product line includes ARGCO's own brand of quality steel pipe working tools and replacement parts, flexible sprinkler drops, grooved pipe fitting systems, flow control valves, riser manifold assemblies, pipe hangers for steel and cpvc pipe, pipe fabrication tools and thread sealants, and flow testing equipment.

ARGCO.com offers customers a state-of-the-art online shopping experience that is unparalleled in the industry, with locations throughout the United States.



ASC Engineered Solutions
 2001 Spring Road, Suite 300
 Oak Brook, IL 60523
 Tel: 800-301-2701
www.asc-es.com

Founded:
 1850

Primary Products/Services:
 Pipe connections, grooved couplings and fittings, valves, hangers, strut framing, seismic bracing, flexible sprinkler connections, engineered hangers, digital design solutions and fabrication equipment.

Market Area:
 Domestic USA and International

Hours of Operation:
 8:00 a.m.-5:00 p.m., Mon.-Fri.

Management:
 Jason Hild - CEO
 Allison Nicolaidis – Chief Revenue Officer
 Phil Schechinger - VP of Fire Protection Sales

Sales Contact:
 Customer Service
 Email: customerservice@asc-es.com

Company Profile:
 ASC Engineered Solutions (formerly Anvil International & Smith-Cooper International) provides the highest-quality PVF products and services with integrity and dedication to superior customer service. We offer some of the most innovative and respected brands in the industry, such as Flex-Head, Gruvlok, and FPPI.

Our range of products used in fire protection is unmatched. This enables you to source more of what you need from a single knowledgeable and reliable partner with full accountability. Our certified, U.S.-sourced products are 100% traceable from foundry to installation.

We are an industry leader in seismic protection systems, offering a comprehensive range of product solutions as well as innovative tools. Seis Brace® is the leader in Seismic Bracing software and ensures compliance to NFPA 13. Its intuitive functionality makes the process of running zone of influence calculations consistent, fast, and easy.

AutoSprink M.E.P. CAD
 181 N Arroyo Grande Blvd Ste A105
 Henderson, NV 89074-1631
 Tel: 877.4188.526
www.mepcad.com

Brooks Equipment
 10926 David Taylor Drive
 Ste 300
 Charlotte, North Carolina 28262
 Tel: 704.916.2474
www.brooksequipment.com

Bruce Supply
 8805 18th Ave
 Brooklyn, NY 11214



BuildingReports
 1325 Satellite Blvd. Ste 1607
 Suwanee, Georgia 30024
 Tel: 770.495.1993
www.buildingreports.com

Founded:
 2000

Primary Products/Services:
 Inspection and compliance reporting software

Market Area:
 Worldwide

Hours of Operation:
 8:00 a.m.-5:00 p.m. ET Mon-Fri.

Management:
 Jason Kronz, CEO & CTO
 Bryan Shaver, President

Company Profile:
 Building safety compliance is critical to service companies, building owners and fire and safety officials who are charged with safeguarding occupants. BuildingReports' leading mobile and online inspection reporting solutions enable inspectors to quickly gather data on fire and life safety devices to ensure they are working prop-

erly and meet code requirements. With over 11 million inspection reports to date, and more than 18 billion square feet of floor space inspected in over 1 million buildings, BuildingReports has earned its reputation as the most trusted name in compliance reporting.

BuildOps
 2118 Wilshire Boulevard
 Ste 975, Santa Monica
 California, 90404
 Tel: (213) 559-1988
 Email: sales@buildops.com
www.buildops.com

Founded:
 2018

Management:
 Scott Larson, Partnerships
 (925) 683-9185
scott@buildops.com

Company Profile:
 BuildOps is the only all-in-one field service and project management platform built for the commercial fire & life safety contractor.



Bull Moose Tube
 1819 Clarkson Road
 Chesterfield, Missouri 63017
 Tel: 636.537.2600
 Email:
nate.carruthers@bullmooseindustries.com
www.bullmoosetube.com

Founded:
 1962

Primary Products/Services:
 Sprinkler Pipe

Market Area:
 North America

Hours of Operation:
 8:00 a.m.-5:00 p.m. M-F

Management:
 Tom Modrowski, President & CEO
 John Krupinski, CFO
 Andy Annakin, Executive Vice President & Chief Commercial Officer

Sales Contact:

Dave Weinrich, Director of Sales –
Fire Protection
Tel: 636.537.2600
Email: dave.weinrich@bullmooseindustries.com

Company Profile:

Bull Moose was founded in 1962, building from the start on core values such as reliable quality, stable production, and exemplary service. The following decades have seen Bull Moose grow from a single plant in Missouri to eight production operations coast to coast. Recent investment in a new facility in Sinton, TX further enhanced our superior geographic footprint and broadened our product offering through 10" pipe.



C-Aire Compressors

380 W 1st St Dresser, WI 54009-9042 US
Tel: 651-462-3440; 800-762-2247
Email: sales@caireinc.net
www.cairecompressors.com

Founded:

1979

Product & Services:

Fire Protection Air Compressors, Quiet Compressors, Dry Air Compressors, Baseplate Compressors, Oil Lubricated Tank Compressors, Digital Pressure Switch, Air Maintenance Device, Compressor Parts. Compressor maintenance and repair service.

Market Area:

North America

Management:

Jason Hedeem, CEO

Sales Contact:

Inside Sales Team

Company Profile:

C-Aire is a leader in expert service, guaranteed quality, and breakthrough innovation in the fire protection air compressor market. Founded in 1979, owners Jason and Carin Hedeem built the company on the core values of integrity, accountability, and a passion for fulfilling customer needs. Products are manufactured with the highest standards from design to delivery. Constantly seeking to introduce innovations that simplify processes and solve industry challenges has become the hallmark of C-Aire. Call C-Aire today and get connected within seconds to a highly trained representative who will assist you with all your needs. We have numerous models

available in stock and lead times of less than one week for built-to-order units! Visit our website to see our complete product and service offerings that include:

Whisper Quiet Series – Quiet, compact units that are specifically designed for settings where noise is a concern. These units are oil-free, easy to install, and low maintenance.

Baseplate Series – Tankless units that contain a motor, pump, and Digital AMD Gen-3 or 30-40 psi pressure switch.

Oil-Lubricated Tank Series – Built for longevity and provide the lowest total cost of ownership over the life of the building.

Dry Air Series (FM Approved) – Specifically engineered for corrosion-free applications and refrigerated/freezer facilities – easy and cost-effective maintenance.

Digital AMD Gen-3 with Leak Detection – Set pressure in seconds and measure air leaks to maintain optimal dry sprinkler system performance.

Air Maintenance Device (CAMD1) – FM Approved Automatic AMD, assembled and tested in the USA



Caliber Steel

1820 South Lee Court
Buford, GA 30518
Phone: 770.904.7101
Email: Julie@CaliberSteelUSA.com
www.CaliberSteelUSA.com

Date Founded:

2011

Products/Services:

Boca Plates, Stud Guards, FHA Straps, Hanger Strap. Please inquire about any size nail protector plate.

Management:

Jason Schill

Sales Contact:

Julie Schill

Company Profile:

Caliber Steel is a family-owned manufacturer of steel products located in Buford, GA. Since our

founding in 2011 we have grown consistently while establishing valued partnerships with our customers. We specialize in protector plates widely used in Fire Protection, Plumbing, Electrical and HVAC segments. Customers trust Caliber Steel to offer an exceptional product, outstanding customer service and competitive pricing.



Clarke Fire Protection Products, Inc.

100 Progress Place
Cincinnati, Ohio 45246
Tel: 513.475.3473
Email: jstrousse@clarkefire.com
www.clarkefire.com

Founded:

1964

Primary Products/Services:

Diesel Engine Fire Pump Drivers

Market Area:

Global

Hours of Operation:

24/7

Management:

Dane Petrie - CEO

John Whitney – President

Craig Melvin - Vice President of Global Operations

Justin Strousse - Director of Global Sales

Ken Wauligman - Director of Engineering

Brandon Cushman - Plant Manager

John Whitney III – Customer Support Manager

Sales Contact:

Justin Strousse - Director of Global Sales
Email: jstrousse@clarkefire.com
Tel: 513.616.2891

Company Profile:

Clarke Fire Protection Products is a global supplier of UL/FM diesel fire pump drivers, meeting NFPA20 and country-code requirements. Products include the pressure-limiting driver (PLD) and Tier 3 EPA-certified engines. Manufacturing locations are Cincinnati, Ohio and Coatbridge, Scotland.



Core & Main Fire Protection

1830 Craig Park Court
 St. Louis, Missouri 63146 Tel: 800.492.6909
www.coreandmainfire.com

Primary Products/Services:

Full-line supplier and fabricator

Market Area:

National

Hours of Operation:

8:00 a.m.-5:00 p.m., Mon.-Fri.

Management:

Brad Cowles, President
 Lawson Brown, Vice President
 Hank Evans, Director, National Operations
 Derek Allen, Senior Regional Director West
 Bradley Moss, Senior Regional Director
 Brad Boswell, Regional Director East
 Joe Horvath, Regional Director Central

Sales Contact:

Hank Evans, Director, National Operations
 Email: hank.evans@coreandmain.com

Company Profile:

Core & Main Fire Protection offers a full array of fire protection products and services. With an ever-growing footprint, our strategically located supply and fabrication facilities maintain vast inventories and enable us to provide superior customer service along with today's technology. Our fabrication facilities are backed by strict quality control procedures and offer custom fabrication to meet the needs of your next project.

**CORE & MAIN FIRE PROTECTION
 BRANCH LOCATIONS:**

MOBILE, ALABAMA
 4210 Halls Mill Rd.
 Mobile, AL 36693
 Tel: 251.406.8941
 Fax: 251.661.7804

PHOENIX, ARIZONA
 1450 E Buckeye Rd.
 Phoenix, AZ 85034
 Tel: 602.256.0050
 Fax: 602.256.7117

BEAUMONT, CALIFORNIA
 245 Euclid Ave.
 Beaumont, CA 92223
 Tel: 562.690.1000
 FONTANA, CALIFORNIA

15535 Arrow Route
 Fontana, CA 92335
 Tel: 909.320.5306
 Fax: 909.356.8599

FRESNO, CALIFORNIA
 4710 E Commerce Ave.
 Fresno, CA 93725
 Tel: 559.441.7171
 Fax: 559.441.7175

HAYWARD, CALIFORNIA
 2407 Industrial Parkway W
 Hayward, CA 94545
 Tel: 510.441.1650
 Fax: 510.441.1620

LA HABRA, CALIFORNIA
 751 E Lambert Rd.
 La Habra, CA 90631
 Tel: 562.690.8800
 Fax: 562.690.1419

LA HABRA, CALIFORNIA (DANGELO)
 601 Harbor Blvd.
 La Habra, CA 90631
 Tel: 562.690.1000

LAKESIDE, CALIFORNIA
 10046 Marathon Parkway
 Lakeside, CA 92040
 Tel: 562.690.100

LODI, CALIFORNIA
 1625 S Stockton St.
 Lodi, CA 95240
 Tel: 209.334.9768
 Fax: 209.334.9773

SACRAMENTO, CALIFORNIA
 1120 Blumenfeld Drive
 Sacramento, CA 95815
 Tel: 916.565.0466
 Fax: 916.565.1852

SAN FRANCISCO, CALIFORNIA
 111 Toland St.
 San Francisco, CA 94124
 Tel: 415.431.8722
 Fax: 415.431.8567

DENVER, COLORADO
 4735 Leyden St.
 Denver, CO 80216
 Tel: 303.305.4507
 Fax: 720.941.4347

WINDSOR, CONNECTICUT
 1220 Kennedy Rd. Ste. 2
 Windsor, CT 05095
 Tel: 860.688.1780
 Fax: 860.688.1784
 JACKSONVILLE, FLORIDA

11310 Distribution Ave. W
 Jacksonville, FL 32256
 Tel: 904.260.4705
 Fax: 904.260.4644

MIAMI, FLORIDA
 10810 NW 92nd Terrace Ste. 108
 Medley, FL 33178
 Tel: 305.477.2383
 Fax: 305.805.4923

ORLANDO, FLORIDA
 3655 Old Winter Garden Rd.
 Orlando, FL 32805
 Tel: 407.299.2275
 Fax: 407.298.5038

PALM BEACH, FLORIDA
 1751 Avenue L
 Riviera Beach, FL 33404
 Tel: 561.863.5600
 Fax: 561.845.6120

TAMPA, FLORIDA
 1801B Massaro Blvd.
 Tampa, FL 33619
 Tel: 813.620.9058
 Fax: 813.626.6912

ATLANTA, GEORGIA
 2157 Tucker Industrial Rd.
 Tucker, GA 30084
 Tel: 770.414.1212
 Fax: 770.414.1883

HONOLULU, HAWAII
 2825 Koapaka St., Unit B-2
 Honolulu, HI 96819
 Tel: 808.833.1844
 Fax: 808.839.7400

CHICAGO, ILLINOIS
 5144 W 73rd St.
 Bedford Park, IL 60638
 Tel: 708.728.9793
 FAX: 708.728.9826

INDIANAPOLIS, INDIANA
 8615 E 33rd St.
 Indianapolis, IN 46226
 Tel: 317.898.4879
 Fax: 317.898.4868

COLUMBIA, MARYLAND
 9325 Snowden River Pkwy #C
 Columbia, MD 21046
 Tel: 410.290.8020
 Fax: 410.290.8019

BROCKTON, MASSACHUSETTS
1123 Pearl St.
Brockton, MA 02301
Tel: 508.894.0130
Fax: 508.894.0139

QUINCY, MASSACHUSETTS
210 Ricciuti Dr.
Quincy, MA 02169
Tel: 617.472.4575
Fax: 617.472.1612

ST. LOUIS, MISSOURI
13551 NW Industrial Dr.
Bridgeton, MO 63044
Tel: 314.291.5055
Fax: 314.291.5084

SALEM, NEW HAMPSHIRE
50 Northwestern Dr.
Salem, NH 03079
Tel: 603.685.3200
Fax: 603.685.3206

LYNDHURST, NEW JERSEY
700 Schuyler Ave.
Lyndhurst, NJ 07071
Tel: 201.939.1100
Fax: 201.939.6095

WESTVILLE, NEW JERSEY
1050 Broadway
Westville, NJ 08093
Tel: 856.742.9000
Fax: 856.742.1761

ALBANY, NEW YORK
75 Cohoes Ave.
Green Island, NY 12183
Tel: 518.270.2159
Fax: 518.270.8384

GARDEN CITY, NEW YORK
586 Commercial Ave.
Garden City, NY 11530
Tel: 516.222.8008
Fax: 516.222.9234

BRONX, NEW YORK
1536 Southern Blvd. Ste. 1
Bronx, NY 10460
Tel: 929.358.7610
Fax: 904.339.9338

BROOKLYN, NEW YORK
729 Hicks St.
Brooklyn, NY 11231
Tel: 718.669.7600
Fax: 718.669.7601

MASPETH, NEW YORK
58-58 56th St.
Maspeth, NY 11378
Tel: 718.456.7877
Fax: 718.456.7852

CHARLOTTE, NORTH CAROLINA
75 Odell School Rd. S
Concord, NC 28027
Tel: 704.784.4700
Fax: 704.789.9288

CLEVELAND, NORTH CAROLINA
10230 Statesville Blvd.
Cleveland, NC 27013
Tel: 704.278.1000
Fax: 704.278.4312

RALEIGH, NORTH CAROLINA
5000 Jones Sausage Rd.
Garner, NC 27529
Tel: 984.272.3330

LAS VEGAS, NEVADA
4035 W Oquendo Rd.
Las Vegas, NV 89118
Tel: 702.382.0331
Fax: 702.382.0671

CINCINNATI, OHIO
4325 Mulhauser Rd. Ste. 6
Fairfield, OH 45014
Tel: 513.642.7005
Fax: 513.860.1245

OKLAHOMA CITY, OKLAHOMA
4624 SW 23rd St.
Oklahoma City, OK 73128
Tel: 405.506.6206
Fax: 405.900.4367

PORTLAND, OREGON
12670 SW Leveton Dr.
Tualatin, OR 97062
Tel: 503.404.2650
Fax: 503.691.6001

PROVIDENCE, RHODE ISLAND
225 York Ave.
Pawtucket, RI 02905
Tel: 401.490.9670
Fax: 401.490.6272

MEMPHIS, TENNESSEE
3634 Cherry Rd.
Memphis, TN 38118
Tel: 901.745.3106
Fax: 901.370.6920

NASHVILLE, TENNESSEE
413 Woodycrest Ave.
Nashville, TN 37210
Tel: 615.932.5656
Fax: 615.736.2760

AUSTIN, TEXAS
1925 Picadilly Dr.
Round Rock, TX 78664
Tel: 737.273.7400
Fax: 737.273.7567

DALLAS, TEXAS
9010 Sterling St.
Irving, TX 75063
Tel: 972.830.9370
Fax: 972.871.1365

HOUSTON, TEXAS
606 West Rd.
Houston, TX 77038
Tel: 713.937.4568
Fax: 713.937.0493

SAN ANTONIO, TEXAS
6215 Krempen Ave.
San Antonio, TX 78233
Tel: 210.247.4940
Fax: 210.637.6682

SALT LAKE CITY, UTAH
275 W 2855 S
Salt Lake City, UT 84115
Tel: 385.419.3950
Fax: 801.467.4099

SPRINGFIELD, VIRGINIA
8080 Alban Rd. Unit D
Springfield, VA 22150
Tel: 703.270.4595
Fax: 703.440.5042

SEATTLE, WASHINGTON
3002 Lind Ave. SW
Renton, WA 98057
Tel: 253-518-2560
Fax: 425.251.0362



Croker Division

Fire-End and Croker Corporation
 7 Westchester Plaza
 Elmsford, New York 10523
 Tel: 914.592.3640
 Toll-Free: 800.729.3473
 Email: info@croker.com
www.croker.com

Founded:
 1911

Primary Products/Services:
 Fire Protection Equipment

Market Area:
 Domestic/International

Hours of Operation:
 M-F 8:30 a.m.-4:30 p.m.

Management:
 Marc Caramucci, General Manager

Company Profile:
 For over a century, Croker has manufactured and supplied the highest quality Fire Hose and Standpipe Equipment available in the industry. Croker continues to be an industry leader in quality products as well as dependable service. Our Croker catalog provides building owners, architects, engineers, distributors, and contractors with a clear and comprehensive specification and purchasing reference guide.

Decoshield Systems, Inc.
 3050 SW 14th Place #3
 Boynton Beach, Florida 33426
 Tel: 800.873.0894
 Email: info@decoshield.com
www.decoshield.com

Primary Products/Services:
 Decorative covering and pipe hangers for fire sprinkler systems.

Management:
 Linda Camm, President
 Sales Contact: Justin Penney
 Email: justin@decoshield.com

DEWALT
 701 E Joppa Rd,
 Towson, MD 21286
 Tel: 800-433-9258
www.dewalt.com/total-trade-solutions/browse-trade/fire-sprinkler-installation-solutions

Primary Products/Services:
 Power Tools, Hand Tools, Anchors & Fasteners, Construction Technology Software, Asset Management, Anchors and Fastening

Market Area:
 Global

DEWALT INDUSTRIAL TOOL CO.
Sales Contact:
 Jon Howland, Director of Marketing
 Email: jon.howland@dewalt.com

Company Profile:
 DEWALT, a Stanley Black & Decker brand, is obsessed with how users work in the real world and is relentlessly pursuing total jobsite and landscaping solutions. By incorporating its latest technology and industry innovations, DEWALT is leading the charge for the jobsite of the future and pioneering the next generation of outdoor equipment. DEWALT products. GUARANTEED TOUGH®.

For more information, visit www.dewalt.com or follow DEWALT on Facebook, Twitter, Instagram, and LinkedIn.

Driven Fire Consultants
 910 N. Sycamore Ave.
 Sioux Falls, SD 57110
 Tel: 605.444.9290
 Email: info@drivenfire.com
www.drivenfire.com

Date Founded:
 2015

Products/Services:
 Driven Fire Consultants is a design and consulting firm specializing in fire sprinkler systems.

Management:
 Darin Syverson and Jared Van Gammeren

Sales Contact:
 Jared Van Gammeren
 jaredv@drivenfire.com
 605.444.3762

Company Profile:
 Driven Fire Consultants is a design and consulting firm specializing in fire sprinkler systems. We

work with construction managers, contractors, architects, engineers, and building owners to create code compliant and cost-effective fire protection systems for all types of buildings. Let us help you better understand your fire protection needs, solve your fire sprinkler problems, and save you time and money along the way.

DUYAR
 Osmangazi Mahallesi 2653
 Sokak No: 7/1 34522 Esenyurt
 Istanbul, TURKEY
 Phone: +90 212.668.1808
 Phone: +1 904 237 0657
 Email: sales@duyar.com
www.duyar.com

Date Founded:
 1965

Products/Services:
 Fire Protection Valves, Sprinkler Heads, and Flow Switches

Management:
 Huseyin Gumrukcu

Sales Contact:
 Randy Lane

Company Profile:
 Manufacturer (Fire Protection Products)



Dyne Fire Protection Labs
 2357 Ventura Drive Suite 108
 Tel: 800-632-2304 or 651-917-0644
 Email: lab@dyneusa.com
www.dyneusa.com

Founded:
 1999

Services:
 Periodic Laboratory Analysis of Sprinklers, Anti-freeze, Firefighting Foam, Dry Chemical, and FK 5-1-12

Products:
 Dropmaster™ DM12
 Management: Grant Lobdell, President

Sales Contact:
 Jennie Novak, Marketing Manager
 Email: jennie@dyneusa.com

continues >>>

Company Profile:

Partnering to protect lives and property. Dyne is an ISO 9001-certified and ISO/IEC 17025 accredited (sprinklers) independent compliance testing laboratory specializing in the periodic laboratory analysis of sprinklers, antifreeze, fire-fighting foam, dry chemical, and FK 5-1-12 to help end-users and/or their designated representatives fulfill various inspection, testing, and maintenance (ITM) standards such as NFPA 25. Dyne provides test results in 5-business days or less along with free sample kits and free shipping within the contiguous United States for most sample types. Dyne also manufactures and distributes the Dropmaster™ DM12, a device designed to remove trapped water and odor in sprinkler system drops to allow efficient removal of sprinklers from existing systems.

Elkhart Brass (a Safe Fleet brand)

1302 W Beardsley Ave.,
Elkhart, IN. 46514
Tel: 574.295.8330
Email: info@safefleet.net
www.elkhartbrass.com

Date Founded:
1902

Products / Services:

Fire Fighting Equipment: Monitors, Valves, Handline Nozzles, Appliances, Industrial Systems, Foam Eductors, Mining and Construction

Sales Contact:

Steve Falke – steve.falke@safefleet.net

Date Founded:
2018

Products/Services:

USA-made ASTM A53 Grade A Schedule 10 and Schedule 40 ERW Black Steel Pipe (UL Listed and FM Approved) with MIC Defense Corrosion Inhibitor, Pipe Nipples, Threading

Management:

Chris Gearing, Vice President

Sales Contact:

Chris Gearing, cgearing@specialtyconduit.com

Company Profile

Fayette Pipe, a division of Specialty Conduit & Mfg., is a family- and veteran-owned company. Its black steel pipes and nipples are found in fire sprinkler, HVAC, and other low-pressure plumbing applications. Fayette offers on-time delivery anywhere in the continental U.S. and is backed by a one-year limited warranty.

EDCOS, Inc.

1505 Venture Dr
Weslaco, Texas 78599
Tel: 956.565.5660
Email: yvonne.gomez@edcos.com
www.edcos.com

Founded:
2004

Primary Products/Services:

Grooved Fittings, Pipe Valves, Fittings, Hangers, Foam, Bladder Tanks, other.

Market Area:

New Mexico, Texas, Louisiana, Mexico, Central and South America, Caribbean

Hours of Operation:

8 a.m.-5 p.m. M-F

Management:

Elvia Valdez
Yvonne Gomez

Sales Contact:

Hayed Sanchez - International / Domestic Sales
Jose M. Rodriguez - International / Domestic Sales / Email: sales@edcos.com

Company Profile:

We distribute and supply UL & FM, CE, VdA, other, listed approved fire protection equipment; Pipe, Valves, fittings, Grooved, Welded, Flanged, Mechanical Joint Fittings, Hangers, Butterfly Valves, Wafer Valves, Fire Hydrants, Post Indicators, Nozzles, Fire Hose, Angle Valves. From underground materials to all above ground. We also provide foam concentrate, bladder tanks, ILBP foam pump skids, grooving tools. FM200, CO2, Novec1230. We also cover mechanical contractors.

Give us an opportunity. Se Habla Español.

Engineered Corrosion Solutions

11336 Lackland Road
St. Louis MO 63146
Phone: 314-432-1377
Email: sales@ecscorrosion.com
www.ecscorrosion.com

Date Founded:
2003

Products/Services:

nitrogen generators, automatic air vents, corrosion monitoring devices, corrosion assessment services, corrosion training services

Management:

Adam Hilton – CEO/President
Sales Contact:
Andrew Loeffelman, VP Sales

Company Profile:

We are innovators at the intersection of corrosion and fire protection. As an organization, we have over 100 years of experience working in the fire protection industry, and we are an ISO 9001 certified company. ECS sells direct to the fire sprinkler contractor which allows us to provide industry-best lead times and customer service.



Ferguson Fire & Fabrication

Corporate Headquarters
800 South 4th Avenue
Mansfield, Texas 76063
Tel: 817.276.7060
www.ferguson.com/fire

Founded:
1989

Primary Products/Services:

Fire Sprinkler Material, Special Hazards, Engineered Products and Fabrication.

Market Area:

Continental United States plus Alaska

Hours of Operation:

7:00 a.m. - 4:30 p.m. Mon.-Fri.

Management:

George DiMatteo
V.P. – Ferguson Fire & Fabrication

Company Profile

Ferguson Fire & Fabrication supplies the highest quality fire protection equipment to our customers nationwide. With locations across the nation and industry leading associates, we have the reach to supply the most demanding fire protection jobs in the country. Many of our locations have fabrication capabilities and are ISO Certified, making us the largest ISO Certified fabricator in the country. We offer our customers world-class customer service and unmatched



Fayette Pipe

2282 University Drive
Lemont Furnace, PA 15456
Phone: 724.438.7600
Email insidesales@ecscorrosion.com
www.fayettepipe.com

industry expertise. Our associates enthusiastically use their experience to make sure each warehouse location operates in the best interest of the customer and the needs of that local market. From core fire protection products and fabrication to engineered fire protection products, we offer customers access to one of the most comprehensive inventories in the industry. Our supply chain, digital capabilities and vendor partnerships allow us to provide customers with a forward-thinking competitive advantage. Ferguson Fire & Fabrication is a complete source for all fire protection needs.

FireDos®

FireDos US

9000 Hempstead Rd Ste 280,
 Houston, TX 77008
 Tel: 281.721.4542
 Email: info@firedos.com
www.firedos.com

Date Founded:
 1979

Products/Services:
 Foam Proportioners, Firefighting Monitors

Sales Contact:
 joerg.fahrenheit@firedos.com
 joe.stoneypher@firedos.com

Company Profile:
 Manufacturer of FM-approved foam proportioners and monitors. Eco-friendly sustainable foam proportioners prove their proportioning rate without generating foam. Proportioning is accurate for virtually all viscosities of concentrates, with widest flow rate ranges. FM approvals are independent of concentrate used. Fully automatic (with IR sensing) and remote-operated monitors available with flows up to 15,000gpm.

Fire Tech Productions

7976 Clio Rd
 Centerville, OH 45459
 Tel: 937-434-3473
 Email: info@firetech.com
www.firetech.com

Date Founded:
 1987

Products/Services:
 Over 250 online courses, NICET prep courses,

Tabbed Books, Tabs, Reference Texts, Hands-On Workshops, and more.

Management:
 lisa@firetech.com

Sales Contact:
 lindsey@firetech.com

Company Profile:
 Online Training Courses related to fire alarms, fire sprinklers, portable extinguishers, special hazards, and more. Fire Tech has been a leader in NICET Exam Prep since 1987, with additional focus on state certifications, continuing education, reference textbooks, and hands-on training workshops. With the recent addition of Business Account Training Portals, teams now have easy access to discounts, curated learning paths, and training solutions.

The Flow Company

Email:
 franz.h@theflowcompanyusa.com
www.theflowcompanyusa.com

FormLink Systems

P.O. Box 23585
 Hilton Head Island, SC 29925-3585
 Tel: 317.735.3345
 Email: sales@formlinksystems.com
www.formlinksystems.com

Company Profile:
 FormLink's easy to use inspection software saves you time and money. With form packages for NFPA-25, NFPA-72, fire extinguishers, and more, you can deliver professional reports in minutes, directly to your customers. We also have the ability to create custom forms to satisfy any specific requirements outside of the standard forms or you can create your own with our custom form builder. Get great software and exceptional customer service, all with no hassle. Make the choice that will change how you do business by partnering with FormLink Systems!

Fox Sprinkler Supply Corporation

951 Estes Court
 Schaumburg, Illinois 60193
 Tel: 847.524.8250
www.foxsprinkler.com

Founded:
 2000
Primary Products/Services:
 Distribution/Fabrication

Market Area:
 Illinois, Indiana, Iowa, Kentucky, Wisconsin

Hours of Operation:
 Mon 5:30 a.m.-5:00 p.m.
 Tue-Wed 4:30 a.m.-5:00 p.m.
 Th-Fri 5:30 a.m.-5:00 p.m.

Management:
 Danielle Sandfox, President
 Dan Rossol Operation Mgr.

Sales Contact:
 Shannon Davis

Company Profile:
 Fox Sprinkler Supply Corp. is a fire sprinkler supply company with people dedicated to bringing the utmost in service to our customers. Employees with exceptional knowledge and over 20 years in experience in the fire sprinkler industry.

Frontline Wildfire Defense

23905 Clinton Keith Rd
 Ste 114 PMB 207
 Wildomar, CA 92595
 Tel: 866.828.4752
www.frontlinewildfire.com

Fuel Technologies International

8040 El Camino Real
 Atascadero, CA 93422
 Tel: 805.462.8849
www.fueltechnologiesinternational.com

Gast Manufacturing, a Unit of IDEX Corporation

2300 M-139 Hwy
 Benton Harbor, MI 49022
 Tel: Dry Sprinkler Team Main 269.934.1298
 Email: nskoda@idexcorp.com
www.gastmfg.com

Date Founded:
 1921

Primary Products/Services:
 Gast designs and manufactures air compressors for Dry and Pre-Action sprinkler systems. Gast also provides training on air compressors for the sprinkler industry.

Hours of Operation:

Monday through Friday 8:00 AM to 5:00 PM EST

Management:

Nick Skoda,
Technical Support Supervisor/
Targeted Growth Technical Specialist

Company Profile:

Since 1921, Gast Manufacturing, Inc. has been a leader in the design and manufacturing of quality air-moving products. We specialize in offering cost effective solutions for a wide variety of industries including Fire & Safety, Industrial manufacturing, Healthcare, and Environmental applications. Gast's wide array of pneumatic products include compressors, vacuum pumps, air motors, vacuum generators and regenerative blowers - all tailored to meet the many challenging applications of OEMs and end users worldwide.



General Air Products, Inc.

118 Summit Drive
Exton, Pennsylvania 19341
Tel: 610.524.8950
Toll Free: 800.345.8207
www.generalairproducts.com

Founded:

1936

Primary Products/Services:

Air compressors / Nitrogen generators / 13D Pump and Tank Systems / Air Maintenance Devices

Market Area:

Worldwide

Hours of Operation:

8:00 a.m. - 5:00 p.m. EST Mon.-Fri.

Management:

Raymond M. Fremont Jr., President
David Fremont, Sales Director
Dave English, Director of Business Development
Jim Doherty, Marketing Director

Sales Contact:

David Fremont

Company Profile:

General Air Products, Inc. has been a leader in the fire protection industry for over 50 years. Manufacturing a complete line of dry pipe sprinkler system filling equipment—including Air Compressors, Nitrogen Generators, Dry Air Generators, and Vapor Corrosion Inhibitor delivery system, Vapor Pipe Shield — has uniquely

positioned us as the authority for complete dry sprinkler system filling solutions. We also offer a line of single family 13D pump and tank systems. Our quality products come guaranteed with unparalleled customer service both before and after the sale. Visit us at www.generalairproducts.com or give us a call at 800-345-8207 for details, drawings, and more!

GoCanvas

11951 Freedom Dr Ste 401
Reston, VA 20190
www.gocanvas.com

Guardian Fire Equipment

3430 NW 38th Street
Miami, Florida 33142
Toll-Free: 800.327.6584
www.guardianfire.com

Primary Products/Services:

Fire Standpipe Equipment

Market Area:

Worldwide

Management:

Lisa C. Peterson, President



Harrington, Inc.

2630 West 21st Street
Erie, Pennsylvania 16506
Tel: 814.838.3957
Toll Free: 800.553.0078
Email: paulc@harrinc.com
www.hydrantstorz.com/

Founded:

1988

Primary Products/Services:

Hydrant Storz adapter assemblies, FDC connections, Water supply connections, gate valves, Storz, threaded, and flange adapters, gated wyes, Water supply connections, gate valves, Storz, threaded, and flange adapters, gated wyes

Market Area:

Worldwide

Hours of Operation:

8:00 a.m.-5:00 p.m. M-F

Management:

Dave Harrington, President
Email: daveh@harrinc.com

Sales Contact:

Paul Carpenter, VP of Sales
Email: paulc@harrinc.com

Company Profile:

Harrington, Inc. is a manufacturer of Hydrant Storz assemblies, FDC connections, gate valves, adapters-threaded, adapters-Storz, and adapters-flange, gated wyes, Siamese. Send inquiries to: info@harrinc.com

The Hose Monster Company

1330 Ensell Rd
Lake Zurich, IL 60047
Tel: 847.434.0101
Toll Free: 888.202.9987
www.hosemonster.com

Founded:

1996

Primary Products/Services:

Fire pump and flow test equipment

Market Area:

Global

Hours of Operation:

Mon.-Thurs. 8:00 a.m.-5:00 p.m. CST,
Fri. 8:00 a.m.-4:00 p.m. CST

Sales Contact:

Michael Anderson, Sales Manager

Company Profile:

The Hose Monster Company is dedicated to providing equipment, software and procedural solutions that make the jobs of maintaining water-based fire protection systems and water distribution systems more accurate, more efficient and more reliable. All our products are designed to give accurate information about the water supply that is available to fight a fire at any given moment.

HRS Systems, Inc.

208 Southside Square
Petersburg, Tennessee 37144
Tel: 931.659.9760
www.hrssystem.com

Primary Products/Services:

Fire Protection Engineering Software

Company Profile:

HRS Systems' suite of hydraulic analysis solutions has been leading the fire protection indus-

try in accuracy, reliability, and simplicity for over 45 years. HASS tools allow for faster designs, unmatched calculation accuracy, significant cost reduction, and easy-to-understand report prep for any water-based or CO2 suppression system. Being family-owned and operated since 1976, our top priority is to welcome our customers into the HRS family by providing the highest level of service and support. HRS Systems is an original pioneer in hydraulic analysis technology, and we're still working to push the envelope today. Discover more at www.hrssystem.com.

HASS - Hydraulic Analysis of Sprinkler Systems
 HASS House - Residential Sprinkler Analysis
 COOSA - CO2 System Analysis



Hydratec, Inc.
 64 Haverhill Road
 Windham, New Hampshire 03087
 Tel: 603.434.0502
 Email: al@hydracad.com
www.hydratecinc.com

Founded:
 1972

Primary Products/Services:
 Fire Protection Design Software and Service using Revit or AutoCAD

Market Area:
 Worldwide

Hours of Operation:
 9:00 a.m. - 5:00 p.m. Mon.-Fri.

Management:
 Alan Johnston, President
 Michael Johnston, Vice-President

Sales Contact:
 Art Dove, CAD Development Manager
 Email: sales@hydracad.com

Company Profile:
 Hydratec has been providing quality software and design services for over 50 years. Our complete line of software products, along with accessible and knowledgeable customer service, gives the Hydratec customer of any size or experience level an edge in design efficiency. Our software packages include HydraCAD for system design, HydraLIST for fabrication reports, HydraCALC for pipe sizing and providing NFPA compliant system calculations, and HydraCALC-Sizer for pipe size estimating. The HydraCAD software is used as an add-on to Revit, to provide 3D BIM with true Revit design/integration, and/

or AutoCAD. The software offerings can be used separately or as integrated packages to provide comprehensive and automated calculations and/or stock listing.

Inspect Point

24 4th Street
 Troy, New York 12180
 Tel: 888.287.1471
www.inspectpoint.com

Date Founded:
 2014

Primary Products/Services:
 An SaaS for fire protection.

Market Area:
 North America

Hours of Operation:
 8:00 am – 5:00 pm

Management:
 Sales Contact:
sales@inspectpoint.com

Primary Products/Services:
 Fire Protection Software

Company Profile:
 Inspect Point is a platform designed from the ground up for Fire & Life Safety Contractors. Our tools help companies manage their inspections, proposals, and dispatching seamlessly through a web portal and mobile App. Featuring the most extensive library of built-in NFPA forms and a customer base made up of exclusively fire protection professionals, Inspect Point is the most trusted name in fire inspection software.

**ITW Commercial Construction/
 Buildex-SAMMY**

700 High Grove Blvd.
 Glendale Heights, Illinois 60139
 Tel: 630.694.4675
www.itwbuildex.com

Founded:
 1967

Primary Products/Services:
 Pipe Hangers

Market Area:
 National

Hours of Operation:
 8:00 a.m. – 5:00 p.m. Mon.-Fri.

Management:
 J. Schneider, Nat'l Mktg Mgr.

Ben Nolen, Product Mktg Mgr.

Sales Contact:
 Bryant Hope, Nat'l Sales Mgr.

Company Profile:

ITW Commercial Construction is a division of Illinois Tool Works, has been a leading manufacturer of fastener systems for the construction industry. Our mission is to provide value-added, innovative product solutions to help contractors and architects build high quality buildings. SAMMYS® suspended anchoring systems have been providing vertical and horizontal overhead structural attachment solutions for decades. They are manufactured to meet the design challenges of modern structures and are aesthetically compatible with green design principles seeking to provide borrowed lighting and space framing benefits. All Sammys are made here in the USA, using the Teks® and Tapcon® technology preferred by US contractors for years. Sammys are best known in the fire sprinkler industry, but are adaptable for use in plumbing, electrical and HVAC applications.

JG Innovations, Inc.

P.O. Box 8128
 Janesville, Wisconsin 53547-8128
 Tel: 608.314.8710
 Toll-Free: 888.933.2248 (888.We.Fab.It)
 Email: sales@jgius.com
www.jgius.com

Founded:
 2009

Primary Products/Services:
 Soffi-Steel® System
 JGI Interlock™ Concealment Systems
 ALumA-Fit™ Concealment System

Market Area:
 Nationwide

Hours of Operation:
 8:00 a.m.-5:00 p.m. M-F

Sales Contact:
 Allen Stowers, President
 Tel: 608.314.8710
 Email: sales@jgius.com

Company Profile:

JG Innovations, Inc. offers the Soffi-Steel® and Interlock™ concealment systems for the purpose of concealing Fire Sprinkler Systems, Piping, Plumbing, HVAC, Finned Tube, Ductwork and Cable. The Soffi-Steel® and Interlock™ Concealment Systems are made in the USA, produced from A60/G90 domestic galvanized steel and carry industry approvals and certifications in the US and Canada such as FM Approval and

UL/ULC Listings. While our custom fabricated enclosure systems are unsurpassed in retrofit applications, the flexible design makes it equally impressive for new construction projects. Utilize the Soffi-Steel® and Interlock™ Concealment Systems for applications in: • Universities • College Dormitories • Student Housing • PK-12 Schools • Nursing Homes • Assisted Living Communities • Affordable Housing • High-Rises/Condominiums • VA Hospitals and Clinics • Psychiatric Facilities • Detention Centers • Jails and Prisons • Residential Properties • Commercial Buildings

JOB GmbH

Kurt-Fischer-Str. 30
22926 Ahrensburg
Germany
Tel: +49-4102-2114-21
Mobile: +49-175-2628895
Email: Teschner@job-bulbs.com
www.job-bulbs.com

Founded:

JOB Group founded 1971.
50 Years of Innovation and Customer Service



Johnson Controls, Fire Suppression

1441 Elmwood Ave.
Cranston, RI 02910
www.Tyco-fire.com
www.SprinkCAD.com
www.Ansul.com
www.chemguard.com/
www.OnlineTechXchange.com

Founded:

1885

Primary Products/Services:

Unmatched range of fire suppression systems including sprinklers and valves, extinguishers and agents, special hazards systems, related components and fittings, sprinkler system design software and training services.
Market Area: Global

Hours of Operation:

8:00 a.m.-5:00 p.m. EST, M-F

Management:

Chris Eichmann, V.P. & G.M, Global Fire Solutions

continues >>>

Sales Contact:

Michael Mottice, Director, Sales, Fire Suppression Products
Tel: 800.862.6785

Company Profile:

At Johnson Controls (NYSE:JCI), we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet. Building on a proud history of nearly 140 years of innovation, we deliver the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through OpenBlue, our comprehensive digital offering. Today, with a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry. Visit www.johnsoncontrols.com for more information and follow @JohnsonControls on social platforms.

Kennedy Valve

1021 E. Water Street
Elmira, NY 14901
Tel: 607.378.1429
Email: barry.obrien@kennedyvalve.com
www.kennedyvalve.com

Founded:

1877

Primary Products/Services:

UL-FM Gate Valves, Grooved Check Valves, Grooved Gate Valves, Grooved BFVs, Wafer BFVs, Wafer Check Valves, Indicator Posts, Fire Hydrants

Hours of Operation:

M-F 7:30 a.m.-5:00 p.m. EST

Management:

Nate Pizzini, GM
Barry O'Brien, Nat'l Sales Mgr., Fire
Ken Brown, Fire Protection Market Mgr.

Sales Contact:

Barry O'Brien
Email: barry.obrien@kennedyvalve.com

Company Profile:

Kennedy Valve is both an iron foundry and machining center for valves and hydrants located in Elmira, New York. We make 24" and down UL listed and FM approved gate valves, butterfly valves, check valves, indicator posts, as well as fire hydrants. Additionally, we offer the industry's only factory installed OS&Y tamper switch, the KVOS2. See also cadlibrary.kennedyvalve.com.



Lubrizol – BlazeMaster® & freezemaster™

9911 Brecksville Road
Brecksville, Ohio 44141
Tel: 216.447.5330
Email: blazemaster@lubrizol.com
www.BlazeMaster.com

Founded:

1984

Primary Products/Services:

BlazeMaster® Fire Protection Systems and freezemaster™ Antifreeze

Management:

Lainey Liotta, Global Fire Protection Market Manager

Connect with us at www.blazemaster.com & www.freezemaster.com & www.lubrizol.com

Company Profile:

Lubrizol has delivered science, service, and safety to the fire sprinkler industry for over 40 years. Best known for its BlazeMaster® Fire Protection Systems, the most specified nonmetallic fire sprinkler piping system in the world, Lubrizol also manufactures UL-listed freezemaster™ antifreeze, which offers systems superior protection from freezing temperatures and corrosion.

The Macomb Group

6600 15 Mile Rd
Sterling Heights, MI 48312-4512
Tel: 586.274.4100
www.macombgroup.com/



The Metraflex Company

2323 West Hubbard Street
Chicago, Illinois 60612-1403
Tel: 312.738.3800
Email: zekeb@metraflex.com
www.metrafire.com

Founded:

1958

Primary Products/Services:

FireLoop, Seismic Breakaway Hanger

Market Area:

International

Hours of Operation:

8:30 a.m. - 5:00 p.m. CST Mon.-Fri.

Sales Contact:

Zeke Bochenek, VP of Sales
 Email: zekeb@metraflex.com

Company Profile:

Metraflex has been supplying piping specialty products since 1958. With the introduction of the UL listed FireLoop seismic expansion joint, Metraflex has brought its expertise in seismic expansion joints to the fire sprinkler industry. The introduction and rapid acceptance of the FireLoop for fire sprinkler systems, plus its compliance with NFPA 13 guidelines, has made it the seismic expansion joint of choice.

MicroBIM

Jacksonville, FL
 Tel: 931.329.5053
www.microbim.net

Morris Group

15125 Proctor Ave
 City of Industry, CA 91746
 Tel: 626.336.4561
 Fax: 626.961.2200
 E-mail: info@morrisgroup.com
www.morrisgroup.co/home

National Foam, Inc

350 East Union St. /
 West Chester, PA 19382
 Tel: 800-334-3156
 Email: customer.service@nationalfoam.com
www.nationalfoam.com

Date Founded:

1819

Products/Services:

Fluorine free foam concentrates, mobile and fixed foam hardware (systems), design / engineering service of foam systems, management and engineering of fixed foam system conversion process - legacy foam to fluorine free foam, Firefighting training.

Management:

Mr. Bobby Nelson, General Manager

Mr. Philip Novac Vice President of Sales

Sales Contact:

Mr. Philip Novac
 philip.novac@nationalfoam.com

Sales Contact:

Mr. Bobby Nelson
 bobby.nelson@nationalfoam.com

Company Profile:

National Foam is the recognized leader in fluorine free firefighting foam concentrates with expertise in design and engineering of fixed foam hardware systems. Capabilities include converting fixed foam system to Fluorine free foam systems. Universal Green, Muni Green Plus and Muni Green are U.L. listed and GreenScreen certified fluorine free foam concentrates. We provide on-site or off site custom designed municipal and industrial firefighting training with legacy and fluorine free foam techniques and strategy. For more information stop by our booth or visit www.nationalfoam.com.



The Noble Company

7300 Enterprise Drive
 Spring Lake, Michigan 49456
 Tel: 800.878.5788
www.noblecompany.com

Founded:

1946

Hours of Operation:

8 a.m.-5 p.m. EST M-F

Management:

Dave Wormmeester, President
 George Rudolph, National Sales Mgr.-
 Engineered Fluids

Sales Contact:

George Rudolph
 Tel: 800.878.5788
 Email: sales@noblecompany.com

Company Profile:

Founded in 1946, Noble Company manufactures premium-quality, innovative products for the Tile, Plumbing, Heating and Cooling, and Fire Sprinkler industries. Our Engineered Fluids Division manufactures, among other products, FireFighter® Eliminator 1330™, a U.L.- Listed antifreeze for wet fire sprinkler systems. Noble Company is an American-based company, manufacturing products in Michigan and Louisiana.

Our products are designed and manufactured to exceed applicable industry standards and are engineered for reliability.

nVent CADDY

31700 Solon Road Solon, Ohio 44139
 Tel: 440.248.0100
www.nVent.com

Founded:

1903

Primary Products/Services:

nVent CADDY is recognized as a leading provider of innovative solutions; delivering technical superiority, ease-of-use, and lowest total installed cost. Solutions & Services include:

Seismic Bracing Products and Engineered Services, hangers and supports for the Fire Protection, Mechanical, Plumbing and HVAC/R industries.

Market Area:

Global

Hours of Operation:

8 AM to 5 PM

Management:

Justin Miller, Director of Sales – USA
 Electrical / Mechanical / Fire / Seismic
 1.817.513.4086 Mobile
 Justin.Miller@nVent.com

Sales Contact:

Jim Dodson 516-302-7259
 James.Dodson@nVent.com

Company Profile:

nVent has industry-leading positions in industrial, commercial, residential, energy and infrastructure.

Our mission is to “Connect and Protect” our customers with inventive solutions, create safer systems and ensure a more secure world.

The name nVent reflects the legacy of innovation across our portfolio of brands that will serve as the foundation for the new company.

nVent employs approximately 9,000 people globally, with the main U.S. offices in Minneapolis, Minnesota.

PAC Pump & Systems, Inc.

106 Hobart St.
 Hackensack, New Jersey 07601
 Tel: 201.621.0500
www.pacpump.com

Founded:

2003

Primary Products/Services:

Fire pumps and controllers—sales and service.

Market Area:

New Jersey

Hours of Operation:

7:00 a.m. - 6:00 p.m. Mon.-Fri.

Management:

William Casey, President
Craig Pastore, Sales & Service
Cate Griffing, Inside Sales

Sales Contact:

William Casey

Company Profile:

PAC Pump & Systems, Inc. is a distribution and service company whose dedicated team of engineers, sales personnel, customer service representatives, project managers, machinist, mechanics and administrative personnel offers years of experience in supplying rotating equipment and services. We ensure our staff is prepared to meet the requirements of each and every customer by investing in education, training and state-of-the-art technology. Our customers benefit from our unparalleled problem-solving strategies that have developed through our many years of experience.

PACE Supply Corp.

6000 State Farm Dr. Ste 200
Rohnert Park, California 94928
Tel: 877.934.3473

Email: rlynch@pacesupply.com

[www.pacesupply.com/Divisions/
FireProtection](http://www.pacesupply.com/Divisions/FireProtection)

Founded:

1994

Primary Products/Services:

Plumbing, Fire Protection & Fabrication, Pipe, Valves & Fittings, Pipe Supports, International, Plumbing Finish, Water Treatment, Wastewater, Waterworks, Residential and Commercial Hydraulics, and Water Heater Solutions

Market Areas:

Northern California & Hawaii

Hours of Operation:

M-F 6:30 a.m.-5:00 p.m.

Management:

Fire Protection Manager:
Robert LynchSales
Contact: Fire Sales
Email: firesales@pacesupply.com

Company Profile:

PACE is a locally & employee-owned wholesale supply company serving California and Hawaii with 20 wholesaler locations. PACE provides

supplies to contractors and retailers. Our employee owners are proudly setting the PACE for supply and service!

Peerless Pump

2005 Dr Martin Luther King Jr St
Indianapolis, IN 46202
Tel: 317.925.9661

www.peerlesspump.com/



Perimeter Solutions/Solberg

1520 Brookfield Ave
Green Bay, Wisconsin 54313-8808
Tel: 920.593.9445

Email:

craig.mcdonnell@perimeter-solutions.com

www.solbergfoam.com

Founded:

1967

Primary Products/Services:

Foam Concentrates, Foam Systems Hardware

Market Area:

Global

Hours of Operation:

M-F 7:30 a.m. - 4:30 p.m. CST

Management:

Jeff Emery – President Fire Suppression
Craig McDonnell – VP/GM Americas Suppres-
sant

Todd Wayshville, Sales Director – Americas and
West Coast Sales Manager

Pat Dixon – East Coast Region Sales Manager

Marco Loria Picado – LATAM & Caribbean Sales
Manager

Jim Scott - Midwest Region Sales Manager

Manny Tavares - Gulf Region Sales Manager

Todd Wayshville – Sales Director - Americas

Email: Todd.Wayshville@perimeter-solutions.
com

Company Profile:

Perimeter Solutions is a global leader in fluorine-free Class B firefighting foam concentrate technology and can help end-users transition away from persistent technologies such as PFAS and cyclic siloxane based foam concentrates. The SOLBERG® RE-HEALING™ BRAND was the first fluorine free foam concentrate with a full complement of hardware both Underwriters Laboratory

(UL) and Factory Mutual (FM) approved on the market, and we are continuing our leadership in innovation and technology development with new products introduced regularly.

Today, our fluorine-free line includes foams concentrates for hydrocarbon fuels, alcohol-resistant concentrates for polar solvent fuel fires, training foam, specialty foam, and a complete line of Class A foam concentrates. Our fluorine-free foam concentrates do not contain any intentionally added PFAS substances, including PFOS, PFOA, or persistent chemicals, such as cyclic siloxanes.

Perimeter Solutions is a leading fixed firefighting foam systems integrator with a broad foam technology portfolio and a growing range of fixed and mobile equipment options – along with the requisite listings and certifications that meet your applications needs.

PHD Manufacturing, Inc.

44018 Columbiana-Waterford Road
Columbiana, OH 44408
Phone: (800) 321-2736

www.phd-mfg.com

Founded:

1972

Primary Products/Services:

PHD is a leading full line domestic manufacture of U/L, FM, MSS approved products for the Fire Protection, Mechanical, Industrial, Plumbing, and Electrical industries including: pipe hangers, beam clamps, CPVC straps, Seismic bracing, riser clamps, clevis hangers, two bolt clamps, threaded accessories, brackets, Strut Channel, and all accessories.

Market Area:

U.S., Global

Hours of Operation:

8:00 a.m.-5:00 p.m., Mon.-Fri.

Company Profile:

PHD is the last private, family-owned full line pipe hanger, Strut, and accessories manufacture left in the USA. After recent expansions PHD has over 200,000 Sq. ft. facility and approximately 28 consigned stocking warehouse locations to facilitate our service.

To find solutions to fit your need. Call 1-800-321-2736 or send an e-mail to customerservice@phd-mfg.com today!

Plumbers Supply Company

4420 Bishop Lane
 Louisville, Ky. 40218
 Tel: 800.626.5133

www.plumbers-supply-co.com

Founded:

1921

Primary Products/Service:

Fire Protection, Plumbing, Hydronics, HVAC

Market Area:

Kentucky, Tennessee, Indiana, Western West Virginia

Hours of Operation:

Mon.-Fri. 7:00 a.m.-5:00 p.m.

Management:

Brian Roberts, Outside Sales for Indianapolis area, Fire Protection Sales Manager, All locations
 Tel: 317.783.2981
 Cell: 317.557.1559
 Email: Brian.Roberts@plumbers-supply-co.com

Inside Sales: INDIANAPOLIS, INDIANA

Inside Sales Manager:

Jason Davis
 Tel: 317.472.8921
 Cell: 317.450.6764
 Email: Jason.Davis@plumbers-supply-co.com
 Richard Hamilton
 Tel: 317.472.8928
 Email: Richard.Hamilton@plumbers-supply-co.com
 Ken Albers
 Email: Ken.Albers@plumbers-supply-co.com

Inside Sales: LOUISVILLE, KENTUCKY

Inside Sales Manager:

Mike Newton
 Tel: 502.540.0332
 Cell: 502.817.2079
 Email: Mike.Newton@plumbers-supply-co.com
 Mike Ayres
 Tel: 502.540.0332
 Email: mike.ayres@plumbers-supply-co.com

Inside Sales: LEXINGTON, KENTUCKY

Ronnie Wilson
 Tel: 859.255.0700
 Cell: 859.621.5278
 Email: Ron.Wilson@plumbers-supply-co.com

Inside Sales: EVANSVILLE, INDIANA

Brent Mabrey
 Tel: 812.425.3115
 Cell: 812.305.3203
 Email: Brent.Mabrey@plumbers-supply-co.com

Fire Protection Outside Sales, KY, TN, So. IN, WV

Beau Jones
 Cell: 502.376.0639
 Email: beau.jones@plumber-supply-co.com

Company Profile:

Started in 1921 as Plumbing and Mill Supply house. Plumbers Supply has opened branches and mini branches in over ten locations in our area. Plumbers Supply has been a fire protection supply house of steel pipe and fittings since its inception but has had a dedicated fire sprinkler sales division since late 1980s.



Potter Electric Signal Company

13723 Riverport Drive
 St. Louis, Missouri 63043
 Toll-Free: 314.595.6900
 Email: orders@pottersignal.com
www.pottersignal.com

Founded:

1898

Primary Products/Services:

Flow, Pressure, Tamper Switches, Corrosion Mitigation

Market Area:

Worldwide

Hours of Operation:

8:00 a.m. - 5:00 p.m. CST Mon.-Fri.

Sales Contact:

Tim Freiner, Vice President – North American Sales
 Email: sales@pottersignal.com

Company Profile:

Established in 1898, Potter Electric Signal Company produces a wide array of products including fire sprinkler monitoring systems, nitrogen generators, corrosion monitoring/testing and electronic fire systems. Through our parent organization, Potter Global Technologies, customers also have access to a comprehensive selection of critical communication and notification systems as well as power solutions for various applications. At Potter, not only do we supply our customers with products that provide real world solutions for their unique needs, we strive to provide them unequalled service and technical support. Every employee at Potter is committed to provide the very best product and service available for the protection of life and property. Let us show you the Potter difference!



Potter Roemer

PO Box 3527
 City of Industry, California 91744
 Tel: 626.855.4899
www.potterroemer.com

Founded:

1937

Primary Products/Services:

Fire Protection Equipment

Market Area:

Worldwide

Management:

Randall Morris, President, Sales

Company Profile:

Potter Roemer has been the leading supplier of architectural and mechanical products to the fire protection industry. From six regional shipping facilities, Potter Roemer has the inventory in stock and available for your project.

REGIONAL WAREHOUSES:

POTTER ROEMER – DALLAS
 1500 Precision Drive, Suite 120
 Plano, TX 75074
 Tel: 866.644.3473

POTTER ROEMER – MIAMI
 8306 NW 14th Street
 Miami, FL 33126
 Tel: 786.845.0842
 Toll-Free: 833.744.3473

POTTER ROEMER – ATLANTA
 4110 Tench Road, Suite J
 Suwanee, GA 30024
 Tel: 770.904.3350

POTTER ROEMER – NEW YORK AREA
 1480 Ridgeway Street
 Union, NJ 07083
 Tel: 908.964.5775
 Toll-Free: 800.526.4592

POTTER ROEMER – CHICAGO
 1350 N Michael Drive
 Wood Dale, IL 601091
 Tel: 630.766.4545

Quick Response Fire Supply, LLC

11091 Air Park Road
Ashland, Virginia 23005
Tel: 703.975.8183
www.qrfs.com



Reliable Automatic Sprinkler Co., Inc.

103 Fairview Park Drive
Elmsford, New York 10523
Toll-Free: 800.431.1588
Email: info@reliablesprinkler.com
www.reliablesprinkler.com

Founded:

1920

Primary Products/Services:

Sprinklers, Valves, Special Hazards/Systems, System Components, and Fabrication

Market Area:

Worldwide

Management:

Kevin T. Fee – President and Chairman of the Board

John McNamara – Senior Vice President-Chief Operating Officer

F.J. Fee IV – Senior Vice President, Marketing, Business Development, & IT

Kevin T. Fee, Jr. - Senior Vice President, Corporate Sales

Adam Robotham – V.P., International Sales and Operations

Rex Schwendiman – Sr. Vice President, System Components/Fabrication

M. J. Berry – Vice President, System Components

Ryan Messina – Vice President, Fabrication

Steve Wolin – Sr. Vice President, Technical Services, New Product Technology, and Compliance

Todd Bresnahan – Vice President Sales, Canada, Latin America, and National Accounts

Tom P. Field – Vice President of Sales

Company Profile:

Reliable Automatic Sprinkler Co., Inc. is a manufacturer and distributor of fire protection equipment. Reliable manufactures high-quality and innovative fire sprinklers, spray nozzles, valves,

and special systems. Reliable also distributes a full line of best-in-class system components. All Reliable products are backed with premier customer service and technical support. Reliable's corporate headquarters is in Elmsford, NY with manufacturing headquarters in Liberty, SC. Regional sales and distribution centers are located throughout the US and worldwide.

CORPORATE OFFICE:

103 Fairview Park Drive
Elmsford, NY 10523
Tel: 864.843.1700
Website: www.reliablesprinkler.com

MANUFACTURING FACILITY:

1470 Smith Grove Road
Liberty, SC 29657
Tel: 864.843.1700

SYSTEM COMPONENTS HQ:

1701 Valley View Lane, Suite 100
Farmers Branch, TX 75234
United States
866.304.2365 Tel
469.627.8983 Fax

DOMESTIC DISTRIBUTION:

ATLANTA, GA (NORCROSS, GA)
800.652.1819 Tel
800.848.6052 Fax

BOSTON, MA (WALPOLE, MA)
800.431.1588 Tel
800.848.6051 Fax

CHICAGO, IL (BLOOMINGDALE, IL)
800.228.6274 Tel
800.848.6053 Fax
Columbus, OH
800.228.6274 Tel
800.848.6053 Fax

DALLAS, TX
800.442.6742 Tel
800.848.6054 Fax

DENVER, CO
877.440.2598 Tel
877.205.7230 Fax

HOUSTON, TX
866.978.9965 Tel
866.978.9979 Fax

LOS ANGELES, CA (BREA, CA)
800.352.4365 Tel
800.848.6055 Fax

MIAMI, FL (MIRAMAR, FL)
954.437.2520 Tel
954.437.2289 Fax

MINNEAPOLIS, MN (ROSEVILLE, MN)
877.827.2816 Tel
877.827.3043 Fax

NASHVILLE, TN (OLD HICKORY, TN)
741 Hickory Industrial Drive
Old Hickory, Tennessee 37138
800.875.3271 Tel

NEW YORK, NY (ELMSFORD, NY)
800.431.1588 Tel
800.848.6051 Fax

ORLANDO, FL (LONGWOOD, FL)
800.801.3097 Tel
800.862.0934 Fax

RICHMOND, VA
866.927.7775 Tel
866.927.7776 Fax

SAN ANTONIO, TX (SCHERTZ, TX)
866.927.9939 Tel
844.383.0015 Fax

SEATTLE, WA (KENT, WA)
877.327.2563 Tel
877.327.2574 Fax

WASHINGTON, DC
(CAPITAL HEIGHTS, MD)
877.883.8831 Tel
877.851.1553 Fax

WORLDWIDE DISTRIBUTION:
AUSTRALIA & NEW ZEALAND
+61 8 8162 9555 Tel
+61 8 8162 9359 Fax

CANADA, EASTERN (ONTARIO)
800.790.6443 Tel
800.790.6486 Fax

CANADA, WESTERN (BRITISH COLUMBIA)
604.542.1864 Tel
604.542.1894 Fax

CHINA (SHANGHAI)
+86 21 5403 7021 Tel
+86 21 5403 7022 Fax

GERMANY (HAMBURG)
+49 40 5589 81871 Tel
+49 40 5589 81873 Fax

MEXICO AND LATIN AMERICA
800.442.6742 Tel
800.848.6054 Fax

POLAND (SOSNOWIEC)
 +48 (0) 32 66 18 285

SINGAPORE
 +65 6635 8100 Tel
 +65 6734 3176 Fax

UNITED ARAB EMIRATES (DUBAI)
 + 971 4 5474519 Tel

UNITED KINGDOM (LONDON)
 +44 13 4231 6800 Tel

FABRICATION FACILITIES:

DENVER, CO
 877.440.2598 Tel
 877.205.7230 Fax

GRAND PRAIRIE, TX
 972.352.6400 Tel
 972.352.6402 Fax

NASHVILLE, TN (OLD HICKORY, TN)
 800.875.3271 Tel

PORTLAND, OR
 877.523.3178 Tel
 877.418.2498 Fax

Date Founded:
 1995

Management:
 ashami@rotaflow.ca

Sales Contact:
 enquiries@rotaflow.ca

Company Profile:
 Rotaflow is a Canadian

Company Profile:
 Commercial and Industrial Fire Systems Contractor with offices in Edmonton, Calgary and Fort McMurray. We offer engineering design, supply, fabrication, installation, inspection, verification and service for fire detection and suppression systems, including standard NFPA13 wet systems, dry systems, pre-action systems, Clean Agent Systems (NFPA2001) – NOVEC1230 Systems, Water Mist Systems, Water Spray Systems (NFPA15), Fire Pump Installations (NFPA20), and Fire Hydrants. Customers and market influencers see us as subject matter experts in executing Fire Protection projects from design through install, verification and maintenance. Our team of over 120 engineers, designers, and trades work collaboratively to design, build, retrofit, repair, operate, and maintain systems, protecting life and assets and enabling companies to focus on their core business. Large enough to deliver a full scope project and small enough to offer a 1-0-1 experience.

Response Fire Supply

3100 West Central Avenue
 Santa Ana, California 92704
 Tel: 714.754.7100

www.responsefiresupply.com

Founded:
 2013

Products/Services:
 Fire Protection Supplies & Fabrication

Market Area:
 California, Nevada, Arizona

Management:
 Devin Doyle
 devin@responsefiresupply.com

Rotaflow Fire & Utility

6707, 59 Steet NW, Edmonton, Alberta, Canada
 Phone: (+1) (780) 233 8644
 Email: enquiries@rotaflow.ca

www.rotaflow.ca

Products/Services:
 Fire water deluge skids, foam system skids, design, supply, installation, servicing, and inspections of fire alarm and fire protection systems.

RP Equipment

502 Center St
 PO Box 69
 Maple Park, IL 60151
 Tel: 630.272.7268
 Email: sales@rpequipment.net

www.rpequipment.net

Products/Services:
 Representative for Specialty Fire Protection Products including Patterson Fire Pumps, Manufacturer of Legend 13D Pump Systems

Date Founded:
 August 2021

Management:
 Benjamin Rogers
 Sara Schroeder

Sales Contact:
 Benjamin Rogers
 Sara Schroeder
 Adam Schroeder

Company Profile:
 Our mission is to provide insight on high quality fire protection products for life safety.

Safe Fleet Industrial

HQ:
 6800 E 163rd St
 Belton, MO 64012
 IN Branch:
 1302 W Beardsley Ave.
 Elkhart, IN 46514
 Tel: 574.970.7688



Safe Signal

13723 Riverport Drive
 St. Louis, MO 63043
 Tel: 844.597.8655
 Email: orders@safesignalsprinkler.com
www.safesignalsprinkler.com

Date Founded:
 2021

Products/Services:
 Flow Switches, Pressure Switches, Supervisory Switches, Explosion Proof Devices

Management:
 Andy L. Kaempfer – Product Line Leader

Sales Contact:
 Jim Wing – Safe Signal Commercial Leader

Company Profile -
 At Safe Signal, we are committed to providing dependable electro-mechanical devices for fire sprinkler systems that are ready to serve when needed. We want to bring the industry an essential product that maintains the highest levels of life safety through exceptional quality, while providing our customers value through great service and technical support.

ServiceTrade

5003 S Miami Blvd.
 Durham, NC 27703
 Tel: 919-246-9900
 Email: hello@servicetrade.com
www.servicetrade.com

Date Founded:
 2012

Products/Services:
 Fire protection business and inspection management software

Management:

Billy Marshall, Chief Executive Officer
Brian Smithwick, Chief Technology Officer
Jack Coffelt, Director of Fire and Life Safety Partnerships

Sales Contact:

Tim Spink, VP of Sales
sales@servicetrade.com

Company Profile

ServiceTrade is customer service and inspection management software for fire protection contractors. ServiceTrade makes it easy to impress customers with post-inspection reports, online quotes, and an online portal to share inspection history. We help you improve deficiency efficiency to create more repair and project revenue and invoice customers faster.



Snap Drill AS

Koppholen 9, 4313
Sandnes, Norway
Tel: +47 950 58 125
Email: martin@snapdrill.no
www.snapdrill.no

Founded:

2016

Products/Services:

Hand-held automatic hole cutting machine for pipes.

Management:

Martin Talgø – CEO
Tor Ole Talgø – Founder and inventor

Sales Contact:

Martin Talgø

Company Profile:

Forget what you know about pipe hole-cutting and field fabrication.

Snapdrill is the only hand-held and automatic pipe hole cutting tool. It lets you combine the productivity and precision of prefab with the flexibility of field-fab – without the known risks. Holes are always clean and in center of the pipe. There is no need for pushing or fighting the drill – Snapdrill is self-feeding and secured to the pipe. Eliminate the risk of injury and leaks on the system when using Mechanical Ts. In 2024 we will follow up with another innovation – Snapgroove. The first hand-held and automatic roll-grooving machine.



South-Tek Systems, LLC

3700 U.S. Highway 421 North
Wilmington, N.C. 28401
Phone: 888.526.6284
www.southteksystems.com

Founded:

2003

Primary Products/Services:

Nitrogen Generators / Corrosion Inhibiting Solutions

Market Area:

Worldwide

Management:

Brian Kaplon – Market Segment Leader
Felecia Lewis – Inside Sales coordinator

Outside Sales Contact:

Parker Hollingsworth – Regional Manager East
Trent Stanley – Regional Manager South Central
Liza Lucero – Regional Sales Manager West Coast

Company Profile:

South-Tek Systems is the leading manufacturer of corrosion inhibiting solutions for dry, pre-action, and wet fire sprinkler systems, including N2Blast® and DeOx™ Technology.

Spears Manufacturing Company

15853 Olden Street
Sylmar, California 91392
Tel: 818.364.1611
www.spearsmfg.com

SPP Pumps

2905 Pacific Dr.
Norcross, Georgia 30071
Tel: 770.409.3280
Fax: 770.409.3290
Email: sales@sppumps.com
www.sppumps.com

Founded:

1875

Primary Products/Services:

fire pumps and fire pump systems

Market Area:

Global

Hours of Operation:

8:00 a.m.-5:00 p.m. M-F EST

Management:

John Kahren, President
Chris Dilday, Director of Sales, Fire Division
John Kahren/ Chris Dilday, Marketing Services

Sales Contact:

Chris Dilday
678-896-9168
Email: Chris_Dilday@sppumps.com

Company Profile:

SPP Pumps has been working with consultants, contractors, installers and end-users for more than a century to achieve the most cost effective fire system pumping solutions. Since SPP Fire was formed in 1875, it has built a reputation for quality and value that has made it unquestionably the leading supplier of Approved Fire Protection Pumping Packages throughout the world. SPP Pumps has six facilities worldwide that offer the same attention to quality and value that has made SPP Pumps a market leader for over 100 years.



Summit Fire Consulting

2500 Lexington Ave S.
Mendota Heights, MN 55120
Tel: 888.229.4228
Email: jmeisman@summitfireconsulting.com
www.summitfireconsulting.com

Date Founded:

2003

Products/Services:

Fire protection design, analysis & engineering services. Code consultation. Shop drawings. Stamp & seal.

Market Area:

With offices across the USA, we are where you need us.

Management:

James Bychowski, P.E.,
Chris Leaver, P.E.,
Timothy LaRose, P.E.

Sales Contact:

Jeannene Meisman, CFPS, CET
727-642-7700
jmeisman@summitfireconsulting.com

Company Profile:

Our team of registered, professional code consultants are experts in building & fire codes, fire protection engineering & compliance issues. SFC provides assessment, consultation and design & modeling for all of your fire protection needs. Fire Protection, Suppression & Alarm Contractors appreciate the speed at which we work & our technical insights that help them increase their margins. We work closely to support our partners in the fire services with training & education. For fast, professional service contact Jeannene Meisman.



TLX Fire & Security

N27 W23727 Paul Rd #200
 Pewaukee, Wisconsin 53072
 Tel: 262.970.8660
www.tlxfire.com

Founded:
 1996

Primary Products/Services:
 Actuators, solenoids, and valves

Market Area:
 Fire Suppression

Sales Contact:
 Jason Busalacchi

Company Profile:

TLX Fire & Security is a pioneer in the design and production of actuation solutions and integrated technologies for the global fire suppression market. Our patented Supervised Pilot-Operated Solenoid Valve is designed for pre-action and deluge systems, features integrated supervision, and complies with NFPA 13: Sec. 8.3.1.2.1.



Talco Fire Systems

6040 NE 117th Ave.
 Portland, Oregon 97220-1012
 Tel: 503.668.1231
 Fax: 503.688.1234
 Email: ks@talcofire.com
www.talcofire.com

Founded:
 1981

Primary Products/Services:
 Residential and commercial packaged fire pump systems

Market Area:
 U.S. & Canada

Hours of Operations:
 M-F 8:00 a.m.-5:00 p.m. PST

Sales Contact:
 James Yost, Director of Sales & Marketing
 Email: jyost@talcofire.com

Company Profile:

Talco Fire Systems has been building premium quality fire pump systems for over 30 years. Specializing in both residential and commercial packaged fire pump systems, we design & custom build packaged units to fit any application. Our packaged systems will save you time, money, and headaches. We pull it all together, you drop it in place. Whether you need our Home Hydrant® Residential Fire Pump and Tank for your home or ADU, or a 5000 GPM diesel driven fire system for a multi-warehouse complex – Talco has you covered.

Tarsco Bolted Tank

5897 State Hwy 59
 Goodman, MO 64843
 Phone: 866.700.2500
 Email: tarscoboltedsales@tfwarren.com
www.tfwarren.com/companies/tarsco-bolted-tank

Date Founded:
 2015

Products/Services:
 Provider of liquid bolted tank storage systems for fire water/fire protection.

Management:
 Todd Smith

Sales Contact:
 Chris Cote

Company Profile:

Tarsco Bolted Tank provides engineering, manufacturing, and construction of customized, above-ground bolted storage tank systems. We provide epoxy-coated bolted steel tanks that offer outstanding performance, reliability, and ease of installation.

Eaton's TOLCO™ & B-Line Series Products

509 West Monroe
 Highland, Illinois 62249
 Tel: 800.851.7415
 FAX: 800.356.1438
 Email: blineseismicupport@eaton.com
www.Eaton.com/TOLCO

Founded:
 1967

Primary Products/Services:
 Seismic bracing, pipe hangers, strut systems, and cable tray for MEP and Fire Protection; Engineering services and resources, and TOLBrace™ Software

Market Area:
 Worldwide

Company Profile:

Eaton's TOLCO time-saving seismic bracing products and engineering solutions, along with B-Line series support systems, provide the fire protection market with a one-stop, reliable solution from pre-bid to final inspection. To learn more, visit Eaton.com/Tolco.



Triga Fire Solutions LLC –A Subsidiary Company of NAFFCO Group

340 Taxiway Bravo
 Beeville, TX 78102
 Phone: 407.913.2713
 Email: m.elayyan@naffcousa.com
www.trigafiresolutions.com/

Date Founded:
 June 09, 2021

Products/Services:
 NAFFCO Fire Pumps, Sprinkler heads, Valves, Steel Pipes, Grooved fittings, Extinguishers, Fire Hoses, and HDPE pipes and fittings, and Hydrants.

Management:
 Mohammad Elayyan – General Manager

Sales Contact:
 Michael Virata 361. 350.2400

Company Profile:

Triga Fire Solutions, LLC is the First NAFFCO manufacturing facility in the U.S.

In 2021, NAFFCO Group entered into agreement with the Beeville Development Authority (BDA) under its 50-year lease as a manufacturing facility at the Chase Field Industrial and Airport Complex just outside of Beeville, Texas. Its manufacturing facility occupies over 1.5 Mn sq ft of space.

TRIGA success is driven by our "Passion to Protect". At TRIGA, when we say we have a "Passion to Protect", it is more than just a slogan, it's a way of life for the NAFFCO Group. Keeping you safe and your property protected is our Business.

With over 1.5 Mn sq ft of manufacturing space, TRIGA facility incorporates HDPE Pipe extruders, Fire Pumps assembly and testing facility, Extinguishers Manufacturing and filling machines, Ambulances, and Rescue vehicles assembly facility.

Underwood Fire Equipment

48216 Frank Street
Wixom, Michigan 48393
Tel: 248.347.4975
Email: info@underwoodfire.com
www.underwoodfire.com

Date Founded:

January 1994

Products/Services:

Fire pumps, fire pump parts, controllers, valves, custom fabricated fittings, fire pump training

Management:

Damon Pietraz (President)

Sales Contact:

Damon Pietraz

Company Profile:

Fire pump experts! For over 30 years, Underwood Fire has served as a leader in the fire pump industry. Through innovative designs, experience, and a network of suppliers, we can meet each individual project's needs worldwide.



United Brass Works, Inc.

714 South Main Street
Randleman, North Carolina 27317
Tel: 800.334.3035
Fax: 800.498.4696
Email: jim.sattler@ubw.com
www.ubw.com

Founded:

1910

Primary Products/Services:

Bronze valves / custom cast and machined products

Market Area:

Worldwide

Hours of Operation:

8:00 a.m. - 5:00 p.m. Mon.-Fri.

Management:

Mike Berkelhammer, President

Sales Contact:

Jim Sattler, Sales Manager
Email: sales@ubw.com

Company Profile:

United Brass Works, Inc manufactures a wide range of bronze and ductile iron valves for fire sprinkler applications.

UNITED Fire Systems

1 Mark Rd. Kenilworth, NJ 07033
Tel: 908.688.0300
Email: jkleber@ufpco.com
www.unitedfiresystems.com

Products/Services:

Manufacturer of specialized sprinkler equipment
Management:

Jonathan Kleber, jkleber@ufpco.com,
908. 688.0300 x295

Sales Contact:

jsingh@ufpco.com

Company Profile

UNITED Fire Systems provides innovative and effective solutions for many fire protection needs. We offer packaged preaction, dry-pipe, and deluge fire sprinkler systems, nitrogen-based pipe corrosion inhibiting systems, dry standpipe supervisory systems, and a range of sprinkler accessories. Our combined knowledge and understanding of fire system service and installation, pipe corrosion, and nitrogen production sets us apart from others whose expertise is limited to fewer spheres. Our offerings give users, contractors, and specifiers more options and more value than anyone else. We have the only FM Approved packaged preaction sprinkler system with integrated nitrogen corrosion inhibiting from the same manufacturer. Trust UNITED Fire Systems for accurate specs, great value, top-grade quality, and unmatched customer support.

United Property Restoration Services

70 Industrial Park Access Rd.
Middlefield, CT 06455-1263
Tel: 203.464.4171
www.unitedprs.com

Uponor Inc.

5925 148th Street West
Apple Valley, Minnesota 55124-8197
Tel: 800.321.4739
Email: justin.churchill@uponor.com
www.uponor.com

Founded:

1620

Primary Products/Services:

Residential Fire Sprinkler Systems

Market Area:

North America

Management:

Tim Botten, Portfolio Manager
Company Profile: Uponor AquaSAFE™ fire sprinkler systems are PEX-based solutions listed to UL 1821 that provide flexible options for NFPA 13D applications, including multipurpose, stand-alone and exposed applications. Uponor provides exceptional support, including design services with NICET IV certified drawings as well as training for installers and education for AHJs to get your projects completed efficiently and effectively.



Victaulic Company

4901 Kesslersville Road
Easton, Pennsylvania 18040
Toll-Free: 1.800.PICK.VIC
www.victaulic.com

Founded:

1919

Market Area:

Global

Management:

Scott Howser, Vice President

Company Profile:

As the world's leading producer of grooved mechanical pipe-joining systems, Victaulic works collaboratively with customers and affiliates

worldwide to deliver innovative solutions across our core business areas. Our products and services put people to work faster while increasing safety, ensuring reliability and maximizing efficiency and sustainability. Visit www.victaulic.com and follow us on LinkedIn, Facebook, X and YouTube.

Viega, LLC

585 Interlocken Blvd
 Broomfield, CO 80021-3486
 Tel: 585-314-0055
www.viega.us/en/homepage.html



Viking Group, Inc.

5150 Beltway Dr. SE
 Caledonia, MI 49316
 Telephone: 269.945-9501
 Toll Free: 800.968.9501
www.supplynet.com

Primary Products/Services:

- Fire Sprinklers and Systems
- Fire Protection Valves
- CPVC Pipe and Fittings
- Fabrication Services
- Grooved Piping System
- Steel Pipe
- Threaded Fittings
- Hangers and Fasteners
- Electrical Products
- Foam Systems
- FDC Equipment
- Backflow Prevention
- Tools and Accessories

Market Area:

Worldwide

Hours of Operation:

24/7/365

Management:

James Golinveaux, President and CEO, Viking Group, Inc.

Jeremy Morton, COO, Viking Group, Inc.

Martin Workman, Senior Vice President – Product Experience

Justin Moss, Vice President – Field Operations, Viking SupplyNet

Mike Bosma, President – Viking SupplyNet & Viking Fabrication

Adam Owens, Vice President – Strategic Partnerships, Viking Group, Inc.

Jim Lake, Vice President – Training

Sales Contact:

Matt Meyers, Vice President – Sales

Company Profile:

Together, the companies of Viking Group, Inc. (Viking Corporation, Viking SupplyNet, Viking Fabrication Services, and Viking Plastics) provide integrated solutions for any fire protection challenge. With a comprehensive range of products and services, Viking provides much more than fire protection hardware. We help streamline the work of our customers. We help improve their quality of service. We help them grow their business.

The experience of our employees, our commitment to advancing fire protection technology, and our high-quality, worry-free products and services all make Viking the single-source supplier for thousands of customers worldwide.

**BRANCH OFFICES
 UNITED STATES OF AMERICA**

VIKING GROUP, INC.
 5150 Beltway SE
 Caledonia, Michigan 49316
 Telephone: 800.968.9501
info@vikingcorp.com
techsvcs@vikingcorp.com

THE VIKING CORPORATION
 210 N. Industrial Park Drive
 Hastings Michigan 49058

**VIKING SUPPLYNET LOCATIONS
 NORTHEAST REGION**

Viking SupplyNet (New York Metro)
 Telephone: 973.541.2580
 Email:
newyorkmetro@supplynet.com
vfsnewyorkmetro@supplynet.com

VIKING SUPPLYNET (NEW YORK CITY)
 Telephone: 973.541.2320
 Email: nyc@supplynet.com

VIKING SUPPLYNET (BOSTON)
 Telephone: 508.594.1800
 Email: boston@supplynet.com

VIKING SUPPLYNET (PHILADELPHIA)
 Telephone: 610.279.3762
 Email: philadelphia@supplynet.com

VIKING SUPPLYNET (BALTIMORE)
 Telephone: 301.490.5514
 Email: baltimore@supplynet.com

VIKING SUPPLYNET (RICHMOND)
 Telephone: 804.228.1107
 Email: east@supplynet.com,
vfsrichmond@supplynet.com

VIKING SUPPLYNET (FAIRFAX)
 Telephone: (571) 307-6600
 Email: fairFax@supplynet.com

SOUTHEAST REGION

Viking SupplyNet (Atlanta)
 Telephone: (770) 446-3068
 Email: atlanta@supplynet.com
vfsatlanta@supplynet.com

VIKING SUPPLYNET (FT. LAUDERDALE)
 Telephone: (954) 791-1756
 Email: southfl@supplynet.com

VIKING SUPPLYNET (ORLANDO)
 Telephone: (407) 656-7600
 Email: vfsflorida@supplynet.com

VIKING SUPPLYNET (MEMPHIS)
 Telephone: (901) 360-9401
 Email: memphis@supplynet.com

VIKING SUPPLYNET (NASHVILLE)
 Telephone: (615) 255-8393
 Email:
nashville@supplynet.com,
vfsnashville@supplynet.com

VIKING SUPPLYNET (CHARLOTTE)
 Telephone: (704) 588-8880
 Email: charlotte@supplynet.com

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 Email: mobile@supplynet.com

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 Email: detroit@supplynet.com

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Email: kent@supplynet.com

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vfsdenver@supplynet.com

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Watts Water Technologies

815 Chestnut Street
North Andover, Massachusetts 01845
Tel: 978.688.1811
Fax: 978.794.1848
www.watts.com

Company Profile:

Founded in 1874, Watts is a global leader of quality water solutions for residential, industrial, municipal, and commercial settings. Our family of brands offers one of the most varied product lines in the world, with world-class, water-related solutions focused on:

- Drainage
- HVAC and Hot Water
- Plumbing & Flow Control
- Water Quality & Rainwater Harvesting

Wheatland Tube Company

1 Council Avenue
Wheatland, PA 16161
Toll Free: 800.257.8182
Email: info@wheatland.com
www.wheatland.com

Founded:

1877

Primary Products/Services:

Tubular steel products; Steel Sprinkler Pipe, Standard Pipe, Electrical Conduit, Fence Framework, & Mechanical Tubing

Market Area:

Nationwide

Hours of Operation:

7:00 a.m. - 6:00 p.m./5 days

Management:

Kevin Kelly, President
George Rabideau, Vice President of Sales
Email: george.rabideau@wheatland.com

Company Profile:

Wheatland Tube manufactures the industry's most complete line of steel sprinkler pipe & standard pipe in the USA. Our NEW Ultra-Z-Coat, Black UV Coating, has raised the bar for resistance to exterior corrosion and handling damage. Additionally, Wheatland is the only sprinkler pipe manufacturer in the country with in-house galvanizing capabilities. Our process ensures that every piece is compliant with the updated ASTM specifications for standard pipe & sprinkler pipe.



WinSupply, Inc.

3110 Kettering Blvd.
Dayton, OH 45439
Tel: 937.294.5331
Toll Free: 800.677.4380
www.winsupplyinc.com

Sales Contact:

Bob Lopuzzo, V.P. Fire and Fabrication
Email: rdlopuzzo@windustrial.com

Company Profile:

As part of the national wholesale distribution company WinSupply Inc., local Winsupply fire fabrication and supply companies specialize in wholesale distribution of fire sprinkler industry

products. From facilities throughout the country, the Winsupply family of fire companies provide fire sprinkler contractors with customized fire sprinkler system fabrication and a wide range of the fire sprinkler industry's most recognized and relied upon brands. With a sharp focus on personalized service, the Winsupply family of fire companies have the expertise to be knowledgeable about the products they sell as well as the technical requirements of their customers.

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 Lithonia, GA - 770.484.1112

DAYTON WINDUSTRIAL
 Dayton, OH - 937.461.2603

ROCHESTER WINDUSTRIAL
 Rochester, NY - 585.232.6770

PITTSBURGH WINSUPPLY
 Pittsburgh, PA - 412.331.2182

LEHIGH VALLEY WINDUSTRIAL
 Bethlehem, PA - 610.866.1751

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 Walker Mill, MD - 240.619.2472

NEWARK WINDUSTRIAL
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NYC WINSUPPLY, NYC CITY, NY -
 516.280.9384

NEW HAVEN WINDUSTRIAL
 New Haven, CT - 203.248.0400

NORTHERN WINDUSTRIAL
 Newington, CT - 860.953.9321

WEST COAST WINSUPPLY
 Tampa, FL - 813.247.7202

LITTLEROCK WINWATER
 Littlerock, AR - 501.455.5315

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 Albuquerque, NM - 505.821.2400

WINSUPPLY OF DENVER
 Denver, CO - 720.459.8776

TEMPE WINSUPPLY
 Tempe, AZ - 410.219.6562

CRANSTON WINDUSTRIAL
 Cranston, RI - 401.941.8370

BATON ROUGE WINDUSTRIAL
 Baton Rouge, LA - 225.753.2940

MECHANICSBURG NOLAND
 Mechanicsburg, PA - 717.796.1796

STAMFORD WINDUSTRIAL
 Stamford, CT - 203.363.2700

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 Minneapolis, Minnesota 55431
 Tel: 403.828.4147
www.zcl.com

YO Fire

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 Bloomington, CA 92316
 Tel: 909-746-0308
www.yofire.com

**Zurn Wilkins
 A Zurn Water Solutions Company**

1747 Commerce Way
 Paso Robles, California 93446
 Tel: 855.663.9876
 Fax: 805.237.7197
www.zurn.com

Founded:
 1906

Primary Products/Services:
 Valves and backflow preventers for fire suppression systems

Market Area:
 Worldwide

Hours of Operation:
 5:15 a.m. - 5:00 p.m. PST Mon.-Fri.

Management:
 Michael Hynes, General Manager
 David Krohn, Vice President, Marketing
 Will Allgood, Director of Sales, Fire Protection
 John Mankins, Product Manager, Water Safety & Control

Sales Contact:
 Mike Mallas, National Sales Manager
 Tel: 206.794.2059
 Email: mike.mallas@zurn.com

Company Profile:
 Zurn Wilkins, a Zurn Water Solutions Company, Offers fire protection system components, including backflow preventers, pressure reducing fire valves, pilot-operated control valves, shut-off & check valves, grooved fittings, and other

fire protection equipment that work in tandem to protect against fire. Available in angle and inline patterns, threaded, flanged, and grooved connections covering 1½" – 12" sizes. Their fire protection products work together and always meet compliance, so you'll gain peace of mind, yet save some time. •

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-  National Fire Sprinkler Association

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Contractor Challenges

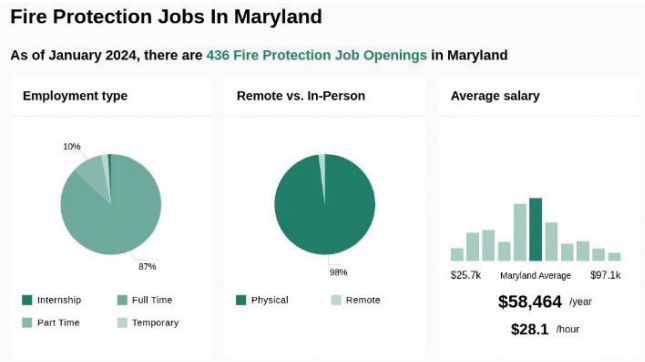
by Vince Powers, *Inspection, Testing, and Maintenance Specialist*



Labor Force

Finding a good labor force in the construction industry can be challenging for many reasons and can be especially difficult for the fire sprinkler industry. Many of our qualified laborers are starting to retire and with no one to fill these positions, it has become increasingly difficult to meet the demands of customers.

Many of us have found our way into the fire sprinkler industry by the need for employment, or a friend of ours connected us to the industry. There are very few vocational schools that address or promote the sprinkler trade. In some areas of the country, contractors and associations will attend career day type events. This typically has little to no impact on students' decisions on what they want to do after they graduate. Often, they are typically introduced through another trade, such as plumbing.



Since the fire sprinkler industry often faces shortages of skilled labor, this can lead to increased competition for contractors, as well as increased costs to the end user. Under certain circumstances, this can lead to cutting corners. In this article we will discuss some of these reasons.

Industry Promotion

Unless someone is going to college to obtain a degree in fire protection or working in their family business, most people “fall into” the industry. Currently, there are four major fire protection engineering universities that produce approximately 100 graduates per year. But, for most positions in the fire protection industry a degree is not necessary.

Other Factors

The last few generations have told their children that the only way to make money and have a good productive career is to go to college. The construction trades are often looked down on and frequently these workers are considered not as intelligent or lacking the qualifications for higher paying positions.

Safety concerns are always a topic of discussion within the construction industry as construction sites are inherently hazardous. Fair wages and benefits are also another topic at the top of an employee’s list, this is especially true when someone is new or “green” in the industry. In many cases, new employees do not receive health insurance and paid leave for a period after starting a new position.

Access to education and training opportunities may not be offered for several years depending on the position and location. Construction work can be physically demanding and stressful leading to injuries, fatigue, and in some cases, mental health disorders.

Retention

Once an employer can find reliable labor, retaining them can be a cumbersome task. There are many factors that go into retaining an employee. Some of these factors can include but are not limited to:

- Fair wages
- Benefits
- Workplace environment
- Education and training
- Technical support



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Even when an employer provides all these items, it does not guarantee that they will be able to retain their staff. With the shortage of workers in the industry, it is known that an employee can typically find new employment within a few days. There is no easy solution for this, as sometimes employees will leave for the greener grass, or what appears to be greener.

Retaining qualified and certified employees is based on pay and training. Training employees is needed to meet the requirements of the Authority Having Jurisdiction (AHJ) to obtain qualifications. Often, once the training is completed, or if no training is provided, an employee may leave for better pay or to find better training.

Another factor in retaining employees is resource constraints such as limited budgets which impact the ability to purchase or maintain vehicles, tools, and other equipment. This impacts the ability to retain employees.

Training and Certification

Through state or local laws, the AHJ designates who is qualified to perform the install, repair, and inspections of fire protection systems. This training can be provided in many ways, such as apprenticeship, in class, on the job, and virtual. The type of training will often be dictated by the type of work the employee will be conducting, often requiring recertification.

Depending on the requirements, obtaining these qualifications can be challenging. Technicians and fitters must undergo many hours, and in some cases years, of training to obtain qualifications and certifications. They must also stay updated with the evolving technologies and changes in codes and standards.

Summary

Addressing these challenges requires a collaborative effort involving the AHJ, employers, and other stakeholders. Programs such as the *Future Builders of America* are necessary to promote the fire protection industry. By implementing comprehensive policies and practices, it is possible to improve the labor pool within the fire protection industry. This is not something that can be left to “others” to do, we as an industry must work together to make it happen. •



NFSA & DeWalt Partner to Promote Fire Sprinkler Industry Careers



by Abbie Gunnells, *Membership Relations & Outreach Coordinator*

As NFSA engages with members nationwide, a recurring concern emerges — the challenge of finding talented, dependable employees. Many people remain unaware of the fire sprinkler industry's existence. NFSA is attuned to your struggles and committed to alleviating them! Our mission to "protect lives and property from fire through the widespread acceptance of the fire sprinkler concept," extends to marketing the industry to high school and college students. We aim to convey that the fire sprinkler industry has many opportunities, offering not only jobs, but fulfilling careers.

In November 2023, DeWalt approached NFSA with a proposition to collaborate in promoting the sprinkler industry and its diverse job opportunities. After a series of meetings, our teams agreed to work together to produce career-oriented videos for the fire sprinkler industry. Leveraging DeWalt's existing partnership with Discovery Education, NFSA joined forces to create three engaging Curiosity Circle videos. These videos, featuring an authentic student voice intertwined with insights from industry experts, present compelling stories about careers catered to students from kindergarten to high school. NFSA and its members will utilize these videos at career fairs and industry events to enlighten audiences about the fire sprinkler industry and its various career paths.

Focusing on three key professions — Fire Sprinkler Fitter, Fire Sprinkler Designer/Layout Technician, and Account Representative/Project Manager — the goal was to unveil these videos in the late spring/ early summer. With the time quickly approaching, NFSA got to work coordinating with subject matter experts (SMEs), finalizing interview spaces, and collaborating closely with DeWalt and Discovery Education to ensure a seamless execution.

With all details finalized, DeWalt, NFSA, Discovery Education, and the SMEs met on February 22nd and 23rd for two full days of video shoots. The video shoots took place at the Stanley Black & Decker University in Towson, Maryland. The video shoots involved in-depth interviews with SMEs and captured footage illustrating their day-to-day responsibilities.

We extend a heartfelt "thank you" to those instrumental in this project. Noah Koski of Reliance Fire Protection, Allison Calder of Oliver Fire Protection & Security, and Frank Serna of Total Fire Protection, each played a pivotal role in making the project a success. Our gratitude extends to their companies for supporting

this vital project. With their assistance, we aim to elevate industry awareness, equipping NFSA members with valuable tools for recruiting new talent.

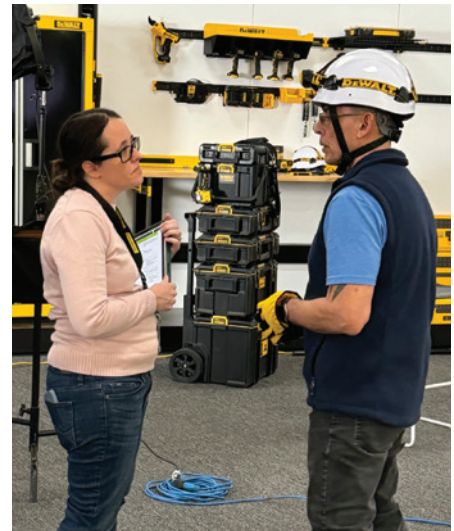
We would be remiss if we didn't give a special "thank you" to the DeWalt Team and the Discovery Education Team for their unwavering commitment and invaluable contributions to this project! NFSA continually seeks opportunities to collaborate with our members, and it was a pleasure to undertake such a significant project with the support of DeWalt.

Anticipating this project's positive impact, we hope to develop additional sprinkler industry career videos and diverse tools for our members to use to promote the sprinkler industry. NFSA remains committed to this project, and we look forward to further endeavors that further our mission. Be sure to watch your inbox for NFSA's announcement of the video launch!•

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Innovation inspired by our partnership Tyco® Storage Fire Protection Solutions.

With over 140 years of experience, Johnson Controls is here to support you as the business landscape evolves. Warehouses, distribution centers, and logistics facilities are getting bigger and taller to store more commodities than before. As demand increases, vertical warehouses with soaring ceilings and narrower aisles will overtake traditional ones. Today, we offer innovative products and a suite of unmatched storage fire protection solutions for all types of warehousing facilities.

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Tyco® ESFR-34 Storage Sprinkler

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The power behind **your mission**





The Power of Member-to-Member Business

Our yearly *Buyers Guide* comes to you with the hope that you are making it a priority to do business with fellow Association members. It is often said that in today's world, businesses thrive not only on their individual merits but also on the strength of their networks and collaborations. One important way for such collaboration to be successful starts with NFSA, where members share common interests, goals, and the fire sprinkler industry at large. While the advantages of joining NFSA are widely acknowledged—ranging from networking opportunities and training to access of exclusive member benefits (such as this illustrious magazine)—there's one aspect that sometimes gets overlooked: the immense value of members doing business with each other.

Remember, your Association is your hub of expertise, innovation, and collective strength. When members engage in business transactions within the Association, they not only support each other but also contribute to the overall growth and sustainability of our fire sprinkler community. Here's why it's essential for members to actively seek out and support each other's businesses:

1. Strengthening the Community:

Business transactions within an association foster a sense of camaraderie and solidarity among members. When individuals within the same community support each other, it fosters trust and cooperation. This sense of belonging should motivate members to actively participate in NFSA activities, which will surely lead to a more vibrant and engaged community.

2. Gaining Specialized Expertise:

Our members are a wealth of knowledge! They often possess specialized knowledge and skills within their respective fields. By doing business with fellow members, your organization can tap into this expertise, gaining valuable insights and solutions that can be tailored to your specific needs. This exchange of knowledge not only benefits individual businesses but also raises the collective competency of the NFSA, keeping members at the top of their game.

3. Generating Opportunities for Growth:

Collaborating with other NFSA members opens doors to new opportunities for growth. Whether it's partnerships, referrals, or joint ventures, member-to-member business transactions can enable your organization to tap into new markets, increase offerings, and reach a larger audience. It's also a great way to increase visibility and credibility within our fire sprinkler industry,

4. Strengthening the Economic Foundation:

Member-to-member business strengthens the NFSA's economic foundation, creating a self-sustaining system where members thrive together. As members prosper, and reinvest in the association, whether through membership dues, sponsorship, or advertising, it ensures the Association's continued vitality for future generations.



5. Increasing Innovation and Creativity:

Doing business with fellow members leads to innovation by fostering an exchange of ideas and perspectives. When different points of view converge, creativity flourishes, leading to new approaches and solutions to shared challenges. By leveraging the collective creativity of our members, NFSA can stay ahead of the curve as we continue to be a leader in driving industry advancements.

To sum it all up, the importance of members doing business with each other within NFSA cannot be overstated. Beyond economic transactions, these interactions strengthen the fabric of our community, empower your businesses, and propel NFSA toward greater heights of success. By fostering collaboration, leveraging expertise, and nurturing a spirit of mutual support, we can harness the full potential of our great membership base, creating a thriving system where all stakeholders prosper. As we navigate the complexities of the modern business landscape, let us remember the power of solidarity and collaboration within our association. There lies the key to sustained growth and prosperity. **Remember, Buy NFSA!**•

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2024 Award Recipients Announced at March Board Meeting

Team NFSA was excited to announce our 2024 award recipients at our Board meeting in Fort Lauderdale this week. Our 2024 Golden Sprinkler Award Recipient, **Steve Ulmer**, received a standing ovation after the announcement.

The full list of 2024 recipients is:

<i>Golden Sprinkler Award:</i>	Steve Ulmer
<i>Russell P. Fleming Technical Service Award:</i>	Mark Fessenden
<i>Leadership in Public Safety Award:</i>	Todd Short
<i>Hall of Fame:</i>	Buck Buchanan Gregg Huennekens Jay Livingston

Presentation of the awards will take place at our awards banquet during the NFSA Annual Seminar & Business and Leadership Conference in Maui.

From NFSA President Shane Ray:

“Congratulations to **Jeffrey Hugo** and **Vickie Pritchett** being recognized by the board again as vice presidents. Congratulations to **Vickie Pritchett** for being elected as Secretary of the Corporation and to **Joshua Savitz** for being elected as General Counsel.

We are blessed to have **Jim Boulanger** elected for another two-year term as Chair of the Board as well as **James Golinveaux** as Vice Chair and **Zarko Ognjenovic** as Treasurer.”

NFSA Attends Society of Women Engineers Chapter Meeting



NFSA is a sponsor of the Society of Women Engineers at Oklahoma State University, and we were invited to speak at their chapter meeting this past March. **Hannah Christian** (Victaulic) and NFSA’s **Abbie Gunnells** attended the meeting to discuss NFSA, the fire sprinkler industry, and the many career opportunities available. “It was great to see so many young women interested in engineering,” said Abbie. There were about 40 attendees, and they were very engaged and eager to learn more about the fire sprinkler industry.

Hannah is a previous NFSA Intern, and it was great to spend some time with her and hear how she is doing at Victaulic!



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The Fire Sprinkler Concept Makes a Splash at the International Builders Show

NFSA was proud to partner with our members to represent fire sprinklers at the National Home Builders Association's International Building Show in Las Vegas in March. We enjoyed meeting homebuilders from around the world who were interested in learning about available fire sprinkler trade-ups. NFSA President **Shane Ray** was joined by **Vickie Pritchett**, **Terin Hopkins**, **Brian Biggs**, **Caleb Armbrust** and **PJ Duncan** for Team NFSA. Many of the homebuilders had plans in hand and were seeking specific advice for current projects. Naturally, we were happy to help!

We were also thrilled with the traffic to our booth and were kept busy throughout the exhibition. Our thanks to NFSA SAM members **Reliable**, **Viking**, **Victaulic**, **Johnson Controls**, **General Air**, **Lubrizol-Blazemaster**, **Spears Manufacturing**, and **Talco**, and to ALL members who have enthusiastically supported this important outreach.

A big shout out to NFSA contractor members for also being with us at the booth, so many questions are best answered by those who install fire sprinkler systems! Thank you, **Western States Fire Protection**, **S.A. Communale**, **Quick Response Fire Suppression**, and **Victory Fire Protection**... NFSA Contractor members completed our team.

As we wrapped the show, all agreed that this outreach goes a long way in helping us turn adversaries into allies. Thanks again to the team! •



Are You Missing Something Big That Can Reduce Construction Costs While Improving Community Safety?

Fire Sprinkler Trade-Ups for Builders Ensure Safety and Value!

Safety and value are important considerations for builders and homeowners. Trade-Ups make it easy to protect and preserve today's homes.

Trade-ups can include:

- Street Width Reductions
- Longer Dead End Streets
- Tee Turnarounds
- Increased Street Grades and Building Setbacks
- Additional Units
- Increased Hydrant Spacing
- Subdivision Single Access Point
- Gated Communities Can Delay Fire Engine Access
- Reduced Basement Windows

Visit us at Booth C7512 and learn why including fire sprinklers in all new construction is a win-win decision!

Fire is fast. Fire sprinklers are faster.

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NFSA
NATIONAL FIRE SPRINKLER ASSOCIATION
11111 Highway 100, Suite 100
Dallas, TX 75243 | 972.968.1111

CHAPTERS IN ACTION

BOSTON AND CONNECTICUT CHAPTERS

First Joint Chapter Meeting of the Boston and Connecticut Chapters

On February 29th, the Boston and Connecticut Chapters of NFSA had a joint chapter meeting at the enVision Hotel & Conference Center in Mansfield, Massachusetts. We had a packed house and enjoyed a great night of food, fun, and socialization.



The members were then informed on all things new at NFSA by President **Shane Ray**, as well as the vision and plans moving forward. Following President Ray's address, NFSA's Chief Engineer **Mike Joanis** gave a brief presentation on NFPA 13, as well as updates on various training opportunities NFSA has to offer.



The evening ended with an announcement of the NFSA Area 1 Conference that is planned for October 1-3rd at Patriot Place in Foxborough, MA. So, mark your calendar and be on the lookout for more information for this first ever conference!

MINNESOTA CHAPTER

NFSA Vice Chair James Golinveaux Presentation at the March Minnesota Chapter Meeting



The March meeting of the Minnesota Chapter featured several visiting dignitaries, including the Vice Chair of the NFSA Board of Directors, **James Golinveaux**; Area Six Director **Andy McCleery**; NFSA Director of Labor Relations **Lance Gunnells**; NFSA Director of Legal Services **Joshua Savitz**; and the North Central Regional Sales Manager for Viking Group, **Jason Wardour**. More than two dozen Chapter members attended the meeting to hear the feature presentation by Vice Chair Golinveaux.



James is the President and CEO of Viking Group with over four decades of experience in the industry. His presentation on *Storage Protection Considerations* provided an impressive yet brief overview of sprinkler design and performance considerations for a variety of storage and commodity situations. He compared NFPA and FM Global standards applicable to protection of stored commodities and highlighted some of the difficulties in keeping up with the increasingly diverse number of storage options, the difficulties in performance testing, and the shortcomings of current standards. The presentation was very well received by the members in attendance.

The Minnesota Chapter at the Minneapolis Home and Garden Show

The Minnesota Chapter staffed an information booth at February's five-day Home and Garden Show at the Minneapolis Convention Center. The booth focused on educating the public on residential fire sprinklers and promoting the industry in the region. Over 1,000 attendees and families visited the booth to say hello and learn more about residential fires and the ways that fire sprinklers can add safety and value to a home.

Among our booth visitors was **Angie Downs**, an Account Manager from Ferguson Fire & Fabrication in Brooklyn Center, MN. Angie handles the corporate account for the Continental Fire Sprinkler Company based in Omaha, NE.

The Minnesota Chapter will be sponsoring a similar booth at next year's Home and Garden Show, which will take place in March of 2025.

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Angie Downs is pictured with NFSA Fire Protection and Data Specialist, Jon Nisja (Left) and Fire Protection Specialist Dan Haley of Nasseff Mechanical Contractors (Right).

Many industry professionals were responsible for the success of this year's Home and Garden Show booth. NFSA thanks these volunteers for their time, talents, and personality - they are all superb ambassadors for the fire sprinkler industry: Sean Flaherty, Tim McAllister, and Colleen Obos, Viking Automatic Sprinkler; Dan Haley, Nasseff Mechanical Contractors; Brent Stifter, Gilbert Mechanical Contractors; Sherry Munyon, Capitol Access; Craig Bistodeau and Joel Laumeyer, Sprinkler Fitters Local 417; Brent Kotula, Uponor; Fire Marshal Steve Zaccard, Cottage Grove Fire Department; Fire Marshal Kellie Murphy-Ringate, Excelsior Fire District, and NFSA staff members Jon Nisja, Joel Hewitt, Tom Brace, and Tim Butler.

NORTHWEST CHAPTERS

Both the Puget Sound and Columbia-Willamette Chapters April meetings featured guest speaker Cary Webber, Director of Technical Resource Application at The Reliable Automatic Sprinkler Co. Mr. Webber discussed "The Protection of Li-ion Batteries During the Formation, Aging, and Testing Process." If you have topics you'd like featured at an upcoming meeting, be sure to contact your Chapter Chairs or Regional Manager Suzanne Mayr.



TEXAS CHAPTER

Soar in 2024

Join the NFSA Texas Chapter to help you and your company "Soar in 2024"! The Texas Chapter provides leadership training, industry insider information, ready, aim, shoot fun, and "how to" events that allow your company to network and grow. All NFSA Members automatically qualify for NFSA Texas Chapter. *Need A Sprinkler Designer? Here You Go!*

Fire Sprinkler Designer - Layout Tech Class

May 21-23, 2024
Dallas, TX

Fire Sprinkler Layout Design Training prepares professionals for NICET (National Institute for Certification in Engineering Technologies) Levels I & II Certifications. The classes include sprinkler selection, sprinkler spacing and location, obstructions to sprinklers, water supplies (public mains, tanks, and pumps), hydraulic calculation of sprinkler systems, and standpipe system layout and calculation. This class includes a hard copy of the NFSA 3rd Edition recently revised "Layout Book", as well as a copy of the 2022 NFPA (National Fire Protection Association) 13 standard.

Texas AHJ (Authority Having Jurisdiction) & Fire Sprinkler Contractor Forums

September 10, 12 & 26, 2024

NFSA & FSCATX (Fire Sprinkler Contractor Association of Texas) are co-hosting these Fire Sprinkler Forums to discuss national, state, and local codes and how Fire Sprinkler Contractors can be best prepared to design, install & inspect/maintain fire sprinkler systems. *NFSA Contact: Cindy Giedraitis - cindy@nfsa.org 979-324-8934*

WISCONSIN

The NFSA Wisconsin Chapter once again sponsored the Wisconsin Fire Sprinkler Coalition booth at the 2024 Metropolitan Builders Association's Home Show in Milwaukee. While the weather was not cooperating with attendance, there was plenty of opportunity to discuss fire protection with home builders. There were also people who stopped and did not feel that they needed to move on because of crowds so the conversations were longer. We also had someone interested in careers in the fire sprinkler industry.

The Chapter attended the Wisconsin State Fire Chief's Winter in-service where we were able to meet and talk with 50 chief officers from fire departments across Wisconsin. Many new chiefs requested information about codes and standards relating to fire sprinkler systems, especially with new housing developments. •

SPRINKLERING OF NEWS

■ **CST Industries, Inc. Expands Global Presence with Acquisition of Ostsee Tank Solutions**

CST Industries, Inc. (“CST”) announces its acquisition of Ostsee Tank Solutions (“OTS”).

With this acquisition, Ostsee Tank Solutions will gain access to cutting-edge aluminum dome and cover solutions, designed to meet the evolving needs of customers in various industries worldwide. Bringing extensive expertise and a strong reputation for excellence to the table, Ostsee Tank Solutions enhances CST’s ability to deliver exceptional value and service to customers globally. OTS will support the global market with CST’s Optidome EU™ product line. This collaboration brings our customers German quality products, global manufacturing, and design. With increased speed to market, we will be able to provide shorter lead times for our valued customers.

We are thrilled to welcome Ostsee Tank Solutions to the CST family, and we look forward to the opportunities that lie ahead as we work together to drive growth and success on a global scale.

For more information about this exciting development, please don’t hesitate to reach out to me directly or visit our website at www.cstindustries.com.

■ **Dyne Fire Protection Labs’ New Service – 3MTM Novec™ 1230 Analysis**

Dyne Fire Protection Labs is excited to announce the growth of their laboratory services to include the analysis of 3MTM Novec™ 1230. Novec 1230 is a halogenated clean agent for applications where water-based fire suppression could damage sensitive equipment/property. A clean agent, sometimes referred to as waterless fire extinguishing agent, is formally defined by NFPA 2001 as a “volatile or gaseous fire extinguishant that is electrically nonconducting and that does not leave a residue upon evaporation”. The current, 2022 edition of NFPA 2001, the Standard on Clean Agent Fire Extinguishing Systems, states each batch of recycled agent shall be tested and certified to the quality specifications outlined in the standard.

Visit dyneusa.com to learn more about all of Dyne’s services and products. Questions? Call (800) 632-2304 or email lab@dyneusa.com.

■ **New TYCO® Quick Release Switch Helps Increase Valve Response Time In Dry Pipe And Preaction Fire Sprinkler Systems**

Johnson Controls announces the new Tyco QRS-2 Quick Release Switch, an electronic accelerator that improves response time of Tyco dry pipe and preaction valves within fire sprinkler systems. The QRS-2 switch uses proven electric release technology to initiate operation of valves within four seconds after sprinkler activation. An increased valve response time means water is released more quickly through the pipes and to the fire hazard.

Using built-in low- and high-pressure alarm supervision, the

QRS-2 Quick Release Switch automatically adjusts to small and slow changes in system pressure by sampling air pressure three times per second. When the device records a steady drop in pressure, as in the case of sprinkler system operation, it sends a signal to release the valve. Electric release technology helps reduce accelerator operating time and false trip issues that often occur with traditional mechanical switches.

The QRS-2 Quick Release Switch can be used with Tyco DPV-1 dry pipe valves and DV-5A automatic control valves and is an integral part of the Tyco QUELL cold storage fire protection system. Its unique design gives it the ability to control up to two QRS-2 switches on one to two system risers, or up to four QRS-2 switches on one to four system risers, depending on the specific riser and releasing panel combination.

The QRS-2 Quick Release Switch comes fully assembled with battery backup in case of primary power failure. The device is UL Listed and FM Approved.

For more information, visit tyco-fire.com.

■ **SFPE Foundation Publishes Report on Integration of Building Information Modeling with Fire Protection Systems, Software, and Workflows**

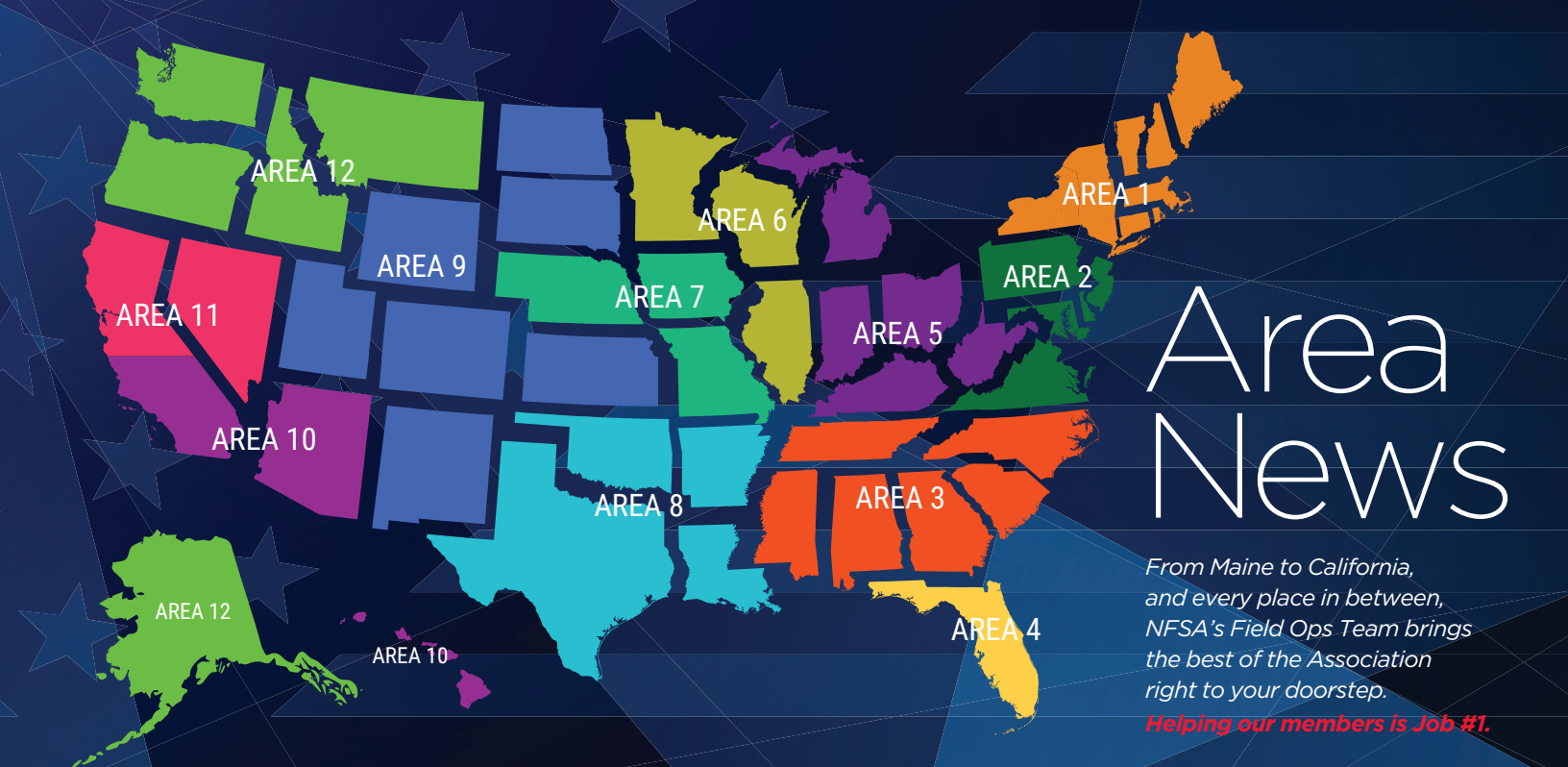
The SFPE Foundation announces a new report that examines Building Information Modeling (BIM), in relation to the fire engineering landscape.

The Integration of Building Information Modeling with Fire Protection Systems, Software, and Workflows is the culmination of a year-long research project led by Stephen B. Roth, PE, President and Chief Technology Officer of Carmelsoft. When the Foundation awarded a research grant to Roth, he set out to investigate BIM software tools and schemas available to fire engineers (FEs).

Through interviewing over 40 stakeholders, Roth learned that improvements could be made to software, data, and interoperability to enhance the design experience and expand BIM adoption amongst FEs. Roth’s recommendations include that equipment manufacturers design more usable Revit families and that updates be made to the IFC (Industry Foundation Classes) schema for better interoperability. The report also explores the future of BIM in fire engineering, which includes adoption of artificial intelligence tools and digital twins of physical buildings for smarter firefighting.

Accompanying the report is a supplementary User Guide that includes expectations and recommendations on overcoming some of the workflow bottlenecks that occur when fire engineers are using FE-related software tools. Readers who wish to focus on the practical application of the research should check out the User Guide first.

Learn more at sfpe.org/foundation.



Area News

From Maine to California, and every place in between, NFSA's Field Ops Team brings the best of the Association right to your doorstep.

Helping our members is Job #1.

AREA 1

CONNECTICUT, MASSACHUSETTS, MAINE, NEW HAMPSHIRE, NEW YORK, RHODE ISLAND, VERMONT

President Ray Closes Out 2024 Fire Chiefs Association of Massachusetts Professional Development Conference



The 2024 Fire Chiefs Association of Massachusetts Professional Development Conference held at the DCU Center in Worcester, MA drew over 500 attendees over three days with 30 fire apparatus, 70 vendors and an elite list of guest speakers.

NFSA President **Shane Ray** gave an engaging presentation on the current fire problem in mega-warehouses. These places that cover millions of square feet require a whole new concept for firefighting. He also spoke about NFSA's training and education, as well as the Expert of the Day Program. After the presentation, several inquiries were made concerning training. Many attendees took the time to thank President Ray for his presentation.

AREA 3

ALABAMA, GEORGIA, MISSISSIPPI, NORTH CAROLINA, SOUTH CAROLINA, TENNESSEE

Students & Fire Sprinklers - Education for a Fire Safe Future



Thanks to Retired Fire and Rescue Chief Keith Brower for sharing this great event.

On March 6, 2024, students from the 31st annual Beaufort Senior Leadership class met for Public Safety Day. Sponsored by the Clemson University Extension Office, this was one of the ten weekly sessions designed to familiarize new residents with the governmental, cultural, and historic aspects of Beaufort County, SC.

The planning for Public Safety Day involved representatives from Fire, EMS, and Law Enforcement, and promised an overview of services as well as some "real life" demonstrations, to include a side-by-side residential fire sprinkler demonstration, courtesy of the South Carolina Firefighters Association.

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Unfortunately, early morning thunderstorms resulted in the cancellation of all outside demonstrations. However, a backup plan was in place which allowed students to watch a video of a previous NFSA side-by-side demonstration as well as a “Close the Door” video. These videos were accompanied by comments from Chief Bruce Kline of the Lady’s Island- St. Helena Fire District.

Feedback from the students indicated that much learning took place and they asked many great questions. It is hoped that this will become a template for future classes.

AREA 4

FLORIDA, PUERTO RICO

Tagging for Success

In 2024, the Tagging for Success journey began in Fort Walton Beach. We then headed to Daytona Beach, where more than 160 Water-based Inspectors participated in the tagging program. Concurrently, classes were conducted with 50-60 Contractor license holders. Our Tagging event concluded in Coral Springs, with 70 Water-based Inspectors enthusiastically embracing this popular program.



The inspectors thoroughly enjoyed the diverse stations, each offering invaluable learning opportunities. Activities ranged from identifying tagging issues and tackling NFPA questions to constructing a riser, inspecting a pump, engaging with the NFSA valve trailer, and understanding sprinkler spray patterns—just on day one! Day two encompassed updates on NFPA 25, contract language discussions, insights into fire pumps, and more.



In total, approximately 300 inspectors participated in our event. We shared laughter, gained knowledge, and reinforced the critical importance of their roles in our industry.



AREA 8

ARKANSAS, LOUISIANA, OKLAHOMA, TEXAS

Oklahoma Legislation 2024 – Bills of Interest

NFSA is monitoring the following Oklahoma Legislative Bills that were introduced in 2023 and carried over to the upcoming 2024 Legislative Session.

• **SB 652** - Professions and occupations; adding nonprofit organizations to exclusions.

Bill Analysis SB 652 exempts any nonprofit organization and its volunteers performing plumbing installations, mechanical installations, or electrical installations for a single-family dwelling unit from the provisions of the Plumbing License Law of 1955, Mechanical Licensing Act, and the Electrical License Act, respectively.

• **SB 387** - Sales Tax Exemption for Certain Goods and Services for Construction of Nonprofit Facility

Engrossed SB387 provides a sales tax exemption for sales and services consumed for the construction of a facility placed in service in 2023. The exemption extends to any person, entity, contractor or subcontractor that has entered into a construction contract with the organization building the facility. For purchases and services consumed prior to the effective date of the act, the Oklahoma Tax Commission is directed to issue refunds to the purchasers in the full amount of sales tax paid.

• **SB 1444 and House 1367** – Occupational Licensing: This year, these bills will NOT impact occupational licensing and will only deal with cosmetology. All Occupational License renewals and new licenses will be reviewed more in the future.

• **SB 1572** is another attempt by the electricians and IEC to change what the alarm and locksmith industry can do. The Oklahoma Alarm Industry is requesting legislators to remove the word "alarm".

• **HB 3823** is an act relating to electronics, creating the Oklahoma Electronics Owner Right to Repair Act.

Texas State Fire Marshal Discussion Series

Join the Texas State Fire Marshal’s Office for three upcoming 2024 open forum discussions between the State Fire Marshal's Office & industry partners. For more information or to register, please visit the Texas State Fire Marshal website: Fire Marshal Discussion Series.

Upcoming discussion series dates.

- June 18, 2024 – Dallas
- September 18, 2024 – Lubbock
- December 18, 2024 – Rio Grande Valley

Area 8 – NFSA South Central Regional Manager Cindy Giedraitis, cindy@nsfa.org/979-324-8934

AREA 10

ARIZONA, HAWAII, AND SOUTHERN CALIFORNIA



NFSA Wisconsin State Coordinator Marty King and Fire Protection & Data Specialist Jon Nisja staffed the NFSA booth at the California Fire Prevention Institute’s Annual Conference in Santa Barbara on March 5th and 6th, 2024.

AREA 12

ALASKA, IDAHO, MONTANA, OREGON, WASHINGTON

Northwest Update:

The next set of classes in the NFSA/ Washington State Association of Fire Marshals partnership take place the first week of June. Chase Browning will present “Fire Sprinkler System Installation Requirements;” NFSA members will receive a discount. Register on the WASFM website and see any newly scheduled classes.

The first 2024 Washington State Residential Fire Sprinkler Coalition “Best Practices Forums” occurred in March, with the next one set for June. All contractors, fire and building officials are invited to join the open discussion on how to create more efficient, cost-effective installation of residential fire sprinkler systems. If you have any questions or would like to be added to the invitation list, please contact Northwest Regional Manager Suzanne Mayr.

NFSA continues to build partnerships in the Northwest by participating in these stakeholder events: Washington Association of Building Officials annual education institute, Oregon Building Officials Association Spring Institute, Alaska Fire and Life Safet Code Forum, Alaska Fire Chiefs Conference, Idaho Association of Building Officials conference and legislative event, Montana Building Codes Conference, and the upcoming Oregon Fire Marshals Association Training Conference and Oregon Fire Chiefs Association conference. •



National Fire Sprinkler Magazine

The Flagship Publication of The National Fire Sprinkler Association

NFSM Article Submission Guidelines

National Fire Sprinkler Magazine (**NFSM**), a members-only publication of the National Fire Sprinkler Association, is published six times a year. It offers Fire Sprinkler Industry news and articles of interest to Association members.

Query

Send an e-mail or letter briefly describing your article proposal, why the topic is important, and how it is relevant to our audience. Say something about the sources of your information (*personal involvement? interviews?*) and about your present position and background. Tell us what types of photographs and graphics are available to illustrate your story. Be sure to include an email address and a daytime phone number.

NFSM runs full-length feature articles of approximately 800-1200 words.

Feature Articles

Articles for **NFSM** should be on a topic of significant interest to the industry. Articles promoting a specific product or service will not be published. We have advertising opportunities available to boost your sales.

Writing Guidelines

NFSM tries to maintain a straightforward style. Accuracy is vital. All facts should be double-checked before a manuscript is submitted. All manuscripts must be submitted as Word docs, single-spacing between sentences. Images must be submitted as separate hi-res jpegs. Charts and tables must be submitted as separate pdfs.

Each manuscript should be accompanied by a list of resources on the topic at hand: relevant books and reports, conferences, and/or contact people and their phone numbers. To settle points of style, use *The Chicago Manual of Style* (University of Chicago Press).

Illustrations

NFSM uses a variety of photographs, line art, charts, and maps.

We prefer to receive artwork electronically, and all illustrations should include credit and caption information.

Copyrights

Articles must be exclusive to **NFSM** magazine and not submitted to any other industry publication, unless prior agreement has been reached. Author is responsible for the accuracy of article and that it does not infringe on any other copyright. All published submissions become the property of NFSM.

Payment

NFSM does not pay for articles; we do recognize an author with a byline and credit. NFSM reserves the right to reject any submission at its own discretion.

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SHARE YOUR STORY IN NFSM MAGAZINE!



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Story Ideas:

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- Employee Recognition
- Challenging or Rewarding Projects
- Personal Triumphs or Adversity
- *Aunt Felicia's Lasagna Recipe*



Let's get to know each other through this special edition of our member magazine! Articles and photos are being accepted for inclusion in our Sept/Oct Takeover issue.



Deadline July 19th. Email materials to NFSM Editor **Joanne Genadio** at genadio@nfsa.org.



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