

National Fire Sprinkler Magazine

The Flagship Publication of The National Fire Sprinkler Association

January - February 2020
No. 218



Fire Sprinkler Retrofits

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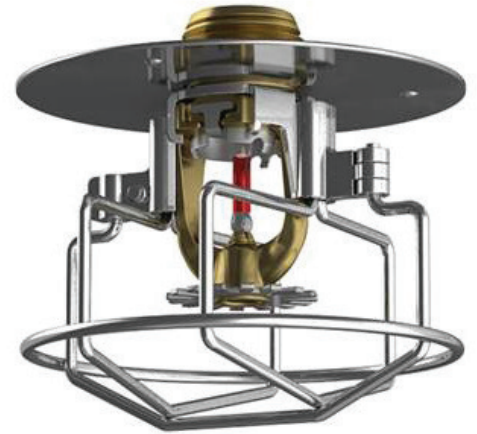
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- January 20 – 24, 2020
Layout Technician Blended Learning – In Class Practicum..... Baltimore, MD
- January 29
Coordinating NFPA 25 & 72 ITM Requirements Fairbanks, AK
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- February 6
Understanding, Applying and Enforcing NFPA 25 Baltimore, MD
- February 25 – 26, 2020
Sprinkler System Plan Review Tucson, AZ
- February 25, 2020
Design Advantage: Fire Sprinkler Systems and the IBC (AIA Approved) Pharr, TX
- February 26, 2020
Understanding, Applying and Enforcing NFPA 25 Pharr, TX
- February 27, 2020
NFPA 13, 13D, 13R 2016 Update Pharr, TX
- February 27, 2020
Rough and Final Inspections Tucson, AZ
- March 16 – 27, 2020
Two Week Layout Technician Training Baltimore, MD
- May 11 – 15, 2020
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- June 1 – 5, 2020
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- August 10 – 21, 2020
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- October 5 – 16, 2020
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- November 16 – 20, 2020
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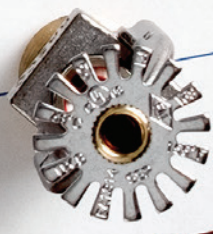
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Passion and Perverserance -2020 and Beyond

Many can remember back to the Y2K days of when the year 2000 hit, we were warned computers wouldn't work and we'd have to throw away all our checks because they said 19___. Well, we survived that, and all the initiatives that had the year 2020 somewhere in their title or plan. I'm glad it's here and I hope all those things go away.

It's hard to believe that I was a small town Mayor in those days, as well as the legislative representative for a state association and an international association, spending almost all my time in local city and county buildings, and the State House, and up on Capitol Hill in Washington, D.C. While many of my colleagues used to joke with me, even to the extent of creating PowerPoint slides and poster board signs, *Shane Ray for President in 2020*, I never thought that position could be for President of NFSA.

It is election time at NFSA, and I am proud to say that we have a better slate of officers going forward than our country seems to have. Your association is in good hands with a strong Board of Directors that is actively engaged. Thanks to the direction of Chair Kent Mezaros, Vice Chair Jim Boulanger, Treasurer Bruce LaRue, and the entire Executive and Finance Committee, this is the first time in my 26 years of presenting government and



“It is an honor to serve such a progressive organization lead by a great Board of Directors, Councils, and Committees. The best of the best from this industry give guidance, direction, and support to a great team of very dedicated and passionate staff members.”

non-profit budgets that I ever had to submit two budgets, one planning on industry growth and one preparing for a recession. This was a great exercise that made everyone more aware of the current economy and the decisions we will make to ensure we not only continue to advance the fire sprinkler industry, but to also maintain it and defend it with staff and programs.

This year is the election cycle that is the biggest of all NFSA elections because the Chair, Vice Chair and Treasurer are up for election as a second term, but so is the President and the Secretary of the Corporation. This is also the year where the Contractors Council has four Area Director seats, as well as the Director at Large position, that will be seated at the Spring Board Meeting, which will be in Clearwater, Florida on March 13, 2020. The slate of officers that have been put forward by the Nominating Committee of the Board of Directors are Kent Mezaros for Chair, Jim Boulanger for Vice Chair, and Bruce LaRue for Treasurer. I am also fortunate that my own name is placed for position of President and Vickie Pritchett for Secretary of the Corporation, which are both professional staff positions. At the Spring meeting I will place forward the positions of Senior Vice Presidents and Vice Presidents, which are also professional staff positions. The Chair, Vice Chair, and Treasurer have term limits of 2 terms, which is a total of 4 years, but the other positions do not have term limits.

It is an honor to serve such a progressive organization lead by a great Board of Directors, Councils, and Committees. The best of the best from this industry give guidance, direction, and support to a great team of very dedicated and passionate staff members. We have worked tirelessly through the last Administration of this Board under Past-Chair Larry Thau, and now under this current administration of Chair Kent Mezaros, to move the NFSA and the fire sprinkler industry forward. The NFSA has a great staff of personnel that covers this country well and now is better positioned with more tools than ever before.

From 1998 when I was a young mayor and then a fire chief, to 2020 as President of NFSA, I couldn't have been more blessed to shape public policy that would save lives, protect property, conserve the environment, limit taxes, and promote the wide-spread acceptance of the fire sprinkler concept.

Speaking of shaping public policy and the reason for the first part of the title for this column, passion and perseverance, the Executive and Finance Committee and the entire Board of Directors heard from Mr. Jim Dalton at the Winter Board of Directors meeting in Washington, D.C. After 26 years of the most expressive passion and the longest running commitment to influencing Congress on fire sprinklers, Mr. Jim Dalton will conclude his 60-year career to the fire service and to improving fire protection in America. Serving the last several years as the Senior Policy Advisor to the President of NFSA, ensuring fire sprinkler incentives were attached to the Tax

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“WE MAY NOT BE AS FAST AS WE ONCE WERE, BUT FIRE IS FASTER THAN EVER.”



According to the U.S. Fire Administration, people over the age of 65 face the greatest risk of dying in a fire – more than 2 ½ times that of the general population. Ages 85 and over were 3.6 times more likely to die in a fire than the general population.

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Keep Pushing That Boulder

Our November 2019 Board of Directors Meetings took place in Washington D.C. This allowed me, and several other of our Board members, the opportunity to visit our Nation's Capital and do Hill visits in support of H.R. 4685. This bill was introduced into Congress on October 15, 2019 to amend the Internal Revenue Code to classify high-rise buildings (buildings greater than 75'-0" in height) fire sprinkler system retrofits as 15-year properties for the purpose of depreciation. The purpose of this legislation is to capture both the residential and commercial buildings outside of Section 179 properties that the passage of our previous bill did not include.

Our team, led by our lobbyist Andy Quinn of McAllister & Quinn and his staff, together with NFSA leadership staff, Board members and, most importantly, some of our Common Voices advocates, met with numerous House staffers over a two-day period. Our wonderful friends from Common Voices are irreplaceable when attending meetings such as these. The impact that their real-life experiences and traumas associated with fire have on those we are meeting with should never be under-appreciated.

It is bittersweet however, that we were missing one person to run around the halls with us (although he was impatiently waiting for us at the hotel to return). Jim 'JD' Dalton, who was the first person to push that large boulder up the hill way back in 2003 when the Fire Sprinkler Incentive Act was first

introduced. JD doesn't run much these days, but he attended our Board Meetings, and motivated our group to continue onward with the fight he started so many years before, and continues to support.

For those of you in our industry that may not know JD (under what rock can you be hiding?), JD has been a large part of NFSA for the past 26 years – and sadly 2019 will be his last one on the NFSA payroll. He was the recipient of the Golden Sprinkler Award way back in 2011, and recently inducted into our Hall of Fame. JD is SFPE's Fire Protection

Person of the Year Award Winner for 2019. JD received the James M. Shannon Advocacy Medal from NFPA in 2018 for his career long commitment and passion for fire safety. In 2017 The Congressional Fire Services Institute's Board selected JD the recipient of the Mason Lankford Fire Service Leadership Award. His accolades go on and on and on.

JD wasn't born into our industry. Back in 1960 when JD got out of the Marine Corps he wasn't a person who had dreamed of being a fireman. A buddy of his who was a fireman talked to JD about the fire department and took him down to Silver Spring to fill out an application. JD was a volunteer for a few months and then went on to become a career firefighter way back in March of 1960. Luckily, some years later Chief Warren Isman (recognize the last name?) recruited JD into the Fire Marshal's office when he became the Director. JD was also fortunate to meet and be influenced by people like Harry Shaw and Sonny Scarff, and those people that really worked along with the Fire Administration and the Industry to put Operation: San Francisco together in 1983. It was back in those days that people were working hard just to get smoke detectors accepted around the country, that here was a gentleman by the name of Ronny Coleman that was running around in California putting in fire sprinkler systems in homes. JD took notice of the positive effect that fire sprinklers could have in protecting lives and property and became one of our industries strongest voices. Former President John Viniello was smart enough to realize JD belonged at NFSA and offered him a job. The rest is history.

JD is a very humble man, and if I had to guess I think he would say to me that I should have spent the time today speaking more about the wonderful advocates we have in people such as Common Voices and not worrying about mentioning him. No one I've ever met before can tell a story like JD. Often humorous and sometimes simple, but always incredibly poignant. JD realized many years ago when meet-

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“JD took notice of the positive effect that fire sprinklers could have in protecting lives and property and became one of our industries strongest voices.”

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From the Former President's Desk

Shane Ray

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Cuts and Jobs Act of 2017, and finally ensuring the High-Rise Fire Sprinkler Incentive Act was introduced in Congress, which is HR 4685, JD will scale back his duties, but I don't think he will ever fully "ride away" until his final day on this earth. He said at the Board Meeting, "this is the first time in 26 years I have not seen my name on an NFSA organizational chart", which earned him a standing ovation from all in attendance and recognition by our Chair and the entire Board for being a Hall of Fame member.

Prior to and following the Board meeting, our lobbying team led members and staff around the halls of Congress to visit members of the House Ways and Means Committee. It is always so impactful when we have a team with Common Voices advocates and a representative of the fire service to share the direct impact of fire. Combine that with our contractor, supplier, and manufacturer members who can talk about process, product, and jobs, it makes a difference. I will never downplay the impact of our motto as NFSA, "*The Voice of the Fire Sprinkler Industry*". Our inclusive membership coupled with our diverse partnership, is shaping public policy at the local, state, and national level.

It is now up to all of us, staff and members, to keep this passion and perseverance going. As I have said in previous columns, we have come a long way, but we have a long way to go to fulfill our vision of a "A Stronger Industry... A Safer World" and to fulfill our mission to save lives and protect property from fire through the widespread acceptance of the fire sprinkler concept.

Please help us sell these tax incentives with retrofit requirements around the country. We have worked hard to help small businesses be able to install fire sprinklers in their existing business and depreciate the expense from their taxes in one year rather than the old system of 39 years. We have ensured that assembly occupancies with an occupant load of 300 or more that serves alcohol must retrofit with fire sprinklers. We have cities that are attempting to adopt ordinances that will require the retrofit of high-rise buildings and we have a bill introduced in Congress that will provide an incentive to do that with depreciation over 15 years, which will separate fire sprinklers from plumbing and the way they are treated in the tax code. There are states and local governments that are "cherry picking" these life safety requirements from the code as they adopt the latest versions, but rest assured, your NFSA is on top of all these issues with the utmost passion and we will persevere.

Thank you, stay safe, serve well, and may God Bless you. •



Shane Ray, *President*

From the Former Chairman's Desk

Kent Mezaros

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ing Shane Ray and Vickie Pritchett that he needed to get them introduced to and involved with NFSA. Today one of them is our President and the other is the Secretary of our organization. Words simply cannot express the gratitude for all this man has done for our industry and fire safety around the country.

Thank you JD - you have both improved and saved many lives along the way. You did one hell of a job, Sir. •

Respectfully yours,



Kent Mezaros, *Chairman*

How to Choose the Right Lawyer for Your Business

by Waqar Hasan

Sooner or later, every business will need legal representation. A lawyer can either be a huge asset for your business or turn out to be just an expensive line item. Why is it so? This depends on the choice of the lawyer. Hiring the wrong attorney can be very costly for your business and it is something you want to avoid. Yet, the hiring process is very intimidating, especially if the business doesn't know what it is looking for.

How to choose the right lawyer for your business? Here are some tips that can guide you during this process:

- Figure out the ideal time to hire a lawyer-This is different for every business. Generally speaking, it is better to establish this relationship as early as possible and not wait until you need the services of a lawyer to find one. This gives you plenty of time to do your research, ask different lawyers about their rates and services and do an initial consultation to see if you are comfortable.
- Focus on the type of lawyer you require-Most business attorneys have the training and skills needed for dealing with formation needs. This includes creating an LLC or corporation, drafting business contracts or even putting together a partnership. But, if you just need to know about tax law or you want to get a trademark, it is better if you hire a lawyer specializing in these areas. If you are looking for long-term general counsel for your business, you can find a good business lawyer. Later on, they can also put you in touch with specialists when needed.
- Look for a lawyer who understands your niche-Sure, you need a business lawyer, but if they don't have any clue about how your business operates or your industry, you are going to face various communication challenges. This is especially applicable in situations where the industry is highly specialized and regulated because you don't want to make legal mistakes. Even if they don't have the knowledge, hire a lawyer who is willing to learn and ready to make the effort to understand your market or niche.
- Select a lawyer who brings other resources-Good legal services don't come cheap. Therefore, you want to get the most bang out of your buck. It is recommended that you hire a business lawyer that can bring other resources to the table. How can you figure that out? Check if the lawyers you are considering are members of trade associations or other groups that can benefit you. Do they have a network of lawyers and professionals they can refer to you when you need specialist services? Are they willing to make introductions to potential customers, other clients, and

strategic partners? Get detailed answers because they can help you in making the right decision.

- Make sure you understand their fee structure-You shouldn't be nervous or afraid of discussing any potential fee with your lawyer. Whether you are a small startup or a large business, you do need to plan for your legal costs. Traditionally, lawyers charged hourly for their services, but now a lot of them have chosen to quote fixed prices for a service. However, the most common approach is a combination of fixed and hourly billing. You need to discuss your preferred arrangement with the lawyer and be upfront about your expectations to avoid problems in the future.

As long as you consider these tips, you will be able to cull out the best lawyer from the crowd for dealing with all legal aspects of your business. •

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Should a C-Factor of 120 Be Permitted for Nitrogen?

by Mark Hopkins P.E., NFSA's V.P. of Engineering



The idea of using nitrogen in dry pipe and preaction sprinkler systems is not a new concept. Nearly two decades ago, I had a discussion with Sal Izzo, P.E. while he was Director of Technical Services for Reliable Automatic Sprinkler Co., Inc. regarding the use of bottled nitrogen in sprinkler systems. This predated available equipment using nitrogen generators for sprinkler systems. We simply discussed the application of nitrogen in preaction sprinkler systems in big box refrigerated warehouse applications. Sal reported that observations of corrosion in these systems were almost completely unheard of. This makes sense given that nitrogen displaces oxygen and minimizes corrosion. It also makes sense when you consider that corrosion rates drop significantly as temperature drops, and corrosion is essentially non-existent at or below 32° F since the electrolyte (water) needed for corrosion is in a state that is non conductive for ionic transfer and possibly no longer in liquid form. For both reasons, corrosion would essentially be neutralized.

Not too long afterwards, I, along with a group of other engineers, started to recommend the use of bottled nitrogen in place of compressed air for dry pipe and preaction systems in other applications. I know it is hard to believe, but this idea was met with significant resistance which is a concept unheard of in the sprinkler industry. Many challenges (or more accurately obstacles) were presented. Increased leak rates, cost, availability, and pressure regulation were all brought up as persuasive arguments presented to owners against using nitrogen. As a result, traction on this concept was minimal or nonexistent. Then came the introduction of nitrogen generators which was also met with resistance. I recall first seeing a 95% purity level, which later transitioned to a 98% level for corrosion control. I will admit, I was skeptical of these nitrogen generation systems at first. However, these systems have proven to be effective when properly designed, installed and maintained.

Jumping to 2019, we are still debating over the viability and need for the use of nitrogen generation systems. In my opinion, the science behind the technology is sound; nitrogen displaces oxygen and has a low dew point which aids in removal of water. The NFSA has multiple SAM (Supplier and Manufacturer) member companies that make these nitrogen generating systems. The general principle of operation for the equipment produced by each manufacturer is similar, but there are proprietary differences in the equipment. I will not provide an opinion on which equipment is the best. This I will leave to each of you to decide on your own.

However, I would like to provide an opinion regarding a different topic which has generated much discussion.

Should a Hazen-Williams C-factor of 120 be permitted for new dry pipe and preaction systems employing a nitrogen generator in place of undried compressed air?

This is a crucial question that needs an answer today. I am both a member of the NFPA 13 Sprinkler System Discharge (SSD) Committee and the NFPA 25 Inspection, Testing and Maintenance of Water-Based Fire Protection Systems Technical Committee. During the past cycle of NFPA 25 (leading to the 2020 edition) and during the pre-first draft and first draft meetings of the NFPA 13 Discharge Committee there was and continues to be significant debate regarding the use of nitrogen generators.

There has also been significant debate in the NFSA Engineering and Standards (E&S) Committee regarding this topic. In fact, there have been several E&S Committee discussions regarding the use of a C-factor of 120 which led to two notably different outcomes. One discussion led to a split vote to reject moving forward with a public input (PI) for modifying NFPA 13 Table 27.2.4.8.1 as part of the 2022 edition. However, another discussion on the topic led to a split vote to accept. NFSA staff was tasked with developing a PI to submit to NFPA 13 to modify Table 27.2.4.8.1 for the 2022 edition.

During the E&S discussions, it was suggested to clarify that the use of a C-factor of 120 should be limited to new systems having a nitrogen generator installed when the sprinkler system is installed. Existing systems installed with an air compressor should not be permitted to use a C-factor of 120. These systems installed using undried compressed air should be required to use a C-factor of 100. This idea was accepted and NFSA staff was tasked with developing appropriate PIs to reflect this clarification. NFSA staff developed PIs 602, 603, 604 and 630 to incorporate the proposed changes. PI 602 will be discussed last because it requires the most discussion.

PI No. 603 added a new section 29.1.7 for the retroactive application to existing systems and renumbered the subsequent sections 29.1.8 and 29.1.9. This was proposal was accepted as part of first draft revision, FR-1087.

*29.1.7*When nitrogen is retroactively applied to existing dry pipe or double interlock preaction systems previously having a*

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compressed air supply, a Hazen-Williams C-factor of 100 shall be applied.

The following statement of problem and substantiation was submitted for PI 603, PI 604 and PI 630:

Nitrogen used at 98% can be effectively used to minimize corrosion in dry pipe and preaction systems. However, nitrogen cannot repair, remove or compensate for existing corrosion damage. A C-factor of 120 would only be applicable for new systems. Existing systems installed with compressed air can experience corrosion damage and a C-factor of 100 would be appropriate.

PI No. 604 added a new section 29.6.8 for the design of existing systems previously having a compressed air supply. The same statement of problem and substantiation submitted for PI 603 was used for PI 604. This proposal was accepted as part of FR-1088.

29.6.8 A Hazen-Williams C-factor of 100 shall be used in hydraulic calculations for modifications or additions when nitrogen is retroactively applied to existing dry pipe or double interlock preaction systems previously having a compressed air supply.

PI No. 630 added a new annex section A.29.1.7 to identify the problem and to acknowledge that dried air can also be effectively used for corrosion control purposes. Although modifications regarding dried air were not being proposed for this cycle, there is a possibility that modifications will be proposed during a future cycle. Accepted as part of FR-1087, PI 630 used the same statement of problem and substantiation submitted for PI 603:

A.29.1.7 Nitrogen is often added to existing dry pipe and preaction sprinkler systems already identified as having corrosion damage with the intent of extending the life of these systems. The addition of nitrogen will not remediate the corrosion damage already incurred to the sprinkler system piping. It is recommended to assess existing piping to determine where replacement is necessary and where acceptable for continued use. The addition of nitrogen will remove the oxygen from the corrosion process which will minimize continued corrosion but will not remove any previous damage.

The use of compressed air is not always damaging to dry pipe or preaction sprinkler system piping. It has been used as a supervisory gas for nearly a century without catastrophic effects. Dry air has been found to provide an effective means of limiting corrosion. However, corrosion has been observed in systems having compressed air supplies without dry air. Problems have been observed in hot and humid areas, and when compressors generate heating after being run for long periods. Water condensation caused by this process has been identified as a contributing factor to corrosion in dry pipe and preaction sprinkler systems.

PIs 603, 604 and 630 were reviewed by the NFPA 13 Sprinkler System Installation Committee and were accepted and included

as part of FRs 1087 and 1088. These FRs were made contingent upon acceptance of PI 602 by the Discharge Committee which proposed changes to Table 27.2.4.8.1. However, these FRs can actually stand on their own regardless of whether the changes are made to Table 27.2.4.8.1 or not.

PI No. 602 modified Table 27.2.4.8.1 regarding the use of nitrogen with a purity of 98%. The submitted change added two lines to the table for black steel and galvanized steel along with a second footnote.

Table 27.2.4.8.1 Hazen-Williams C Values

PIPE OR TUBE	C VALUE*
Unlined cast or ductile iron	100
Black steel (dry systems including preaction)	100
<u>Black steel (new dry systems including preaction with 98% nitrogen)</u>	<u>120**</u>
Black steel (wet systems including deluge)	120
Galvanized steel (dry systems including preaction)	100
<u>Galvanized steel (new dry systems including preaction with 98% nitrogen)</u>	<u>120**</u>
Galvanized steel (wet systems including deluge)	120
Plastic (listed) all	150
Cement-lined cast- or ductile iron	140
Copper tube, brass or stainless steel	150
Asbestos cement	140
<u>Concrete</u>	<u>140</u>

*The authority having jurisdiction is permitted to allow other C values.

**A C-factor of 100 shall be applied to existing systems using compressed air (see Chapter 29).

The following statement of problem and substantiation was submitted for PI 602:

Multiple studies have verified that the use of 98% nitrogen instead of air offers far lower internal pipe corrosion rates and improved internal wall integrity.

The Department of Defense uses a C-factor of 120 based on the results of their own research (See DoD document "Fire Protection Engineering for Facilities UFC-3-600-01 dated 8 August 2016 Section 9-6.3.6)

Excerpt from the DoD document:

9-6.3.6 When nitrogen is utilized in dry or preaction sprinkler systems, a C-factor of 120 is permitted to be used in hydraulic calculations.

FM Global has also performed testing supporting the use of nitrogen as a means to significantly reduce corrosion rates in steel piping systems.

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The NFPA 13 Discharge Committee was also split on this issue, and a marginal vote was made to reject this change to the document with the following substantiation:

This proposal will not add the requirements necessary to ensure an installed nitrogen system is required to be documented or maintained for the life of the system. There is nothing to prevent the owner from removing the nitrogen system at a future time.

The NFPA 13 Discharge Committee initially provided a substantiation statement that did not allow a path forward or reconsideration in the future, so the issue was pressed in an effort to obtain better guidance. The revised substantiation provided summarizes the heart of the issue surrounding the possibility for an owner to make a change in the future. This possibility has caused concern for many contractors and is worthy of additional changes to the standard. After leaving the meeting, the light bulb clicked on for me. There is a parallelism regarding this issue with those voiced for storage facilities.

The issues expressed by those against the proposed change to permit the use of a C-factor of 120 center around the fact that an owner can accept the use of nitrogen generator as part of the original installation, fail to properly maintain the equipment

allowing corrosion to start, and then later replace the nitrogen generator with an air compressor. This would allow the owner to have their cake and eat it too. The cost savings of the smaller pipes used during the original installation would be experienced along with the additional cost savings of buying an air compressor rather than a nitrogen generator.

Since the owner would make the decision to accept a cost savings based on hydraulic efficiency there must also be a tie to this decision which should be documented. I propose that a line item should be added to the owner's certificate to acknowledge the decision to use a nitrogen generator. In addition, a sign should be required to identify that "the nitrogen generator is an essential component of this sprinkler system. Failure to maintain this essential component will result in a deficiency/impairment of the system." This is essentially how storage height, commodity and arrangement issues have been handled. In addition, it would also be important to identify potential changes to propose for the 2023 edition of NFPA 25. I think that there could be a viable path forward to allow a C-factor of 120 to be used for new preaction and dry pipe sprinkler systems using nitrogen having a purity of 98%. What do you think? Please let me know by sending me an email at hopkins@nfsa.org.

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Retrofitting Sprinklers in the 2021 International Fire Code

by Jeffrey M. Hugo, CBO, [Director of Codes and Public Fire Protection](#)



Using Chapter 11 of the International Fire Code to retrofit sprinklers

Starting in the 2009 edition of the International Fire Code (IFC), all the existing building requirements were placed in Chapter 11 of the IFC. Specifically, it covers (and the chapter title is) “Construction Requirements for Existing Buildings”. This means all existing buildings, where the IFC is adopted as a model fire code, are required to meet these minimum fire and life safety system standards. Where other existing building codes, such as the International Existing Building Code (IEBC), require actual construction work, such as remodeling or alterations, to trigger fire protection system improvements, the IFC does not. The existing construction requirements in IFC Chapter 11, such as retrofitting fire sprinkler systems, are initiated and enforced through the local fire code enforcement.

Retrofitting High Rises

Retrofitting high-rises with sprinkler systems has often highlighted the difference between using NFPA codes (NFPA 1 and NFPA 101) and the IFC. Starting in the 2021 IFC, Section 1103.5 will require all existing high-rises over 120 feet, regardless of occupancy or use, to retrofit with fire sprinkler systems according to the 2019 edition of NFPA 13. Existing high-rises less than 120 feet (down to 75 feet) are also required to install fire sprinklers, but the IFC provides two exceptions to retrofitting sprinklers:

1. The building has at least two 2-hour interior exit stairways,
- or
2. The building has a fire alarm system that includes smoke detectors in mechanical equipment, electrical, transformer, telephone equipment and similar rooms; corridors, elevator lobbies, and at doors penetrating interior exit stairway enclosures.

The IFC recognizes that some jurisdictions have already fully or partially retrofitted through other model codes such as NFPA 1 or NFPA 101. The wording in Section 1103.5 accommodates such previously installed systems. This section also recognizes that other “approved automatic sprinkler systems” that are less than full NFPA 13 systems were installed to meet other codes. High-rises

using the Dorothy Mae concept, partial systems, or Engineered Life Safety Systems (ELSS), where approved, can be installed (where approved locally) or remain existing.

Retrofitting A-2 Occupancies

Starting in the 2018 IFC and continuing in the 2021 IFC, existing assembly A-2 occupancies (bars, nightclubs, restaurants, etc.), meeting certain conditions, are required to be retrofitted, per the IFC Section 1103.5, using the 2019 edition of NFPA 13. For a more in-depth discussion on A-2 retrofits, see the 2018 March/April NFSM edition article titled, “A-2 Retrofit in the 2018 IFC”. In short, the IFC requires any A-2 occupancy where alcohol is being consumed in a fire area and exceeding 300 occupants to retrofit the specific fire areas with fire sprinklers.

Retrofitting I-2, and I-2 Condition 2 Occupancies

Institutional, I-2 occupancies (hospitals, nursing homes, detoxification facilities, etc) are required to be retrofitted with fire sprinklers per Chapter 11 of the IFC. The 2009 IFC has some partial sprinkler requirements, but the 2018 IFC requires automatic fire sprinklers throughout according to the 2019 edition of NFPA 13.

An I-2, Condition 2 occupancy is a hospital. The “condition” (Condition 1 and Condition 2 is a change in the 2015 IBC/IFC) refers to how the occupants can respond to an emergency, such as a Condition 1 occupant is capable of hearing, listening and responding to evacuation instructions, whereas the Condition 2 occupant will need some sort of assistance to evacuate.

This retrofit requirement affects all non-sprinklered and partial sprinklered hospitals and give the local jurisdiction and hospital owners a time frame that is negotiated locally for compliance. The proponents of this proposal state that Center for Medicare Services (CMS) may require retrofitting hospitals by 2021 and this proposal would make the IFC more consistent with the direction that federal standards are taking to maintain hospitals.

Other Retrofit in IFC Chapter 11 for Sprinklers and Standpipes

One of the long-standing fire sprinkler retrofit provisions are for

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nitrate film or pyroxylin plastics. Existing buildings that store, handle or produce more than 100 pounds trigger the retrofit sprinkler requirement. When the raw pyroxylin film is stored in a building vault, the IFC stipulates the discharge density at the incredible 1.66 gpm/sq.ft.!

Existing buildings and structures also have requirements for retrofitting standpipe systems. Just as retrofitted sprinklers in the 2021 IFC are installed per the 2019 edition of NFPA 13, standpipe systems are installed according to the 2019 edition of NFPA 14. The trigger for retrofitting standpipes is when the highest occupied floor is greater than 50 feet above (or below) the lowest (or highest)

level of fire department access. The fire code official is permitted to accept a manual standpipe to meet this retrofit requirement if required flow can be met by the fire department.

Summary

Retrofitting fire sprinkler systems in existing buildings always increases the life safety. The IFC and IEBC provides some of the same tradeoffs for full fire sprinkler systems as if the building was built new in the IBC. Adopting the latest IFC provides the highest level of fire and life safety for existing high-rises and A-2 occupancies. •

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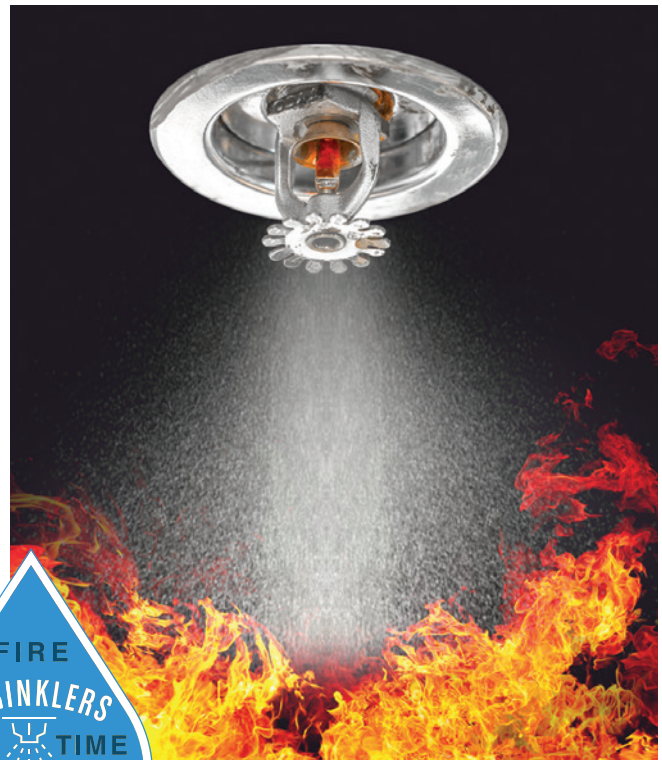
On average, seven people per day die in U.S. home fires where fire sprinklers are not present.

Fire sprinklers can control and may even extinguish a fire in less time than it would take the fire department to arrive on the scene.

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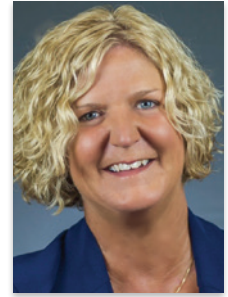
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The Role of Advocates in Fire Sprinkler Incentives—both Historically and Futuristically



by Vickie Pritchett, **Director of Outreach & Government Relations**

Fifteen years. It took us 15 years to get fire sprinkler incentives included in Tax Reform. One of the key parts of that success story, even if it took so much time, was the role that advocates played in the process. The Station Nightclub fire was the catalyst that sparked legislation that would provide tax incentives to small business owners across America. If you need more information about this incentive, please visit nfsa.org/taxreform for resources that can help you share the good news about the incentives!

Rob Feeney, as a survivor of the Station Nightclub fire and a Common Voices advocate, was involved from the beginning. Providing testimony time and time again, Rob made it real to legislators and their staffers. Rob continues to advocate with us today, now focusing efforts on HR 4685, which is the High-Rise Fire Sprinkler Incentive Act. This legislation will expand fire sprinkler incentives beyond Section 179 and small businesses, and will include high-rise (buildings over 75 feet) – including residential occupancies.

As we listen to our advocates share their respective stories, we realize and are reminded of our “why.” The fire sprinkler industry is in the life safety business, and our “why” is one that saves lives and protects property! It doesn’t get any better than this! As we embrace 2020 with optimism, may we be reminded that our cause is a noble one, and that we have something worth fighting for in local, state, and federal government chambers. Our involvement is key, as we bring together both the advocates and our friends from the fire service. It’s a very powerful combination, and one that NFSA vows to continue into this new year. While we hope the passage of this new legislation doesn’t take 15 years, we know that we are in for the long haul, understanding that this is an important part of our Association’s service to our members.

Our mission is to *protect lives and property through the widespread acceptance of the fire sprinkler concept*. Let’s embrace that mission with a renewed spirit of determination as we reach out to all stakeholder groups and share our message, a message that comes to life with our advocates. If you’d like more information about advocacy, visit the Common Voices website at www.fireadvocates.org -- from local to national, these advocates are involved on your behalf every single day.

Happy New Year! Let’s make 2020 the best year yet!

Until next time, stay safe!

A handwritten signature in black ink that reads "Vickie". The signature is written in a cursive, flowing style.



FIRE SPRINKERS IN ACTION

Team NFSA is proud to debut our new NFSM column, *Fire Sprinklers in Action*, that we are hoping will appear in each issue of the magazine. We depend on our members to report these saves and encourage all to participate. A submission form is available at nfsa.org/sprinklersaveform, where you can easily add your save information and upload a photo.

Thank you to our inaugural contributors! We look forward to many more. —Joanne Genadio, Editor

Fire Sprinkler System Contains Westminster, Colorado Apartment Fire

Thanks to Fire Marshal Bob Hose of the City of Westminster for sending us this save!

The Save:

A fire occurred in a fifth floor (top floor) apartment. A single sprinkler discharged and extinguished the fire. Water from the sprinkler caused some damage on floors directly beneath the involved unit, however fire damage was limited to a small area of the apartment with smoke damage also limited to the apartment.

This is an example of how effective a working sprinkler system is. Instead of having some minimal fire and water damage, this fire could have resulted in significant damage to the property and potentially caused loss of life. The damage in place from the water pales in comparison to the potential a fire like this creates for destruction.

The Nuts and Bolts:

Type of system:	Wet sprinkler system
Number of sprinklers activated:	1
Installing Contractor:	NFSA Member Frontier Fire Protection
Value of building:	\$30 million
Value of contents:	\$6 million
Value saved:	\$35,970,000

Sprinkler Save at Gaithersburg, Maryland Mixed Use Building

Thank you to Pete Piringer, Chief Spokesperson for Montgomery County, Maryland Fire & Rescue Service and Ivan J. Humberston, P.E., Gaithersburg, Maryland Fire Marshal for this rare glimpse into the details and backstory of a Mixed-Use Building Sprinkler Save!



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From Pete Piring:

It was a cool, rainy Halloween Day in the suburbs of Washington, D.C. when personnel from Montgomery County Fire and Rescue Services Fire/Rescue Station 708, Gaithersburg-Washington Grove, were dispatched for an 'automatic fire alarm' at 8 Russell Ave, Gaithersburg, Maryland. While PE708 & PAT708 were responding and enroute, The Montgomery County Public Safety Communication center, advised they received additional information reporting smoke in the building, at which time additional fire/rescue units were dispatched. Units from Gaithersburg, NIST, Germantown, Quince Orchard, Rockville and surrounding areas responded, bring more than 45 firefighters to the scene.



First arriving firefighters reported that there had been a fire in the kitchen of Apartment 208, of the four-story residential apartment building. Although a 300' hoseline was deployed, it was not needed because the fire had been controlled by an activated sprinkler. Firefighters controlled the water, as they checked for fire

extension around the kitchen and other areas. There was little or no extension. Most fire/rescue units were placed in service within 15-20 minutes.

There were no injuries. Damage was estimated to be about \$20K. Residents from two apartment units were displaced primarily due to water damage and utility control/shut off.

The Gaithersburg City Code Enforcement responded.

30-Years Later, A Great Sprinkler Save

From Ivan Humberson:

I was a sprinkler designer for a small sprinkler company in Northern Virginia from 1986-1989. During that time, residential sprinklers were in their infancy, and Montgomery County had their own local requirements for residential sprinkler systems, referred to as NFPA 13M. One of the projects I designed was the mixed-used building to be constructed at 8 Russell Ave in Gaithersburg, Maryland. The property is a four-story building with ground floor commercial spaces below the upper three floors of condominiums. Although the normal multi-family construction in that era was the "Garden Apartment" type, the City's Planning Department strived for more mixed use buildings in their urban center.

Now, here we are, over 30 years later, and one of the buildings in my jurisdiction, and for which I designed the sprinkler system, has a "sprinkler save!" It's a rewarding feeling knowing that my design did its job, and even in a building over 30 years old, "fastestwater" is the most efficient fire safety a property can have!

The Nuts and Bolts:

Type of system:	Wet sprinkler system
Number of sprinklers activated:	1
Value of building:	\$10 million
Value of contents:	\$70,000
Value saved:	\$10,670,000



ITM of Non-NFPA 13 Compliant Sprinkler Systems—Drains

by Vince Powers, *NFSA's ITM Specialist*



NFPA 25, the Standard for Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems, sets the minimum requirements for maintaining a properly installed and approved water-based fire protection system. It requires specific intervals to conduct tests of flow switches, dry valves, and fire pumps, among many other requirements. However, it does not state how to conduct these tests when the systems are not installed in accordance with generally accepted practices. Generally accepted practices refer to the fact that systems were installed in accordance with other NFPA standards and/or other locally adopted requirements.

Following are two common installation issues that inspection and testing technicians often encounter:

1. Floor control assemblies installed without an express drain. In these situations, there is typically a globe valve installed with a plug and nowhere to flow water.
2. Main drains that are not piped to a location capable of handling full flow of the main drain test, or in some cases, not piped anywhere.

How are these situations tested in accordance with the requirements of NFPA 25? Following are the related NFPA 13 installation requirements for new systems:

From the 2016 edition of NFPA 13

8.16.2.4* *System, Main Drain, or Sectional Drain Connections.*

8.16.2.4.1* *Provisions shall be made to properly drain all parts of the system.*

8.16.2.4.3 *Where an interior sectional or floor control valve(s) is provided, it shall be provided with a drain connection having a minimum size as shown in Table 8.16.2.4.2 to drain that portion of the system controlled by the sectional valve.*

8.16.2.4.4 *Drains shall discharge outside or to a drain connection capable of handling the flow of the drain.*

8.16.2.4.6* *Main Drain Test Connections.*

8.16.2.4.6.1 *Main drain test connections shall be provided*

at locations that will permit flow tests of water supplies and connections.

8.16.2.4.6.2 *Main drain test connections shall be installed that the valve can be opened wide for a sufficient time to assure a proper test without causing water damage.*

Following is similar language from the 1973 edition of NFPA 13.

From the 1973 edition of NFPA 13

2.9 *Water supply Test Pipes and Gauges*

2.9.1* *Test Pipes. Test pipes, which may also be used as drain pipes, shall be provided at locations that will permit flowing tests to be made to determine whether water supplies and connection are in order. Such test pipes shall be not less than the sizes specified in section 3-11.2 and equipped with a shutoff valve. They shall be so installed that the valve may be opened wide for a sufficient time to assure a proper test without causing water damage.*

3-11.2.5 *All interior sectional control valves shall be provided with an auxiliary drain valve so located as to drain that portion of the system controlled by the sectional valve. These drains shall discharge either outside or to a drain connection.*

3-11.2.6 *The test valves required by 2-9.1 may be used as main drain valves.*

When comparing the 1973 to the 2016 editions of NFPA 13, the requirements to install proper drain connections to conduct such tests have been in place for decades. However, we still see today installations where there is no means of conducting proper testing.

When there is no drain piped to a proper location for testing of flow switches, how do we conduct a proper test? Would a connection to a garden hose run down the stairwell, out of a window, or possibly into a large container such as a 55-gallon trash can meet the standard? Attaching any type of hose has its limitations. Sometimes, if the hose is too long the flow switch does not operate because of the lack of volume through the hose. Most of the time these flow switches are manually operated and not tested by flowing water. Does a hose meet the requirements of a proper sized inspector's test? It certainly does not for new systems. Testing devices in these unorthodox ways increases the safety risk and

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Floor control assembly
No drain connected



Inspector's test valve not piped to
suitable location



Pressure relief valve dumping in
a fire pump room

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create the possibility of water damage. The same conditions also occurs when conducting a main drain test or flow testing pressure reducing/regulating valves when a drain is not piped to a suitable location. As the section from the 1973 NFPA 13 proves, the guidance in the standard is not missing. Someone had to install it and

then had to have approval for this installation. What is the benefit of an installation such as this? There are exceptions in certain situations, but many of these installations are simply a cost savings. All these scenarios differ for compliance with the standard, but who will conduct the risk analysis and approve these test methods? •

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Why Retrofit Programs Are Needed

by John R. Waters, EFO, MA, MS

Fires have changed. It's as simple as that. The key to saving lives and reducing property damage, once the fire has started, is the prevention of a phenomena called "flashover." According to Dr. James Milke, Department Chair of Fire Protection Engineering at the University of Maryland, "Flashover is considered the point of transition from a 'small fire,' involving a small number of objects in the room, to a 'large fire,' involving all objects in the room." NFPA 921 defines flashover as "A transitional phase in the development of a compartment fire in which surfaces exposed to thermal radiation reach its ignition temperature more less simultaneously and fire spreads rapidly throughout the space resulting in full room involvement or total involvement of the compartment or enclosed area."

Most are aware that people who succumb to fire are felled by "smoke inhalation." The primary constituent of smoke is carbon monoxide. Gordon Hartzell observed "... a rapid increase in carbon monoxide yield occurs almost simultaneously with flashover." If we can prevent flashover, we can save lives. The key is time. We need to get water on the fire before flashover. Fire sprinklers buy time – Time buys life.

So, what is the time to flashover? As mentioned, fires have changed and the time to the achievement of flashover in a compartment fire has changed drastically. Prior to the requirement for sprinklers in many of our buildings and occupancies, the fire department had time to receive the information, be dispatched and arrive in a timely manner to interdict in the march towards flashover. Unfortunately, this is no longer true. If a picture is worth a thousand words, a video must be worth millions. The following succinctly depicts the difference in fire growth between then and now.



As you can see, flashover in a typical living room is occurring in under 4 minutes. As for the office environment, the National Institute of Science and Technology (NIST) conducted tests of a fire in single workstation: <http://bit.ly/NISTburn>.

Flashover was achieved in about five minutes.



In a video in which we urge caution in watching, that of The Station nightclub fire, first indications of ignition occur at the 0:18 mark in the video; flashover appears to occur by the 1:38 mark. One hundred people died in this fire, <http://bit.ly/snfire>. Again, caution is urged due to depictions and language in this video.



Fire department response to fires

Large metropolitan fire departments have the best of modern firefighting equipment, they are exceedingly well trained, and

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since their stations are staffed 24/7/365, have lower response times. Suburban or rural area fire departments are also exceedingly well trained but can have longer response times due to the nature of their response model.

The National Fire Protection Association publishes numerous standards, but for the purpose of this guide, we will look at those standards that pertain to modern fire department response.

When a call is placed to 911, it is expected that call will be answered within 15 seconds, 90% of the time (7.4.1). Further, dispatch of the fire department is expected within 60 seconds of the telecommunicator answering “911, what’s your emergency?” again 90% of the time. (7.4.3)

Once the fire department is dispatched, the crew has 80 seconds to hit the street (4.1.2.1 (2)) and the first arriving engine is expected to be “on-scene” within 4 minutes of leaving the station (4.1.2.1(3)).

Suburban and rural area departments have a slightly different response standard, depending on the density (number of people per square mile) of the area served. Staffing and response time standards in addition to the best practices regarding the answering of the 911 call and dispatching the fire department, are as follows:

Fire department response times chart

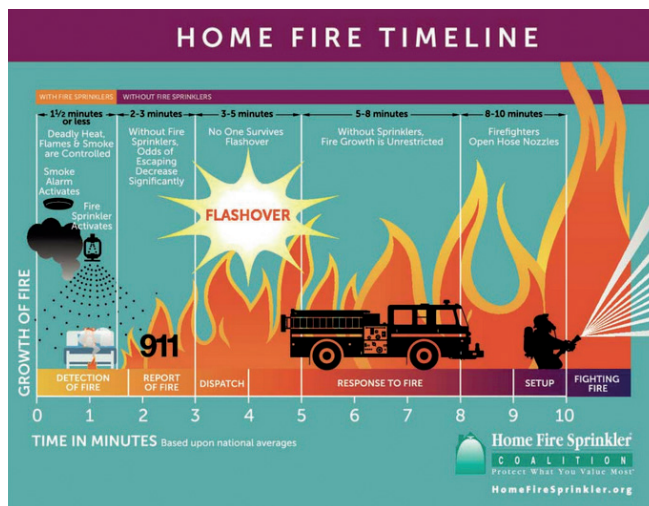


Table 4.3.2 Staffing and Response Time

Demand Zone ^a	Demographics	Minimum Staff to Respond ^b	Response Time (minutes) ^c	Meets Objective (%)
Urban Area	>1000 people/mi ²	15	9	90
Suburban Area	500-1000 people/mi ²	10	10	80
Rural Area	<500 people/2	6	14	80
Remote Area	Travel distance ≥ 8 mi	4	Directly dependent on travel distance	90
Special Risks	Determined by AHJ	Determined by AHJ based on risk	Determined by AHJ	90

a A jurisdiction can have more than one demand zone

b Minimum staffing includes members responding from the AHJ's department and automatic aid

c Response time begins upon completion of the dispatch notification and ends at the time interval shown in the table.

To recap, in a career department, you can expect the first engine to arrive in about 6.5 minutes after the caller dials 911. In a volunteer department, with the most stringent recommendation, you're looking at a little under 9.5 minutes.

The chart (next column above), in addition to showing the various NFPA standards' benchmarks, includes pre-burn time (the time between ignition and the time the 911 center is notified), set-up time (the time between the arrival of the fire apparatus and when water is applied to the fire).

With flashover occurring in minutes from ignition, depending on the fire department to prevent flashover in today's environment is simply unrealistic.

Tenability

It's not just time to flashover that is of concern. It is well known that smoke is the killer, specifically, its constituents. In January of 2010, the Fire Research Division of the National Institute of Standards and Technology (NIST) conducted experiments regarding room tenability and the impact of the presence of fire sprinklers. Human untenability criteria was listed as:

- Temperature > 120o C
- Oxygen levels < 13%
- Carbon dioxide levels > 8%
- Carbon monoxide levels > 1%

The tests were conducted by NIST, in cooperation with the

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University of Arkansas and the Fayetteville, Arkansas Fire Department, in a four-story building of fire resistive construction built in the 1950s.



Figure 6 - Photograph of the outside of the northwest wing of the dormitory building looking southwest

The following tables show the results; in all experiments with sprinklers, tenability criteria were maintained. (See figure 7)

The results were unequivocal, only with sprinklers were all tenability criteria kept within the parameters of human survivability, both within the room of origin and its adjoining corridor.

The fastest times in reaching untenability were (both with the corridor door in the open position):

- In the room of origin: 128 seconds 2.1 minutes
- In the corridor: 398 seconds 6.6 minutes

US experience with fires and fire sprinklers

Based on national fire incident reporting, the National Fire Protection Association (NFPA) has estimated that there were 1,318,500 fires in the United States during 2017, a decrease of 1.8% from 2017. This meant that a fire department was responding to a fire somewhere in the United States on an average of every 24 seconds. These fires were reported to have resulted in total of 3,400 civilian fire deaths, 14,670 civilian injuries, and \$23 billion in property damage (Note: this include \$10 billion loss in Northern California wildfires). Of these fires, 499,000 were structure fires. It is widely acknowledged that fire sprinkler systems have helped reduce these losses over the past few decades and could reduce them even further.

In addition to statistics regarding fires, the NFPA has compiled statistics on the performance of automatic fire sprinkler systems and has concluded that they are “highly reliable and effective elements of total system designs for fire protection in buildings” that “save

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Figure 7 - Sprinkler and Smoke Alarm Activation Times and Temperatures at Those Devices at the Time of Activation

Experiment	Door Position	Active Sprinkler System	Room Smoke Alarm Activation Time/Temp	West Corridor Smoke Alarm Activation Time/Temp	Center Corridor Smoke Alarm Activation Time/Temp	East Corridor Smoke Alarm Activation Time/Temp	Room Sprinkler Activation Time/Temp	Corridor Sprinkler Activation Time/Temp
			(s) / (° C)	(s) / (° C)	(s) / (° C)	(s) / (° C)	(s) / (° C)	(s) / (° C)
1	Closed	No	24 / 52	160 / 27	216 / 27	316 / 27	120 / 118	NA
2	Closed	Yes	12 / 32	NA	NA	NA	105 / 119	NA
3	Open	Yes	22 / 46	68 / 27	36 / 28	62 / 29	112 / 112	NA
4	Open	No	14 / 45	60 / 31	32 / 29	62 / 32	76 / 136	128 / 99
5	Open	No	26 / 31	62 / 30	80 / 31	98 / 31	110 / 82	224 / 125

Table 4.4-2. Time to Reach Given Untenability Criteria (Red) or Most Significant Tenability Risk Encountered (Blue) for the Dorm Room and Corridor

Experiment	Door Position	Active Sprinkler System	Dorm Room				Corridor			
			Temp.	O ₂	CO ₂	CO	Temp.	O ₂	CO ₂	CO
			> 120 ° C	< 10 %	> 8 %	> 1 %	> 120 ° C	< 10 %	> 8 %	> 1 %
1	Closed	No	156 s	14 %	6 %	0 %	26 ° C	21 %	0 %	0 %
2	Closed	Yes	84 ° C	20 %	1 %	0 %	27 ° C	21 %	0 %	0 %
3	Open	Yes	68 ° C	20 %	1 %	0 %	27 ° C	21 %	0 %	0 %
4	Open	No	128 s	310 s	318 s	340 s	110 ° C	426 s	398 s	410 s
5	Open	No	182 s	328 s	292 s	346 s	101 ° C	454 s	426 s	444 s

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email Joanne Genadio at genadio@nfsa.org

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lives and property, producing large reductions in the number of deaths per thousand fires, in average direct property damage per fire, and especially in the likelihood of a fire with large loss of life or large property loss.”

While modern building codes require the installation of automatic sprinklers in almost all new construction of size, there have been many buildings constructed over the years without sprinkler protection. The NFPA sprinkler performance report stated that, based on fire department data for the years 2010 to 2014, sprinkler systems were present in only ten percent of reported structure fires.

Due to their potential in reducing fire loss, many communities have enacted fire sprinkler retrofit requirements, especially for the occupancies that, based on experience, present the greatest risks to civilians. In many cases, the communities have addressed multiple occupancies at the same time by adopting a code that contains occupancy-based requirements for sprinkler retrofit. We have a full Retrofit Guide that envisions a dual approach that essentially overlays the code-based consensus provisions for sprinkler retrofit through the adoption of a special ordinance. It can be accessed at <http://bit.ly/nfsarfg>. There can be a clear understanding of the need and plan for implementation that simultaneously applies to all dangerous existing occupancies in need of fire sprinkler retrofit.

Fire dynamics, the study of fire behavior in the built environment, has shown that the time to reach flashover has shortened to a critical point; a point that demands a fresh look at how and when water is applied to the burning material. Old buildings or new, traditional design or modern, the age of the building is immaterial; it's the

contents that take us to flashover. The time we must get water on the fire prior to flashover is so short that successful fire department intervention is unlikely.♦

¹ Milke, J. (1984). Fire dynamics. Lexington, MA: Ginn Custom Publishing.

² National Fire Protection Association. (2017). Guide for fire and explosion investigations. Quincy, MA: author.

³ Hartzell, G. (1997). Combustion products and their effect on life safety. In A. Cote (Ed.) Fire protection handbook. Quincy, MA; NFPA

⁴ National Fire Protection Association. (2019). NFPA 1221 Standard for the installation, maintenance and use of emergency services communications systems. Quincy, MA: author

⁵ Ibid

⁶ National Fire Protection Association. (2016). NFPA 1710 Standard for the organization and deployment of fire suppression operations, emergency medical operations and special operations to the public by career fire departments. Quincy, MA: author

⁷ National Fire Protection Association. (2014). NFPA 1720 Standard for the organization and deployment of fire suppression operations, emergency medical operations and special operations to the public by volunteer fire departments. Quincy, MA: author

⁸ Madrzykowski, D. and Walton, W. (2010). Impact of sprinklers on the fire hazard in dormitories: sleeping room fire experiments. Retrieved from https://ws680.nist.gov/publication/get_pdf.cfm?pub_id=904640

⁹ Retrieved from: <https://www.nfpa.org/News-and-Research/Data-research-and-tools/US-Fire-Problem/Fire-loss-in-the-United-States>

¹⁰ Hall, J. (2017). U.S. experience with sprinklers. Quincy, MA: NFPA.

¹¹ Retrieved from <https://www.nfpa.org/-/media/Files/News-and-Research/Resources/Research-Foundation/Symposia/2017-SUPDET/SUPDET17-Ahrens--Wilmot.ashx?la=en>

Business Disruption

by M. Graham Stonebraker, *McCombie Group, LLC*

Business disruption is a constant threat. There will always be another company looking to take market share from your business or worse, replace you entirely. The next Amazon is out there, and it's coming for your business.

The threat of business disruption is something you hear about it in the news constantly. Amazon has made a new acquisition or entered a new market and it is going to change the landscape of that industry. Clearly, investors believe the hype. When Amazon announced plans to acquire Whole Foods in June of 2017, it sent the stock prices of competing grocers tumbling. Kroger, Costco, and Sprouts Farmers Market lost 9%, 7%, and 6% respectively.

Even the mere suggestion that Amazon might disrupt some new industry sends shockwaves through the market. The same month Amazon announced its acquisition of Whole Foods, shoppers noticed the beta version of a "Hire a Realtor" service on Amazon's home page. Within hours, screenshots had circulated on trade websites and the stock price of online real estate database company Zillow had dropped 4%. The very next day, Amazon removed the dummy page and Zillow's stock rebounded. But the message was clear: everyone is afraid of Amazon and what it could do next.

The fear of business disruption is well-founded. Amazon, once an online bookseller, has grown into a behemoth that dominates industries ranging from retail to cloud computing. And, ultimately, Amazon is just one example. Business disruption is everywhere. The real threat comes from the rapid technological advancement we are currently experiencing. Whether it's Amazon, Uber, or some kid in a dorm room in Palo Alto the world has never heard of, the next major industry disruptor is coming and impacting Old World industries previously believed to be bullet-proof.

So, how do you prepare for the threat of business disruption? Become the disruptor rather than the disrupted

Embrace an Agile Business Model

An agile business is one that can pivot in response to sudden market changes. Traditionally, businesses were static entities with well-defined structural hierarchies. There was a finance department, a sales department, a finance department, and so on. Each reported to its respective C-suite executive who made decisions with other high-level executives and implemented changes within the department. This structure, while well-defined and organized, is highly rigid and slow to adapt to changes. The built-in bureaucracy causes information to move slowly through the ranks.

In contrast, today's top-performing businesses operate as a network of teams dedicated to specific projects. These teams are cross-functional, with all the key players necessary to oversee the assigned task. The constant communication facilitated by this model allows the company to quickly and efficiently adapt to ever-changing consumer preferences. Work with a management consulting expert to learn how you can implement this structure in your business.



Place Lots of Small Bets on Business Innovation

As with any investment, diversification is critical. Putting all your eggs in one basket comes with unnecessary risk and often ends poorly. Instead, find ways to strategically integrate new technology or business lines without completely upending your existing business model.

This is best done through acquisitions. Developing new technologies can take years and deplete your business of much-needed capital. A better strategy is finding an existing technology company, acquiring it, and integrating it into your business. A perfect example is Walmart. With Amazon breathing down its neck and the rapid growth of e-commerce, Walmart acquired Jet.com to grow its online footprint.

Many technology companies are strapped for cash and looking for capital. By finding a tech start-up that is lacking in sales and operating infrastructure but has a solid product that can improve your business, you can avoid a costly internal development process while avoiding the high multiple many technology companies fetch in today's market. •

These Incentives Improve Community Safety and Provide Developer Savings

In exchange for installing home fire sprinklers in entire developments, authorities having jurisdiction can offer locally negotiated trade-ups as incentives to developers. These incentives may include:



- Street-Width Reduction
- Longer Dead-End Streets
- Tee Turnarounds Permitted
- Increased Street Grades and Building Setbacks
- Additional Units Permitted
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- Subdivision Single Access Point
- Gated Communities

HOME FIRE SPRINKLERS PROTECT THE ENVIRONMENT*

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Reduce fire damage by up to 97%

Reduce water usage to fight a home fire by as much as 91%

Reduce water pollution

* *Environmental Impact of Automatic Fire Sprinklers*, FM Global, 2010



For more information about home fire sprinkler incentives, including case studies, video testimonials, fact sheets and NFPA 13D information, visit our website at HomeFireSprinkler.org/crr.

Home Fire Sprinklers: A Win-Win for Your Entire Community

Home fire sprinkler incentives can reduce construction costs, while protecting residents and firefighters, and help to protect the environment.

NFSA Supports Minnesota's Excelsior Fire Prevention Week Open House

by Tim Butler, *NFSA North Central Regional Manager*

Fire Department open houses are always engaging and exciting events! Children have a chance to talk to their firefighting heroes, squirt water through fire hoses, explore fire apparatus, and even get a ride on a fire engine! Adults have the chance to learn valuable life- and property-saving prevention techniques, receive smoke alarms and carbon monoxide detectors for their homes, and learn how to properly operate fire extinguishers or perform CPR. Such was the case at the Excelsior Fire District's Fire Prevention open house on Thursday, October 3rd.

The National Fire Sprinkler Association was part of the action, passing out promotional materials and information to the 400-500 community members that attended the event. The Minnesota Chapter's famous "red bags" and the NFSA's new "Winkler the Fire Sprinkler" coloring books were big hits with the crowd. Audiences at fire station open houses are largely made up of kids and families, so there were not many "fire sprinkler" questions asked and answered. However, NFSA's presence at these events is important for showing that sprinklers are an important component of home fire safety, and our presence is important for supporting our AJH members.

One of the unique features of this particular event was a fire extinguisher servicing truck from NFSA member Summit Fire Protection. Shane Mierke is an emergency lighting and extinguisher technician with Summit, and he did yeoman's duty – with an infectious smile – as a long line of homeowners and small business managers from across the fire district brought their extinguishers in for servicing and testing.

The culmination of the open house event was a fire demonstration presented by Lindstrom Restoration. They operate a side-by-side sprinkler demonstration trailer – one equipped with a doorway between the two cubicles. The burn they performed was aligned with the Excelsior Fire District's theme for the evening: "Close Before You Doze." That theme – and the live-fire burn performed by Lindstrom – was designed to teach people the value of closing their bedroom doors before going to sleep. That technique can dramatically reduce the smoke, toxins, and heat from reaching sleeping occupants inside a bedroom in the event of a home fire. Lindstrom technicians lit a fire in a living room mockup, and the audience saw how a single hollow core door can hold back flames and smoke from an adjoining baby's bedroom.

Lindstrom is a fire/flooding restoration company based in Plymouth, MN. They have used their trailer in the "side by side mode" about four times this year to show the value of fire sprinklers and

the destructive power and speed of an uncontrolled fire.

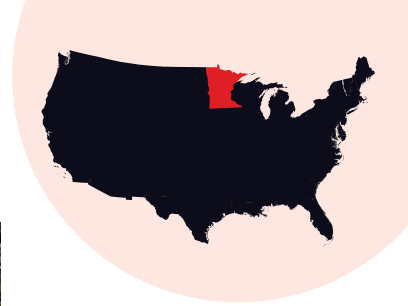
October is Fire Prevention Month, and all of us should take some practical, specific, and simple actions to protect ourselves and our families from the ravages of fires in the home. Checking smoke alarms for proper operation and life expectancy, learning to use a fire extinguisher properly, practicing egress from the home, incorporating sprinklers into our housing choices, and practicing the "close before you doze" mentality and safe cooking practices are all great ways to reduce the impact of fire in the home. Taking simple steps like these can also be a great family activity and a wonderful way to enjoy the remainder of National Fire Prevention Month. •

Direct link for the Summit Companies: <http://www.summitcous.com/>

Direct link for Lindstrom Restoration: <https://www.firerepair.com/>

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NFSA Supports Minnesota's Excelsior Fire Prevention Week Open House



A great side-by-side burn demonstration capped off the event. The burn showcased the effectiveness of fire sprinklers and highlighted the #closethedoor initiative.

NFSA member Summit Fire Protection provided a fire extinguisher servicing truck that was visited by numerous homeowners and business owners looking to have their extinguishers serviced.



NFSA's Minnesota State Coordinator Tom Brace is at the ready, manning the booth at the Excelsior Fire District's Fire Prevention open house.



Common Voices Social Media Starts *Fight for Fire Sprinklers* Initiative

Team NFSA is more than proud to be a long-time supporter of Common Voices. We are a bit prouder lately, as the advocacy organization has taken to the social media airwaves with a new initiative, *#fight4firesprinklers!*

As the manager of NFSA social media, I realize that we must be careful when posting about fire fatalities. Doing so leaves us open to being called “ambulance chasers,” and there are plenty of social media accounts out there that would do just that. Common Voices, however, does not have that problem. Who can take issue with people who have lost someone to fire, or have been harmed in a fire, with pointing out the difference fire sprinklers could have made when yet another life is needlessly lost?

In the past month or so I’ve seen Common Voices Twitter and Facebooks accounts start to take off. People have been sharing their posts, and the *#fight4firesprinklers* hashtag is catching on. It is also interesting and gives one pause to see just how many fire fatalities occur on a daily basis when viewed on social media.

Some of the posts that garnered the most views and shares are as follows:

Regarding a home fire in New Jersey:

*Another avoidable outcome by fire. We have the technology to stop these tragedies. We’ve had that technology for over 100 years. So why are we still building residences without it? Time to *#fight4firesprinklers!**

After five children die in fires in one week in Michigan:

*Last week in Michigan, 2 brothers died in a fire in their home and 3 young children were killed in a house fire. We have the technology to change these senseless outcomes! It’s time to stand up and *#fight4firesprinklers!**

After a fatal townhouse fire in Washington State:

***#LynnwoodWA** townhouse fire killed siblings, 7 and 15, who were visiting a relative. Another avoidable tragedy! **#Fire-Sprinklers** protect those that can’t protect themselves! No more! *#fight4firesprinklers**

Your association is in full support of this initiative and makes it a point to repost all Common Voices tweets and Facebook posts. Now, we’re asking you to do the same. Common Voices says what we can’t and does it in an effective and to the point way. As Vina Drennan said at our last Annual Seminar, the time to be nice is over. We’ve got to tell it like it is. These deaths were all avoidable if the residences where the fires occurred were equipped with fire sprinklers.

Please take a moment to follow Common Voices on Twitter and Facebook and be sure to share their posts. We’ve got a great group of advocates in Common Voices, turning their personal tragedies into advocacy every day. Let’s show them the support they show our association and the fire sprinkler industry. They’re making a difference, and we can help! •

Twitter: @CommonVoices1

Facebook: Common Voices

It happens fast!



Luckily, so does this!



NFSA Board on Capital Hill

Our Board of Directors met in Washington, D.C. in November, and we are proud to say that your association is poised for a productive 2020 with programs and initiatives that will promote the concept of fire sprinklers far and wide.

A highlight of our week was Hill visits. A total of 21 meetings were held with respective legislators on the House Ways and Means Committee. HR 4685, the High-Rise Fire Sprinkler Incentive act was filed on October 15, 2019 and our meetings were to secure additional co-sponsors of this legislation which will provide economic incentives to building owners for High-Rise retrofits.



National Fire Sprinkler Magazine Wins Marcom Gold Award for Fifth Consecutive Year

In November, National Fire Sprinkler Magazine was honored with a Marcom Gold Award for Excellence for the fifth year running. The Gold Award is presented to those entries judged to exceed the high standards of the industry norm.



The MarCom Awards honors excellence in marketing and communication while recognizing the creativity, hard work and generosity of industry professionals.

Judges are industry professionals who look for companies and individuals whose talents exceed a high standard of excellence and whose work serves as a benchmark for the industry. There were over 6,500 entries from 20 countries in the MarCom Awards 2019 competition.

Team NFSA would like to thank NFSA Editor Joanne Genadio, Designer John Sullivan, Printer Mike Lotrecchiano and our hardworking staff and dedicated members that took the time to contribute to the magazine. Thanks to our faithful advertisers, without whom, we couldn't do what we do. *Congratulations to all!*

Side-by-Side Burn Demo on Fox & Friends

On November 23rd, NFSA was proud to take part in a side-by-side burn demo that aired live on Fox & Friends. A big thank you goes to Common Voices, the FDNY, UL's Firefighter Safety Research Institute, National Fallen Firefighters Foundation, Home Fire Sprinkler Coalition, and NFPA's Residential Fire Sprinkler Initiative. We love highlighting our partnerships with the side by side burn demonstrations, and today's event underscored the importance of our continued efforts.

To Sher Grogg, and all of our Common Voices advocates, thank you for your courage. You make the fire problem real by sharing your personal experience, and lives will be saved by sharing your prevention message.

Another shout out to General Air Products for the H2Home system in this new trailer, and to all of our manufacturers for your continued support. Reaching 2.2 + million people wouldn't be possible without our suppliers and manufacturers and your steadfast belief in this program!

We have a cause to believe in, and days like today remind us that A Stronger Industry...A Safer World is an awesome vision to have! Working together, we are going to make that vision a reality.

In case you missed it, you can view the segment at <http://bit.ly/FFburn>.



Jeff Shapiro Receives ICC Fire Service Award

The ICC Fire Service Award is given to a member whose professional abilities and leadership serve as an example to all fire prevention and fire protection professionals. **Jeffrey M. Shapiro, P.E.**, FSFPE, president of the International Code Consultants, received the 2019 ICC Fire Service Award during the Members Luncheon on Oct. 22, 2019, in Las Vegas.



As president of International Code Consultants — a consulting fire- and life-safety engineering firm based in Austin, Texas, that specializes in building and fire code development and application with particular emphasis on hazardous materials and hazardous occupancies — Shapiro is recognized as one of the nation's leading fire code experts. He is nationally recognized as an expert instructor and lecturer in fire and building safety specializing in the development and application of building and fire codes with a particular emphasis on hazardous materials. A registered professional engineer and a master fire inspector and fire service instructor, he is a fellow and past chapter president of the Society of Fire Protection Engineers and a member of the International Code Council, also serving as a member of the Council's Industry Advisory Council.

His experience includes serving as chief executive and chief engineer of the International Fire Code Institute (IFCI); a senior manager of fire- and life-safety for embassy construction under contract with the U.S. Department of State; a major fires investigator for the United States Fire Administration; an adjunct faculty member with the U.S. National Fire Academy; and a fire code coordinator with the International Conference of Building Officials, a legacy organization of the International Code Council. Shapiro also proudly follows in the footsteps of Robert Gain as the fourth Uniform Fire Code Coordinator for the Western Fire Chiefs Association.

A recognized author, he has authored numerous magazine articles in nationally prominent magazines, including the American Fire Journal, Building Standards, Fire Command, Fire Code Journal, Fire Engineering and IFCI Fire Code Journal magazines.

In Memoriam: Fritz Wilhelm

NFSA 2008 Hall of Fame inductee, **Fritz Wilhelm**, 86 passed away Thursday, October 31, 2019 at Kent Hospital. Fritz was, a retired employee for NFSA member Grinnell Fire Protection. He was the beloved husband of Theresa P. (Chojnacki) Wilhelm for 55 years. Born in Pittsburgh, Pennsylvania, he was the son of the late August L. and Ora (Heagy) Wilhelm. Frederick was the loving father of Barbara L. Parente and her husband, John, and Nancy L. Beck and her husband, James; loving grandfather of Cameron D. Beck. Frederick was an Air Force Veteran of the Korean War.

In Memoriam: Hal Sanders

Team NFSA is saddened to announce that long time NFSA member, **Hal Sanders**, of HRS Systems, passed away on October 15th. Hal was beloved by all who knew him and will be sorely missed.

Hal Robison Sanders, 87, passed away on Octobr. 15, 2019. Hal earned his degree in electrical engineering (BEE) from the Georgia Institute of Technology and an ROTC commission in June 1952. He served as Executive Officer of the 21st Chemical Company in Korea until the close of the conflict in 1954. Hal returned to civilian life beginning with a position at RCA in Camden, NJ, in 1954. In January 1956, he joined Factory Mutual (FM) in Charlotte, NC, as a Field Engineer, then was promoted to the position of Staff Engineer in 1960.

Hal was transferred to Atlanta with FM in the position of Standards Engineer in 1964. In 1968, he joined General Adjustment Bureau (GAB) in Atlanta, investigating property losses for insurance companies to determine the cause and extent of damage. During this time, he became passionate about life safety and began to look for ways to protect human life.

In 1971, Hal founded Hal R. Sanders and Associates, a consulting engineering company, which offered loss analysis investigative work as well as fire protection system design. Soon afterward, he created HRS Systems in order to begin working on the development of sprinkler system hydraulic analysis software (HASS) and CO2 fire protection software (COOSA). He relocated his businesses to Petersburg, Tennessee, in 1991.

Memorials may be made to West End Baptist Church, 200 Morgan Ave N, Fayetteville, TN 37334. •

PenJerDel Chapter Contractor Members Launch Multimedia Campaign

The NFSA PenJerDel Chapter's contractor members launched a multimedia marketing campaign to promote fire sprinkler installation and maintenance this month.



The campaign included six billboards, a TV commercial, two digital ads, and a press release. The campaign reached millions throughout the Delaware Valley and educated the public and business owners on the important role fire sprinklers play in saving lives and property, and how proper ITM services truly maximize a system's effectiveness.

Detroit Fire Sprinkler Advisory Board Provides Training for Detroit Michigan Fire Inspectors

The Detroit Fire Sprinkler Advisory Board provided a free day of training for the Detroit Michigan Fire Prevention Bureau on Tuesday, October 29, 2019. NFSA Director of Training John Corso provided instruction on Fire Pumps and Standpipe Requirements in High Rise Buildings for this great group of dedicated fire prevention officers and NFSA contractor members.

Anyone who has ever attended a training class with Instructor John Corso over his twenty-year career with NFSA can attest that training can be fun and educational at the same time!

NFSA appreciates the leadership and support of the Detroit Fire Sprinkler Advisory Board members whose generous contributions provided this free training and individual copies of NFPA 20 for all attendees.

Members of the Detroit Fire Sprinkler Advisory Board in attendance included President Jeff McNamara (Shambaugh & Sons) and Vice-President Bill Jacques (Absolute Fire Protection).

NFSA contractor members in attendance included Pat Orr (Elite Fire Safety), Bob Jagenberg (John E Green), Blake Gunderson (VFP), and Owen Shoemaker (Professional Sprinkler).

NFSA Attends Minnesota State Fire Chiefs Association Annual Fall Conference

The Minnesota State Fire Chiefs held their annual fall conference in Duluth on October 16th 18th. NFSA has been a proud sponsor and supporter of the Fall conference for years, and this year again we helped sponsor the Fire Prevention Poster Contest for elementary school students, Kindergarten through 5th grade. NFSA staff members staffed an information booth for Vendor Day on October 17th. More than 500 registered delegates and their family members attended the conference and visited the booth.



NFSA's Minnesota staff has deep ties to the Fire Chiefs Association. Tom Brace served as the Minnesota State Fire Marshal from 1987 to 2003. He also served as Executive Director of the Association for more than a decade. Joel Hewitt has been an Association member for many years, having served as Fire Chief in five different fire departments in the state. He is a past member of the Association's Conference Committee. Tim Butler was on the Association's Board of Directors for 10 years, was Vice President for 2 years, and has chaired the Conference Committee and the Communications and Policy Committee.

It was a rewarding and enjoyable experience networking with delegates from around the state and discussing sprinklers and the always-exciting fire service happenings with friends, colleagues, and former peers. Contacts were made with current AHJ members, and the conference presented the opportunity to recruit new NFSA AHJ members. AHJ memberships are vital to NFSA mission success, because these members are the local champions of code and legislative adoption, fire inspections, and fire safety messaging. Fire Chiefs offer a very public and credible public image on scene at fire incidents, and can be great advocates for the fire sprinkler industry while in front of a large and attentive television audience. However, they must be informed in order to provide the most benefit to our industry, and they must understand and use public messages that dispel sprinkler myths, help educate and encourage the public to consider sprinklers, and be realistic about the limited abilities of fire suppression actions alone in saving lives from buildings filled with modern contents and furnishings.

AHJ membership connects these important advocates and local officials to NFSA's extensive training programs; the Expert of the Day program; the Spotlight on Fire Sprinklers and other news and information from NFSA leaders; regional and state chapter activi-

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Hawks Cay 2019

In October, the Florida Fire Sprinkler Association, a chapter of NFSA held its annual conference at Hawks Cay Resort in Duck Key Florida. The week started off with a “Fire Product Challenge” with over 150 participants. There were more than 235 attendees at the conference, with some of the best speakers in our industry presenting. It was a great week with lots of positive feedback.



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ties and meetings; and puts them in touch with industry experts who can explain the details of the fire sprinkler systems used in local jurisdictions.



Booth activities were mainly focused on passing out copies of the Winkler the Fire Sprinkler coloring books, reconnecting with old friends, and discussing NFSA activities and assistance available to fire chiefs. We also received several requests for side-by-side burn demonstrations during next year's season. If you would like to get on our schedule for 2020's demonstration season, please contact one of the Minnesota staff members.

Southwest Chapter News

The Arizona State Chapter met on September 10th at the Phoenix Fire Department Headquarters at 150 S. 12th Street in Phoenix, Arizona for a luncheon meeting to discuss membership options for AHJs, pump sizing and rubber storage requirements. The meeting was sponsored by Matt Virtue, Regional Sales Manager, Victaulic. The last meeting of the 2019 was on November 12th, with Vice of Engineering Mark Hopkins in attendance to discuss changes in fire sprinkler protection of storage occupancies, including cardboard storage and ESFR sprinklers.

The San Francisco Bay Area Chapter met on September 18th in Fremont. Greg Anderson, Office of the State Fire Marshal Division Chief of Codes and Regulations, was the featured speaker. Anderson discussed the codes and regulations process in California and gave an update on the progress of current regulations being moved forward in our state. On November 13th, Vice of Engineering Mark Hopkins discussed changes in fire sprinkler protection of storage occupancies including cardboard storage and ESFR sprinklers.

The Los Angeles Chapter met for a special Chapter meeting on October 10th to count the ballots for the next Chapter Chairperson. Randy Howell, President of Kimble and Company, was elected as the next Chapter Chair after ballots were sent and received by Chapter members throughout the Los Angeles Area region. Also appointed by the Chapter for Chapter Treasurer was Jeff Landon,

Regional Sales Manager for Lubrizol and Bruce Lecair, Regional Manager, NFSA, for Chapter Secretary.

Don Becka, President, Qualco Fire Protection and Stuart Cook of Potter-Roemer served as President and Treasurer from 1999 through 2019 and have stepped down after a long and successful service to our members.

NFSA Wisconsin Chapter's Newspapers in Education Outreach

The NFSA Wisconsin Chapter has been a major sponsor of the Newspapers in Education's Annual Fire Prevention Week Fire Safety section of the Milwaukee Journal Sentinel. Over 550,000 copies of this section were printed and distributed in the Sunday October 6th newspaper and to over 2,200 schools across the State of Wisconsin. This edition featured two-pages of information on fire sprinklers and the fire timeline. Digital copies were delivered to all 4th -through 8th grader in those 2,200 schools. This edition featured the new 'fire sprinklers buy life' campaign banner. •

Puget Sound Chapter Elections

The Puget Sound NFSA Chapter held elections. Thank you to outgoing officers Pat Watson of Western States Fire Protection, who served as Chair, Evan Boulanger of Patriot Fire Protection who served several terms as Treasurer, and Emy Jensen of Reliance Fire Protection, who served as Secretary. The new officers for the chapter are: David Fox of Redhawk Fire Protection, Chair; Jim Stewart of Western States Fire Protection, Vice-Chair; Conor O'Brien of Patriot Fire Protection, Treasurer; and Greg Desmarais of Cosco Fire Protection, Secretary.

FUTURE DATES FOR NFSA ANNUAL SEMINARS AND BUSINESS AND LEADERSHIP CONFERENCES

April 29–May 2, 2020

JW Marriott Desert Ridge, Phoenix, AZ

May 1-4, 2021

Cosmopolitan, Las Vegas, NV

May 3-6, 2022

Sheraton Sand Key, Clearwater Beach, FL

May 3-6, 2023

Marriott Marquis, Washington, DC

May 7-10, 2024

Wailea Beach Resort, Maui, HI

SPRINKLING OF NEWS

■ K28 ESFR Sprinkler FM Approved to Protect Up to 50' Storage Facilities with Significantly Less Water

The Viking Corporation announced an enhanced FM Approval for its K28 ESFR sprinkler. This new FM Approval allows the Model VK514 sprinkler to protect 50 ft (15,2 m) high warehouses with significantly less water than other available protection methods. A design of nine sprinklers in a 3x3 array at 40 psi (2,8 bar) is now possible, provided that a secondary calculation is satisfied for four sprinklers at 80 psi (5,5 bar) in a 2x2 array. In most applications, these new calculations will enable smaller pipe sizes and reduced pump sizing.

The new FM Approval is offered in addition to the sprinkler's existing FM Approval for racked storage up to 50 ft (15,2 m) in facilities with 55 ft (16,7 m) high ceilings. The sprinkler is also UL Listed for ceilingonly sprinkler protection in warehouses up to 48 ft (13,1 m) in height. The new FM Approval classifies the Model VK514 as a Quick Response Storage sprinkler, approved to protect Class 1-4 commodities and cartoned unexpanded plastics in racks with 6 ft (1,8 m) aisle widths. The K28 ESFR sprinkler is available in both ordinary and intermediate temperature ratings – 165°F (74°C) and 205°F (96°C) – and with a 1" NPT or 25mm BSP thread size. Viking offers the industry's most complete line of storage sprinklers specifically designed to suppress challenging warehouse fires, without requiring in-rack sprinkler systems.

In addition to the K28 ESFR pendent sprinkler, Viking also offers K14, K17, K22 and K25 ESFR sprinklers. Viking's leading line of storage sprinklers also includes dry-type ESFR pendent sprinklers (K14 and K17) as well as CMDA, CMSA, ELO, and EC storage sprinkler options.

For more information, visit www.vikinggroupinc.com or call 800-968-9501.

■ Valve and System Configurator is the Newest Online Tool from Viking

Viking Group, Inc. introduced a new digital tool that assists its users in the configuration of Viking valve and trim selections. The new "Valve and System Configurator" simplifies the complex process of identifying and ordering the proper valve and trim combination for virtually any fire protection challenge.

The configurator, which can be accessed at <http://webtools.vikingcorp.com/valveconfig/>, allows customers to interactively build a complete system riser for Viking's wet, dry, deluge and preaction systems. Additional systems, including flow control, pressure regulation, and Firecycle®, will be added in the spring.

In the configurator, customers first select their desired system type. Next, the configurator walks the user through selecting an appropriate valve, trim set, and available system options. Throughout the configuration process, a representative 3D model of the system is dynamically rendered, allowing the specific system to be

analyzed from any angle. After all the selections are made, a summary is generated with a complete bill of

materials including part number, description, and quantity. This list can be sent to Viking SupplyNet automatically for quoting.

Finally, a zip file is provided that contains all related technical documentation for the system riser, including technical data sheets, trim diagrams, and friction loss charts.

For more information, visit www.vikinggroupinc.com.

■ Zurn Launches Zurn Wilkins 20XL Pressure Reducing Valve Compact Design, Universal Connections

Zurn Industries, LLC announces the release of the 20XL Zurn Wilkins Pressure Reducing Valve. Pressure reducing valves protect pipes and plumbing fixtures from high water pressure, while also using less water.

The 20XL meets the requirements of NSF/ANSI 61 and is ASSE listed 1003, IAPMO listed, and CSA certified. The new valve is available in a single union, double union, and integral PEX connections for F1960 expansion and F1807 crimp in ¾-inch and 1-inch sizes.

Zurn's complete line of pressure reducing valves is available at zurn.com.

■ Zurn Launches Pressure-Tru® Field Adjustable Pressure Reducing Valve

Zurn Industries, LLC announces the release of its field adjustable pressure reducing valves within the Pressure-Tru® ZW5000/5004 Series. ZW5000 is a hose valve used in stairwells for hose connections. ZW5004 is a floor control valve used on each floor for sprinkler system connections. Both are UL Listed and CLASS I and CLASS III.

The new valves take nine ft lb torque. Both weigh four pounds less, feature a 3/8-inch shorter body, and include six ports for field adjustment. The series also offers a tamperproof shield. ZW5000/5004 can be factory set and adjusted or set in the field as needed. These PRVs can be retrofit or installed in new construction. Zurn's complete fire protection line can be found at zurn.com/fire.

■ New Institutional Sprinklers from Viking Offer Installation Advantages

The Viking Corporation has added four new institutional sprinkler models specifically designed for use in correctional facilities, mental health occupancies, or anywhere that tampering



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with fire sprinklers is a concern.

Available in both pendent and horizontal sidewall models, the quick response sprinklers are available in standard and extended coverage options. The sprinkler is designed to be installed with the protective cap attached, minimizing the risk of damage to the sprinkler during installation. When installed, markings clearly indicating the sprinkler's model number and orientation are visible on the element's face. The new sprinklers also fit flush to the ceiling or wall, with only ¼" protrusion from the finished face.

Each model is cULus Listed for light hazard occupancies, with an additional ordinary hazard occupancy listing for the VK426 pendent sprinkler. Viking's new institutional sprinklers are available in chrome, painted white, or painted gray and escutcheons are available in 3 or 4 inch sizes in colors to match the sprinkler. With a thread size of 1/2" NPT or 15 mm BSPT, the 5.6 (81) K-factor sprinkler can be ordered with temperature ratings of 165°F (74 °C) or 205°F (96 °C).

To learn more about the new Institutional sprinklers from Viking, visit www.vikinggroupinc.com or contact your local Viking SupplyNet distribution center.

■ CST Accelerates Growth with New Capital Funding Investments of \$8M Upgrading Manufacturing Facilities and Software Systems for Improved Performance

CST Industries, Inc. announces substantial company growth led by deploying \$8M in new capital investments from owner, Solace Capital Partners, a private investment firm based out of California. Since the acquisition by Solace, in January of 2018, CST has invested heavily in the company's manufacturing operations and office facilities, from new equipment, software and hardware tools and facility upgrades.

The \$8M capital investment has not only allowed the company to make internal infrastructure improvements but has allowed CST to grow its global footprint with the launch of new products and services and significantly increasing their Services business.

■ CST Continues Advancement on Major Strategic Initiatives Announcing Global Roll Out of the CST+ Business System

CST Industries, Inc. announced the global roll out of the CST+ Business System. The CST+ Business System interconnects People, Plans, Processes and Performance to develop the best teams, drive improvement, eliminate waste and differentiate CST from the competition.

The company has embarked on implementing the new CST+ Business System to better serve its employees and customers alike, streamlining processes through all aspects of the business.

The CST+ Business System remains on track as a part of the company's major strategic initiatives and is staged to make meaningful

impacts and improvements for the company. As team members progress through the training curriculum, they will have opportunities to achieve CST+ certifications, lead team events, and broaden their work experience. A series of internal launches will continue into the first quarter of 2020.

■ Enhanced Simplex ES Net Life Safety

The latest enhancements to the Simplex ES Net IP-based fire and life safety network from Johnson Controls optimizes system design and installation flexibility while increasing network capacity, speed and performance. ES Net can now support up to 687 nodes, making it the most scalable, resilient and highest capacity system on the market today.

ES Net supports multiple network topologies (ring, star, bus and bridged rings) for enhanced design and installation flexibility, improved fault tolerance and the potential to reduce the conduit and wiring. A redundant system with battery backup, ES Net can also support supplemental network traffic without any interference to fire alarm and life safety traffic. Devices such as security cameras, access control and building automation systems can now be seamlessly supported across the UL Listed, supervised network.

ES Net harnesses the power of IP technology with data rates up to 100MB per second and a range of network connection choices including Ethernet, DSL and fiber, giving building owners a platform for future growth and integration. Centralized system management and increased bandwidth also allow for quicker upgrades to reduce downtime and operational expenses.

ES Net provides greater flexibility during network expansion and allows up to 82,000 feet (25 Km) between nodes. The network's increased memory capacity, advanced diagnostics and broad bandwidth helps maximize uptime, deliver consistent performance and support future expansion and enhancements.

Several upgrades have also been made to the system's TrueSite Workstation, including ULC Supervising Station Listing, the ability to switch from a primary to backup server, increased support up to 60 clients and enhanced operator account security.

For more information go to <http://www.johnsoncontrols.com/buildings/security-and-fire-safety>.

■ Reliability Has No Price: That's Why We Pioneered the Industry's Leading Chemical Compatibility Program

By Mark Knurek, Fire Protection Market Segment Manager, Lubrizol Advanced Materials

The Lubrizol Advanced Materials FBCTM System Compatible Program has been the leading chemical compatibility resource for the fire protection industry when it comes to installation of BlazeMaster® Fire Protection Systems. The program is the oldest

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SPRINKLING

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and most comprehensive such platform in the industry.

Since its inception in 2002, contractors, builders, specifiers, building owners, authorities having jurisdiction (AHJ) and fire officials have come to trust this program as a mark of assurance that ancillary products have undergone rigorous third-party testing that has confirmed them to be compatible with not just BlazeMaster CPVC but with all of Lubrizol's CPVC pipe and fitting products, including FlowGuard®, Corzan® and TempRite® Technology brands.

The FBC System Compatible program is unique to BlazeMaster CPVC in the fire protection category. That's because every brand of CPVC piping is manufactured with unique compounds. Resins and chlorine content varies, depending on each manufacturer's product formula. Different products also contain different performance additives. Both factors mean that ancillary products act differently with each manufacturer's CPVC piping brand. The program is not meant to cover any other brands; similarly, no other brands' programs should be considered when specifying BlazeMaster Fire Protection Systems.

Scientific Approach Eliminates Guesswork

The FBC System Compatible program employs a scientific approach that has evolved over time to eliminate the guesswork from compatibility. That helps everyone involved in a fire protection system installation retrofit have full confidence in the integrity of the installation.

Third-party testing is the key to this program. Manufacturers of ancillary products who wish to participate submit their products

for testing. No alterations are allowed to the tested and approved products. The third party also audits the manufacturing facility where the product is made. The testing and auditing protocols, developed by Lubrizol, provide assurance that the approved products are fully compatible and have been tested fairly and properly. Products in the program are given the right to display the FBC System Compatible mark on their labels.

Currently, 50 manufacturers have certified their products through the FBC System Compatible Program, which indicates product compliance in the United States, Canada, Mexico, 25 European countries, the United Arab Emirates, India and China.

Easy to Use Program, Regular Updates

It's easy for fire protection industry professionals to determine which brands and which manufacturers are compatible with BlazeMaster Fire Protection Systems by using a handy system compatible finder. FBC System Compatible Program apps are available for iPhone and Android devices. These connect directly to the program's website and allow fast, easy searches for chemically compatible products.

If a product's formulation or manufacturing process is altered in any way, it must be re-submitted for evaluation before it is approved as an FBC compatible product. A regularly published change notification page identifies products that have been added to the compatibility list as well as those that have been removed. This is one more way that everyone involved in an installation or retrofit is kept abreast of the latest updates regarding compatible products. •





From Maine to California, and every place in between, NFSA Regional Managers bring the best of the Association right to your doorstep. Helping our members is Job #1.

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New England Region



MICHAEL YOUNG
Regional Manager

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

NFSA Boston Chapter raises \$25,000 for Shriners' Hospital for Children in Boston

On Thursday October 24, 2019 NFSA Member, Fire Sprinkler Contractors, Fitters and Fire Sprinkler Industry representatives participated in the 3rd Annual NFSA Boston Chapter Charity Golf Tournament at Plymouth Country Club in Plymouth, MA.

The weather was perfect, and the golf course was spectacular as over 130 golfers enjoyed golfing for a wonderful cause; raising funds for Shriners' Hospital for Children. Shriners is the premier burn treatment center in the Northeast and the mission of providing care, treatment and comfort to children, regardless of a patient's family's ability to pay is their hallmark.

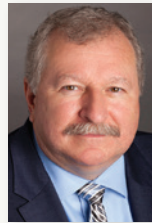


The function room fell silent as guest speaker 'Annemarie' told her story of how she was burned, when a candle caught her clothing on fire, the injuries she sustained, her hospitalization and treatment and how much care and support she received from the doctors, nurses and therapists at Shriners.



Several staff and volunteers from Shriners were on hand to accept the donation from Chapter Officers Steven Cook, Alan Mount, Pamela Turner and Alec Cambio.

New York Region



DOMINICK KASMAUSKAS
Regional Manager

NEW YORK

New York License Bills

The Bills for fire sprinkler contractor licensing (S5804/A7510) and fitter licensing (S4403A/A7948) are presently stopped at the Assembly Economic Committee. The log jam is that both Bills refer to two different departments; Contractor to Dept of State, and Fitter to Department of Labor. That's the easy fix. As both Bills started being seen by industry, many New Yorkers have contacted Regional Manager Dominick Kasmauskas about amending. Let's get together and hammer out amended language, and keep in mind that in these types of meetings, no one should be leaving with a big smile. We need to compromise and understand there will be sections to live with.

As of this writing, Kasmauskas is working towards getting several parties to the table to discuss bills that will dovetail before January. Yes, there are entities that will never support Fitter Licensing, but also entities that favor it, as well as another camp that "can live with it" if written correctly. Either way, there needs a solid coordinated effort for inspector language that all parties can live with, then have it placed in one Bill or the other, or both.

Other New York Fire Sprinkler Bills

Kasmauskas is continuing work on several Bills that traditionally are introduced every two years regarding fire sprinklers, but do not move. Kasmauskas noted that, "after the SUNY-Purchase, New York fire there is attention to getting more SUNY properties fire sprinklered." A259/(no Senate bill) seeks to retrofit existing private colleges and universities and A66/(no Senate bill) seeks the same for SUNY and CUNY student housing by 2022.

In conjunction with federal tax incentives, the New York proposals in A4439/S5488 may be very appealing in light of NYC pursuit of residential (75 foot plus) retrofit.

Scaffold Law Reform under A5125 and S707 is an annual pursuit. With concerted efforts the last three sessions the legislators are becoming very schooled on this subject and the present Statutes negative impact on construction costs.

As with every January through June, Kasmauskas and others will be in Albany working with other associations to make the contractor environment better in New York State.

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Mid-Atlantic Region

DELAWARE, NEW JERSEY, PENNSYLVANIA,

Harrisburg, Pennsylvania's First Side-by-Side Demonstration on the Capitol Stairs

The NFSA PenJerDel Chapter was honored to conduct the very first side-by-side demonstration on the Commonwealth's Capitol stairs. The demo was in support of bills that covered first responder aid. Among those present were over 20 Representatives as well as dozens of fire chiefs from throughout the Commonwealth. Harrisburg's Fire Chief Brian Enterline narrated the burn and highlighted to all elected officials present the importance of residential fire sprinklers.

The event was organized and hosted by Jerry Ozog of the Pennsylvania Fire and Emergency Services Institute, an association that acts on behalf of first responders throughout the Commonwealth.

The NFSA PenJerDel Chapter would like to thank Chief Brian Enterline and the City of Harrisburg Fire Department for their help in conducting the side by side burn. The Chapter would also like to express its gratitude to Jerry Ozog of the PFESI for his progressive views in considering sprinklers as a factor in keeping first responders safe.

It is the hope of the PenJerDel Chapter that these visceral, yet informative, demonstrations stay with elected officials when the time comes for them to vote on legislation that affects the industry.

New Jersey Chapter Reaches Out to Tomorrow's Leaders

The New Jersey Chapter's efforts to improve outreach to the state's schools has paid off this October. This year alone, the New Jersey Chapter has brought its burn trailer to over a dozen schools throughout the State, from Sussex County all the way down to South Jersey.

During these events, the New Jersey team covers both basic fire safety, as well as how residential sprinklers operate. Team members make sure to dispel many myths Hollywood perpetuates when it comes to fire and, more importantly, fire sprinklers.

While the Chapter sees all events as an important means of public outreach, school events are perhaps doubly so. The Chapter prides itself on its outreach to tomorrow's leaders and hopes that these students take the message of fire safety home to their parents. The Chapter would like to thank the local fire departments and teachers for allowing its team to spread the message of fire sprinklers.

Capital Region



TERIN HOPKINS
Field Service Coordinator

MARYLAND, VIRGINIA, WASHINGTON D.C.

Inspector Training

It was a busy time for the Capital Region Chapter as they completed their sixth year of the Developed for the Inspector Training program in Laurel, Maryland. This program has grown significantly over the years to include Virginia. In 2020, this program will be conducted at the newly completed University of Maryland Fire & Rescue Institute valve lab, in College Park, Maryland. This new Valve lab is a long-time partnership between the Capital Region Chapter, University of Maryland (MFRI) and the University of Maryland Department of Fire Protection Engineering. This is a fully operational lab with nine risers and a complete foam system. The Chapter held its last meeting of 2019 in the sprinkler lab with a demonstration of all the systems. This lab will service the industry, fire service and University of Maryland students for years to come.



Historic Site Retrofit Project

The Capital Region has moved forward with the sprinkler retrofit project at 17 State Circle in Annapolis, Maryland. This small but significant historic property has a front row view of the State Capital building and will soon be protected with #fastestwater. This historic site is within walking distance to the Maryland Fire-Rescue Services Memorial and is home to the Maryland State Fireman's Association (MFSA) headquarters. The MFSA has been instrumental in the fight for residential fire sprinklers in the state and continues to help support the protection of lives and property from fire through the widespread acceptance of the fire sprinkler concept.

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Southeast Region



BRIAN BIGGS
Regional Manager

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

Sprinkler Save at Kennesaw, Georgia Medical Device Company

On November 5th, around 400 people were evacuated safely from a medical device company in Kennesaw after a small chemical fire. The chemicals involved include sulfuric acid, sodium hydroxide and several that are unknown, but which were used in minuscule quantities.

Three employees of the company were working with the chemicals when a reaction set off a fire. The building's fire sprinkler system activated and extinguished the fire before firefighters arrived at the scene.

NFSA Regional Manager Brian Biggs states, "This is a perfect example of how fire sprinklers avert potential disasters. Every employee was able to evacuate safely, a small fire didn't turn into a large fire, and a possibility of the chemicals causing an explosion never even came into play. The fire was extinguished before firefighters arrived. That's what we call #fastestwater."

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Florida & Puerto Rico



LORRELL BUSH
Regional Manager

FLORIDA, PUERTO RICO

FFSA Supporting our Troops



On October 22nd, the Florida Fire Sprinkler Association had the privilege for the third year in a row to serve the spouses and families of our deployed soldiers at Patrick Airforce Base. With the help of NFSA members from Southern Fire Protection, we were able to serve about 150 family members. What a privilege it is to give back to all of those who serve including the families who sacrifice for our freedom by supporting the soldiers they love.

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Great Lakes Region



RON RITCHEY
Field Service Coordinator

INDIANA, MICHIGAN, OHIO, WEST VIRGINIA,
KENTUCKY

On November 12, 2019, Board Members of the Indiana Chapter of NFSA were invited to attend an event for Indiana Governor Eric Holcomb in Indianapolis, Indiana. It was an honor for us to be able to spend some quality time with Governor Holcomb and help him gain a better understanding and appreciation for the benefits of fire sprinklers in protecting lives and property for the citizens of Indiana.

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Pictured Left to Right: Indiana Chapter Vice-Chairman & Legislative Chairman Dan Whitman, NFSA Area 5 Director Jon Ackley, Indiana Governor Eric Holcomb, NFSA Great Lakes Field Service Coordinator Ron Ritchey, Indiana Chapter Secretary/Treasurer Brian Roberts, Indiana Chapter Board Member Carlin Darnell.

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Illinois Region



ERIC HOFFER
State Coordinator

ILLINOIS

More than 100 Homes Now Protected with Home Fire Sprinklers in the Village of Roselle, Illinois

Ten years ago, the Village of Roselle adopted an ordinance that requires all new homes and homes that undergo additions of 50 percent or greater to be protected with home fire sprinklers. Now, the village, along with the surrounding unincorporated area within the Roselle Fire Department's jurisdiction, has experienced a milestone with more than 100 homes protected with the life-saving technology. To recognize the achievement, the Northern Illinois Fire Sprinkler Advisory Board presented the village board members and fire officials with a plaque at their village board meeting October 28th.

"Kudos to then Fire Marshal Tom Biscan and administrators who had the foresight ten years ago to require residential fire sprinkler systems to protect current and future citizens and occupants," said Fire Marshal Bob Morris.

Over the years, the Roselle Fire Department has conducted side-by-side fire and sprinkler burn demonstrations annually

during its fire safety open house at the fire department to educate the public about how home fire sprinklers work. Morris said the demonstrations are important. He said a member of the fire department overheard a resident comment that after seeing the demonstration, he understands why installing fire sprinklers in his home was required.

Morris also mentioned that some of the homes in the district are on a well and not using the municipal water supply. That doesn't hinder the fact that a fire sprinkler system can be installed.

The Village of Roselle is one of more than 110 communities in Illinois that require home fire sprinklers. Congratulations to the Village of Roselle for more than 100 homes that are sprinkler protected, and to all the communities for taking action to protect their citizens.

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Missouri Region



PAUL RICHARD
Area Coordinator

MISSOURI

St. Louis Chapter Meeting



#8532 Chapter leadership Ed Musket, Matt Coleman, Rich Boyer and Andy Bill presenting a check to Guns N Hoses representative

The St. Louis Metro Chapter held its quarterly meeting complete with a fried chicken dinner in October. Chairman Andy Bill was elected to a second term and Gary West discussed improvements at the national headquarters. Joe Kovac, Supervisor of the St. Louis Fire Safety Unit, was praised for his work improving the city's ITM inspection requirements. The Chapter and Industry Promotion

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Committee worked together for a second year to contribute to Guns N Hoses, a charity event for firefighters and police officers injured or killed in the line of duty.

Boyer Fire Protection Visit



In October, Paul Richard, Gary West, John Laventure, and Wally Miller toured NFSA member Boyer Fire Protection's facility in St. Louis. During the tour, Richard Boyer, Chairman of the St. Louis IP Committee was proud to show off some of the new graphics on the side-by-side burn trailer.

Richard Boyer shows off one of the new graphics on the St. Louis side-by-side trailer.

Paul Richard
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Another record-breaking performance by Minnesota Chapter contractor members was this year's Burn Aid Golf Classic. This – the 23rd year of this annual charity golf tournament – raised \$42,500 for the Regions Hospital Burn Center. This was the largest monetary donation in event history. Sprinkler contractors first organized this event as a means of providing specialized equipment to the Center and supporting the burn camps attended by fire survivors. Over the last 23 years, Chapter members have donated more than \$1.2 million to the Burn Center.



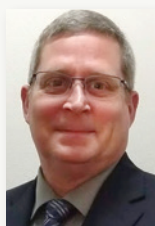
In October, NFSA staff members attended the Minnesota State Fire Chiefs Association and the Hawkeye State Fire Safety Association fall conferences and participated in five National Fire Prevention Month open

houses for AHJ members. These events are critically important in nurturing AHJ and public understanding and support of fire sprinklers; they are also great opportunities to speak directly to children and parents about practical, specific steps they can take to prevent fires in the home.

I want to thank the NFSA members in Minnesota, Wisconsin, and Iowa for their life-saving work and their unflagging support in 2019. It's nice to be on a "winning team" – and we are winning the fight against fire (our sprinkler saves show this on a daily basis!). Keep up the great work!

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North Central Region



TIM BUTLER
Regional Manager

IOWA, MINNESOTA & WISCONSIN

North Central Region-Butler

It has been an incredibly busy and successful fall in the Region – and a record-breaking season in several important respects. NFSA staff in Minnesota wrapped up the live-fire demonstration season on October 30, after completing a record number of fire sprinkler demonstrations this year. These included 12 side by side demonstrations, six live-fire demonstrations at the Minnesota State Fair, and two additional side by side demonstrations made by AHJ members where NFSA staff provided technical support and recommendations. In addition, one side by side demonstration was cancelled just before ignition due to severe weather in the area, and two other requests for side by side demonstrations could not be honored due to the trailer already being committed to other burns on those days. The Minnesota Chapter's side by side demonstration trailer has definitely been requested and used at record levels this year!

North Central Region



MARTY KING
State Coordinator Wisconsin

Wisconsin Side-by-Sides

NFSA's Wisconsin Chapter side-by-side trailers continue to be a highlight at fire department open houses and also during Fire Prevention Week. Demonstrations were performed at the Oregon, Wisconsin Area Fire District 150th celebration, Sun Prairie FD Open House and Pancake Breakfast, and DePere FD annual Open House. These demonstrations, along with fire timelines

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and #fastestwater, help educate the public on fire safety and the importance of fire sprinklers.

Sprinkler Save: Madison, Wisconsin

A fire that broke out at an assisted care residence was caused by an older, recalled dehumidifier that malfunctioned.

Crews were notified of a problem at the assisted care facility after an automatic fire sprinkler activated, sending an alarm to Dane County 911 Public Safety Communications Center. The sprinkler kept the fire contained, which allowed on-site staff to deploy a fire extinguisher and put it out.

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North Central Region

TOM BRACE
Minnesota State Coordinator

Two Sprinkler Saves in a Week in Fairbault, Minnesota

On October 16th, just before 5:00 p.m., a fire was reported at PetSmart in the Fairbault. When police arrived, customers and store employees were evacuating the building and light smoke could be seen in the back of the business, according to a release from Fire Chief Dustin Dienst. Police officers entered the building, located the fire, evacuated the store's animals and updated firefighters as they arrived on scene.

Firefighters located the remnants of a fire in a bathroom. The fire had already been extinguished by the store's sprinkler system.

"For the second time this week a sprinkler system did what it was designed to do. The employees of the business also did a good job of evacuating the customers so that no one was in danger," said Dienst.

Early that same week, a fire occurred at the Discovery Public School of Fairbault. Dienst said that fire, started by an electrical short in ceiling wires, was quickly put out by the school's sprinkler system.

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Kansas Region

GARY L. WEST
Director of Field Operations

KANSAS

8 year-old Topeka Girl Dies in Home Fire

On October 26th, an 8-year-old girl died following a fire at her home. The girl was found on the second floor of the unsprinklered home. The fire originated in the front upstairs bedroom, according to Topeka Fire Chief Stewart Bender.

According to a statement from the Topeka Fire Department, firefighters were dispatched to a residential structure fire with entrapment, at approximately 7:15 p.m.

Local law enforcement officers reportedly arrived on scene prior to the fire department and attempted to make entry to the second floor of the home, but were unsuccessful due to heavy smoke and heat conditions.

Upon arriving at the scene at approximately 7:22 p.m., firefighters made entry to the second floor of the home where the girl was located and passed her through a window to awaiting rescue personnel. She was then transported to a local hospital before being airlifted to an Indianapolis hospital, where she later succumbed to her injuries.

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South Central Region

CYNTHIA GIEDRAITIS
Regional Manager

ARKANSAS, LOUISIANA, OKLAHOMA, TEXAS

Texas Fire Sprinkler Saves Annual Award

Every year, NFSA and the Texas Fire Sprinkler Coalition present Fire Sprinkler Saves Awards at the Texas Fire Marshals' Conference. The award(s) is presented to Texas jurisdictions for Fire Sprinkler successful installations, activations and media reporting. The Goal of the Fire Sprinkler Saves Award is to influence how the fire service and the media reports fire sprinkler activations.

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Harris County Fire Marshal's Office Public Information Officer Rachel Moreno and Fire Marshal Laurie Christensen accept the 2019 Fire Sprinkler Saves Award from NFSA Regional Manager Cindy Giedraitis and Texas Fire Sprinkler Coalition Chair/ Chief Roland Garcia.

From January – September 2019; The Harris County Fire Marshal's Office has published 19 Fire Sprinkler Saves! The Pre-Incident Value of the buildings saved were \$ 165,869,488.00.



Farmers Branch Fire Marshal Tim Dedear accepts the 2019 Fire Sprinkler Saves Award from Texas Fire Sprinkler Coalition Chair/Chief Roland Garcia and NFSA Regional Manager Cindy Giedraitis.

Farmers Branch is the Second Texas Jurisdiction recognized for highest number of sprinklers save activations in 2019. Farmers Branch has reported 6 Fire Sprinkler Activation/Saves since January 2019. This is the 2nd highest number of reported saves.

If you know of any successful fire sprinkler activations; please notify cindyg@nfsa.org

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Great Plains Region

ROBERT GEISLINGER
 Field Service Coordinator

COLORADO, NEBRASKA, NORTH DAKOTA,
 SOUTH DAKOTA, UTAH, WYOMING

Fire Safe Colorado

The Colorado Division of Fire Prevention & Control has begun a new initiative intended to bring together fire safety professionals from around the State, including fire officials, building officials, planners, non-governmental organizations, and industry organizations. The initiative, named Fire Safe Colorado, is intended to “create opportunities to collaborate, share information and resources, and coordinate statewide fire and life safety initiatives, all in an effort to make our Colorado safer.”

Your regional field service coordinator will be involved and would love to hear from our members who might like to participate.

Career Fairs around Colorado

NFSA has been invited to participate in several career fairs throughout the area. Since many school districts are beginning to recognize that college may not be the best option for many students, these fairs are geared towards construction trades and other career opportunities not requiring a college education. In the events so far, students have been very interested in the opportunities presented by sprinkler industry. Three more fairs have been scheduled in the next few months. Your field service coordinator will reach out to member contractors in these areas who may be interested in participating. As other school districts come on board, we expect the opportunities to grow significantly. If you hear of such an event in your area, please reach out for assistance with display materials, resources, or if you'd like an NFSA representative to assist. Side by Side Sprinkler Trailers Starting in April, the NFSA side-by-side trailer saw extensive use this year with a total of 17 burns. Most of these were for public events, with a few geared towards public officials considering adopting sprinkler provisions. The highlight of this year's activities was during the Fire Prevention Week Commemoration of the Colorado Division of Fire Prevention & Control, which was again held in front of the State Capital. Unfortunately, at least three communities desiring to present the trailer were unable to do so as it had already been booked. In order to minimize future disappointments, NFSA is exploring possibilities to expand this great resource in the region

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Southwest Region

BRUCE LECAIR
Regional Manager

CALIFORNIA, HAWAII, NEW MEXICO,
NEVADA, ARIZONA

NFSA Sponsors NorCal FPO Joint Meeting in San Francisco

The NorCal Fire Prevention Officers Association met on August 23rd at the Irish Cultural Center in San Francisco, California for the Joint FPO/SFPE meeting sponsored by the NFSA. The event included a vendor's fair with 14 vendors in attendance with proceeds of the table sponsorships going to the Charlie Gray Memorial Scholarship Fund.

Regional Manager Bruce Lecair was the featured speaker, presenting "Bruce's Top 25 Changes to the California edition of NFPA 25." The event was attended by 60 FPOs and San Francisco Bay Area SFPEs.

Regional Manager Bruce Lecair also participated in the stakeholder's reports that included an NFSA Report, Fire Service Education Report and CFPI update. Thanks again for all our NFSA manufacturers for sending vendors to make this event possible!!!



*Paul Methot of
Globe Sprinkler
and Bruce Lecair*

California State Fire Marshal's Automatic Extinguishing Systems Advisory Committee votes to move NFPA 25 Work Group Recommendations Forward

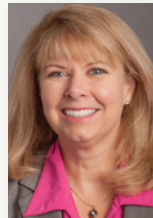
On September 11th, the California State Fire Marshal's Automatic Extinguishing Systems Advisory Committee met and voted 11-1 in favor of moving the recommendations of the NFPA 25 Work Group forward. The Work Group was chaired by Regional Manager Bruce Lecair who gave the report on the recommendations of the three sub-committees that were voted on by the NFPA 25 Work Group in August.

The California Office of the State Fire Marshal's Automatic Extinguishing Systems Advisory Committee and the NFPA 25 Work Group are represented by NFSA members, Regional Manager Bruce Lecair, former Area Director Jack Thacker, Schambaugh and Son, and NFSA Contractor Jason Hudgins from Walschon Fire Protection, as well as Darryl Hefley and Randy Dysart from Jorgenson Company. The committee is appointed by the State Fire

Marshal and is formed to address fire protection issues and make recommendations to the State Fire Marshal on matters affecting fire protection in California.

The recommendations have been moved forward as a draft, Incremental Statement of Reasons, and are now being reviewed by OSFM staff before submittal to the Acting State Fire Marshal. The goal of is to adopt the 2020 NFPA 25 edition that will be the California 2021 NFPA 25 edition based on the NFPA 25, 2020 edition. Should everything proceed smoothly, the adoption date is targeted for January 1, 2022.

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Northwest Region

SUZANNE MAYR
Regional Manager

ALASKA, IDAHO, MONTANA, OREGON,
WASHINGTON

Time Buys Life

The Fire Sprinkler Advisory Board of Puget Sound's "Time Buys Life" campaign brought new awareness of the need for fire sprinklers as it rolled out this fall. NFSA's 30-second spot had great exposure during two of the Northwest's largest TV viewing events—a Monday Night Football Seahawks game and the Major League Soccer finals featuring the Seattle Sounders.



The Seattle Times featured a large "advertorial" highlighting the importance of sprinklers in its Sunday print and digital editions.

NFSA Regional Manager and Fire Sprinkler Advisory Board Director Suzanne Mayr had a lengthy interview on KING 5's "New Day" lifestyle talk show with well-known host Margaret Larson.

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The wide-ranging interview featured dramatic footage of a fire in two rooms--one with and one without sprinklers. The feature can be found on KING 5's New Day website.

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#fastestwater
Fire Sprinklers Save Lives!



On-line advertising and billboards throughout the Puget Sound area round out the media blitz.



TO DOMINICK KASMAUSKAS

Greetings,

We spoke today following your media presentation at the NYSBOC conference. It was an exceptional program. As discussed, could you please send me the online version of it. It would be greatly appreciated.

Thanks,
 Joseph Fiorini

*Office of Mental Health.
 Rockland Psychiatric Center*

TO THE NFSA ENGINEERING DEPARTMENT

Good Afternoon All,

I just wanted to say thank you to all of you for the knowledge and practical skills that you passed along during the two-week training. It has already proved helpful in my daily life at work and I have already been able to do more than I was before the class. Specifically, Roland and Mark, the skills you guys taught about the standard and identifying occupancies and hazards has helped me estimate change orders and T&M work more accurately. Jeff, what you brought to the class in terms of knowledge of building code and how it interacts and works alongside the standard has helped me pay more attention to existing conditions of buildings and what I need to be looking out for when I first visit a job site. Last of all Kevin, you really put it into my brain how time consuming and important the job of calculating and designing can be, I understand now why technicians need all of the info they do, and it has pushed me to be more forward in making sure I get the correct info from GCs, even in this one week since the class.

Overall, I am very glad that I attended this training and consider myself more knowledgeable and effective at my career because of it. I hope that if there is ever any way that I might be able to help any of you that you don't hesitate to reach out!

Thanks,
 Ethan Fatcheric

*Assistant Project Manager – Fire Protection
 J.C. Cannistraro, LLC*



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 NFSA.

Payment

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

NFSM EDITOR:

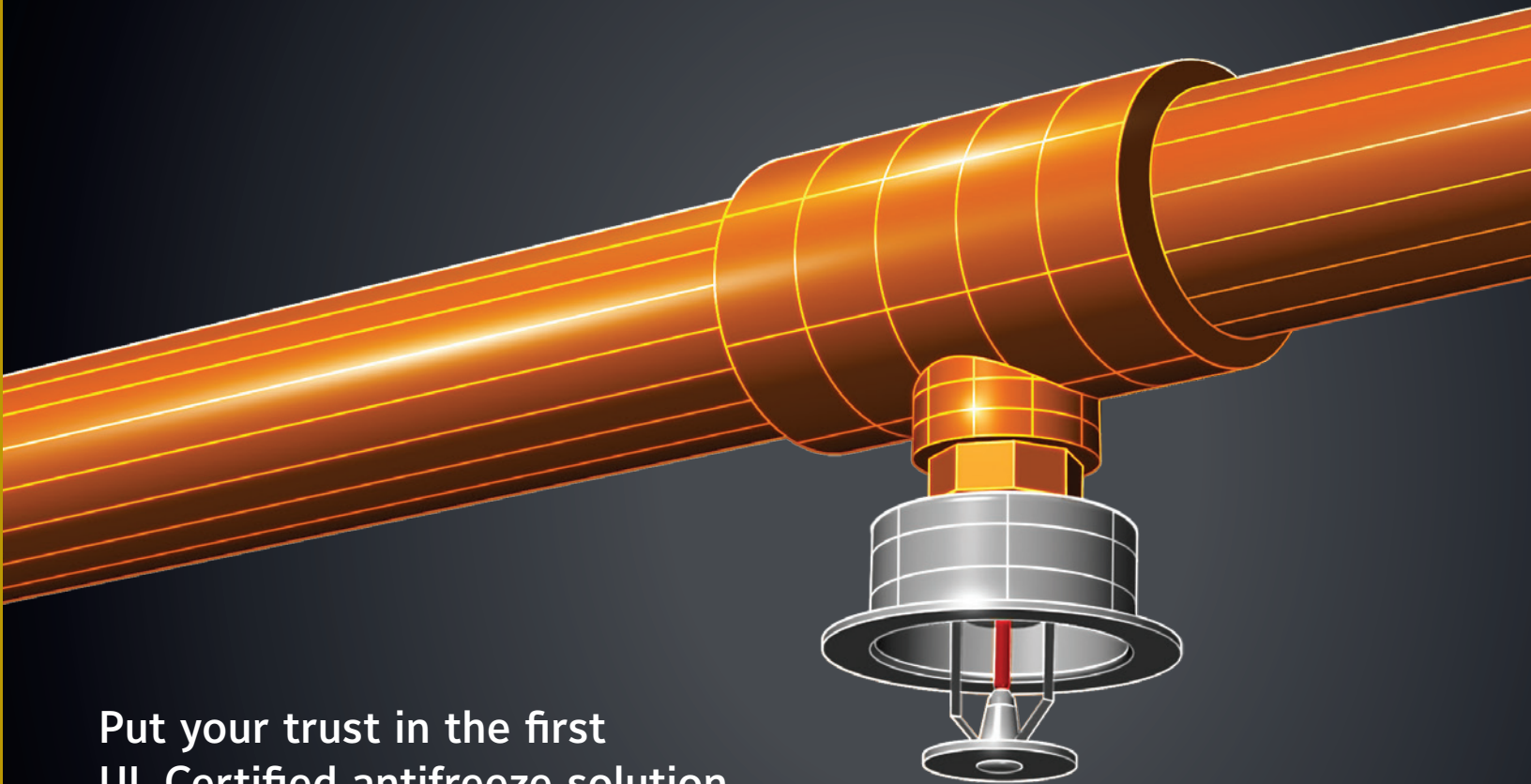
Joanne Genadio

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