

National Fire Sprinkler Magazine

The Flagship Publication of The National Fire Sprinkler Association

May - June 2018
No. 208

BUYER'S GUIDE 2018

Intro to Corrosion in Sprinkler Systems

pg. 14

Overview of NFSA Engineering & Standards Committee

pg. 23

Member Takeover Issue Info


pg. 77

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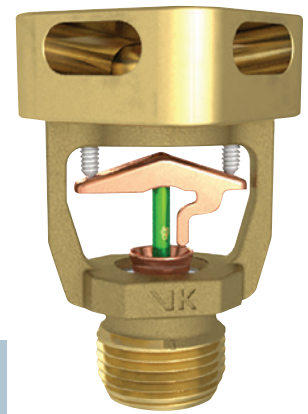
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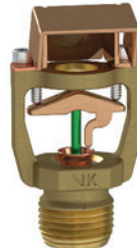
4/12-12/12 slopes



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CALENDAR

EVENTS OF INTEREST TO NFSA MEMBERS

5/8/2018 Standpipes	Bettendorf, IA
5/9/2018 Rough and Final Inspections	Bettendorf, IA
5/10/2018 Fire Sprinkler Installation Requirements	Bettendorf, IA
5/14/2018 LTTTC - Blended In Class Practicum	Richmond, KY
5/22/2018 Hydraulics for Fire Protection	Dallas, TX
5/23/2018 Rough and Final Inspections	Dallas, TX
5/24/2018 Understanding, Applying and Enforcing NFPA 25	Dallas, TX
5/29/2018 Pumps for Fire Protection	Idaho Falls, ID
5/30/2018 Understanding, Applying and Enforcing NFPA 25	Idaho Falls, ID
5/31/2018 Advanced Hydraulics	Oak Brook, IL
7/9/2018 LTTTC - Two Week Layout Technician Training	Baltimore, MD
7/16/2018 LTTTC - Blended In Class Practicum	Baltimore, MD
9/18/2018 Sprinkler Installation Requirements	Austin, TX
9/19/2018 Advanced Hydraulics	Austin, TX
9/20/2018 Modified Pumps and UAE25	Austin, TX
10/15/2018 LTTTC - Two Week Layout Technician Training	Seattle, WA
10/22/2018 LTTTC - Blended In Class Practicum	Seattle, WA

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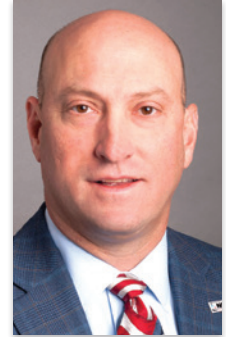
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Another Positive Transition

Larry Thau served two terms (4 years) as NFSA's Chair of the Board and recently transitioned the gavel to Kent Mezaros from Quick Response Fire Protection in New Jersey. As a part of this transition and recent NFSA transitions, Larry Thau will remain on our Manufacturers' Council and Board of Directors as Victaulic's representative. Chair Thau provided diplomatic guidance and leadership to me as the President and I look forward to Chair Mezaros' leadership to direct us to the next level.

In 2015, the Board of Directors successfully transitioned the position of President from Russ Fleming to me, and in 2017 we successfully relocated the national headquarters of NFSA from New York to Maryland. Now, 2018 marks another major transition for the NFSA with the election of new officers. On his leadership team, Chair Mezaros has Jim Boulanger from Patriot Fire Protection in Washington State as Vice Chair and Bruce LaRue



of Potter Electric Signal as Treasurer. Jim has served the past two terms as the Treasurer and Chair Mezaros has served the past two terms as Vice Chair. Bruce LaRue becomes the first SAM (Suppliers and Manufacturers) Council member to serve as an officer in the organization's history.

Our 2018 conference will be a great venue to swear these new officers into their positions in front of the general membership. Our conferences and annual seminar have also been part of a positive transition and we feel the installation of our Board Officers should allow an added touch and highlight the positive transition.

During this conference we will bestow our highest awards in the industry. As I said at the Board of Directors dinner in San Antonio in March when we recognized Chief Charles Hood with the Leadership in Public Safety Award, accomplishing significant advancements in fire- and life- safety requires "layers of leadership". We have layers of leadership in our industry. Not only does leadership play a role today, it is the legacy

of those who have served so well before us. The NFSA's incoming officers are building on those who have served before them, and this Association is built on the legacy of those before us.

It is an honor to have learned the legacy of our Golden Sprinkler Award winner Jay Livingston, but most of all it has been a blessing to know Jay and the impact he has made in his company, the NFSA, Maryland, and across the country. From his days in the Silver Spring Fire Department he has shaped many, including one of my mentors, Jim Dalton. The first time I met Jay he was giving me information to promote fire sprinklers at the community and state level.

Speaking of legacy, it is an honor to have brainstormed ideas at a conference with the recipient of the Russell P. Fleming Award, George Stanley. The feedback from George led to the creation of our blended learning training programs at NFSA. Not only has George contributed in ways he may not even know, he has surely contributed to NFSA through the Engineering and Standards (E&S) Committee.

The Hall of Fame inductees have all contributed to the betterment of the fire sprinkler industry. I am sorry to say that I did not know them all, but, I hope that someday you will be able to visit NFSA Headquarters and see and learn all about the contributions of these invaluable individuals and the role they played in the shaping of our industry. It is the vision of our Building Committee Chair, and now Vice Chair of the Board,

"The strength of the fire sprinkler industry is built on the legacy of so many great people who have served. We will get stronger because of the leaders who are currently serving, as well as those who will follow."

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The Federal Government **Now** ***Provides A Tax Incentive*** to Protect Lives and Property with Fire Sprinklers

Companies, especially small businesses, may now utilize changes made in the recently passed tax reform bill for accelerated cost recovery for the installation, upgrade, or retrofit of fire sprinkler systems in their properties.

Never before has this type of incentive for fire sprinkler systems been available. Previously, fire sprinkler systems were depreciated over 39 years in commercial buildings and 27.5 years in residential structures.

There is now a significant incentive that potentially would allow for immediate cost recovery!

The National Fire Sprinkler Association encourages business and industry owners to contact their tax professionals and refer them to the changes in Section 179 of the recently passed tax reform legislation (P.L. 115-97).

Protect Lives — Protect Your Property — The Time has Come!



To Tweet or not to Tweet (that is a very good question)

For many of you that have not previously gotten the chance to meet me, please allow me to introduce myself. My name is Kent Mezaros and I was recently elected the Chair of the Board of the National Fire Sprinkler Association. I am both humbled and honored to have been given the opportunity to serve the fire sprinkler industry in this capacity.

Just a brief background on myself: I am CEO of Quick Response Fire Protection, a fire protection contractor from New Jersey (which in the future will just be referred to as "Jersey"). I got my start in the industry over 30 years ago working for my father-in-law, Al Carnegie, in his fire sprinkler business. Al was my first mentor. Al subscribed



"NFSA does an awesome job on Twitter, LinkedIn and Facebook as do many Manufacturers, Suppliers, Contractors and local chapters, and it is here that I'm constantly updated on what is happening within our industry."

to the "Let him be, he will figure it out for himself (or not)" method of mentorship. While that method may not work for everyone, it fortunately worked for me. While striving to learn more on how to be successful in the fire protection industry, I was lucky enough to meet my second mentor, Shawn Love of Grinnell Fire Protection in New Jersey. Shawn encouraged me to attend and become involved in the local NFSA Jersey Chapter and it was there that I truly started to understand our industry and learn from all the wonderful, intelligent, and experienced people that I have met.

Having served the past four years as Vice Chair of the Board under Chair Larry Thau, I had the opportunity to see Larry's cool demeanor and calming influence on the Board during a period of a transition that the NFSA had never experienced before. I promise you that I will not be able to speak anywhere near as eloquently as Chairman Thau. My background had me sorting fittings in the shop prior to product procurement, design, management and administration. No fancy degrees or dozens of patents next to my name. My upbringing did however assist me in the ability to speak a tad more colorfully and I've been told I can be enjoyable to share a cocktail with (although I am much more of a beer and wine guy). I've never been afraid to work hard and you can be sure that I will try my hardest and to the best of my abilities to keep NFSA pointed in the right direction.

That brings me to some of my early struggles in trying to decide on what type of leader I should be and how to deliver my messages. Social media is an amazing thing. The only newspaper I find myself reading is our local area paper (my wife and I live at the Jersey Shore and there is a 30-page weekly half filled with articles that I'm semi-addicted to) and the only news I tend to watch is also the very local New Jersey Channel 12 news. However, I find myself more informed on both current events and world news than ever before. Each morning I quickly look to my smartphone and quickly get caught up in real time. Like many of today's young people I will check it regularly, all day long. NFSA does an awesome job on Twitter, LinkedIn and Facebook as do many Manufacturers, Suppliers, Contractors and local chapters, and it is here that I'm constantly updated on what is happening within our industry.

I too am on Twitter (@kentmezaros1) but you will find most of my current tweets are re-tweets of others who may have brought something topical, interesting or humorous to the rest of the world. I assume this may make me appear as a lazy tweeter, but maybe I'm still just trying to find my way in delivering social media. My daughter will quickly share in regards to my Instagram account, my comments often garner a "what does

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From the Chairman's Desk

Kent Mezaros

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that mean?" response from her (luckily I have a grand total of 25 followers on Instagram). Undoubtedly, a *covfefe* moment will appear in my Twitter future. Please accept my apology now so we can get that out of the way. I too like giving people nicknames, and if you find a *Miller Lite Boy* reference in one of my tweets, please just assume that I am *lovingly* referring to our incredibly hard-working President (of the NFSA that is).

I have a great deal of confidence in our president and his team. I was on the committee that brought Shane Ray back to the NFSA and will continue to work with Shane and our staff to make sure that NFSA remains as the Voice of the Fire Sprinkler Industry. For those of you that will be attending our Annual Business and Leadership Conference in Ft. Lauderdale please be sure to come say hello. I look forward to seeing or meeting you.

Respectfully yours,



Kent Mezaros, *Chairman*

From the President's Desk

Shane Ray

continued from page 7

Jim Boulanger, to have a building for our office in the future that will honor those who have contributed so much and made NFSA and the fire sprinkler industry what it is today.

I am honored to present five Presidents Awards this year at the conference. These five individuals played the most significant role in one of the industry's biggest accomplishments. I hope you are with us at the conference to see these recipients. I will write more about them in the future and the roles they played.

A Stronger Industry...A Safer World is the vision for NFSA that drives our mission, "to protect lives and property from fire through the widespread acceptance of the fire sprinkler concept." The strength of the fire sprinkler industry is built on the legacy of so many great people who have served. We will get stronger because of the leaders who are currently serving, as well as those who will follow. Thank you for the opportunity to serve this great industry. It is an honor and I pledge to serve with passion and professionalism.



Shane Ray, *President*



Larry Thou passes the Chair of the Board torch to Kent Mezaros.

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For Success in Any Business Organization, Everybody Must Sell

By Mary Anne Wibbey Davis

If you are in business, it is because you believe your products or services are worth having. You know your potential customer base and you know they could really use what you have to offer. So, why are they not buying? Maybe it is because they do not know you are selling. Are you selling or telling? Does your presentation speak to their buying motives or is it about your product? If you are having problems “making the sale”, consider the four question sets and suggestions below. Then create a plan to change your approach to improve your sales process.

1. Are you building an ongoing relationship?

Or are you just trying to get the order today rather than going for a lifetime customer? Research the customer and their industry before attending a meeting and learn to speak the customer’s language. Be sure to let them know you value their time and state the purpose for every encounter with them.

2. What value do you offer the customer?

What makes what you are selling better than what your competition offers? Better does not mean cheaper, instead it should provide a solution to the customer’s problem. Do they need speed, accuracy, ease-of-use, or something else? Selling values means matching your presentation to what the customer needs.

3. Are you hard-selling the customer?

Or are you getting their requirements in order to help to ease their “pain” caused by not having what you are offering them? You have to let the customer talk more than you do, or you will not find out what they really need and want from you. If they are not talking, get their permission to ask questions. Then ask the right questions for the right purpose at the right time.

4. Do you use the words “but” or “however” when the customer raises an objection?

These are fighting words that put the customer on the defensive. Avoid them by getting the customer to talk more using questions or “and” statements to build bridges in the conversation. “And” statements are a way you can reiterate the value of your product or service as it relates the customer’s “pain” or latest objection.

Remember every big business started as a small one. F.G. (Buck) Rogers once said “At IBM everybody sells! Every employee has been trained to think that the customer comes first - everybody from the CEO, to the people in finance, to the receptionists, to those who work in manufacturing.”

Selling must be part of your business. Selling is not a dirty word nor is it an unpleasant task if you do it right. Without sales, you have no business. So get out there and start selling!

Mary Anne (Wibbey) Davis is the President and Founder of Peak Performance Solutions and author of “The Sales Messenger: Ten Lessons for Sales Success in Your Business and Personal Life.” She is committed to “moving individuals to action” through training and advanced learning.

Article Source: https://EzineArticles.com/expert/Mary_Anne_Wibbey_Davis/1362950

Change Orders

By Richard Zisholtz

Editor’s note: Richard Zisholtz comments on New York State law.

Change orders are often a major issue in construction litigation. Whether certain work was included in the initial scope of work can sometimes be a matter of debate. It is always best practices to have all change orders in writing and signed by all parties — it can certainly help avoid issues of proof in the event litigation ensues.

The question I am often asked is; when a contract requires that change orders be written, will a contractor be precluded from compensation for the additional work if he or she failed to get a written change order?

Contractors and subcontractors are often instructed by owners to go ahead with certain additional work with a verbal acknowledgment that payment will be forthcoming. After, the extra work is completed, sometimes owners will try and avoid payment by alleging that all of the change orders were required to be written pursuant to the underlying contract.

While it is best to have written change orders, the law states that oral directions to perform extra work, or even the general course of conduct between the parties, may modify or eliminate contract provisions requiring written authorizations or notices of claims. Thus, if a contractor completed certain work that was outside the initial scope, it will be entitled to compensation.

Keeping meticulous records and having an attorney review your contract can help avoid many potential issues.

Never let your lien time run out!!



The Florida Fire Sprinkler Association would like to say *THANK YOU* to our Diamond Sponsors at the 24th Annual Buddy Dewar Golf & Skeet Tournament held on April 9, 2018.



An Introduction to Corrosion in Sprinkler Systems: Its Identification and Mitigation

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



Corrosion and fire are both oxidation reduction reactions that manifest in very different ways. When fire happens, heat and light are generated, smoke is produced and its presence is typically known in a short period of time. By its very definition it is a rapid oxidation reduction reaction. Corrosion does not happen as fast at all, at least not when compared to fire. When we think of corrosion happening quickly we are typically talking about loss of material over months or years. For example, corrosion rates are commonly measured in terms of material loss in mils per year while fire growth rates are measured as a function of mass loss per second. While fire can be devastating from a life loss perspective and corrosion is not typically thought in that regard, both fire and corrosion are known to have significant cost impacts.

Most people in the sprinkler industry have learned about corrosion the hard way, not having any formal education in corrosion science but more likely than not by having to deal with it out of necessity. Others know a tremendous amount of information about corrosion but very little about sprinkler systems. When the two knowledge bases coincide, good things can happen. New and innovative solutions are developed to slow corrosion and extend the life of components, others are created to minimize the effects of leaks and so on. Applying science to solve problems is the essence of engineering and also a catalyst for many entrepreneurs.

Although the concept of corrosion is very simple, it is often very misunderstood. Especially in fire protection where the term MIC has often been thrown around interchangeably with corrosion. As the collective industry learns more about corrosion there has been clarification that most corrosion is not initiated or even exacerbated by bacteria as would be the case with MIC. It is reassuring to see the paradigm shift in the sprinkler industry from MIC to corrosion.

Corrosion can be very simple. We can all visualize rust formed on a car or some other metallic object. However, corrosion can also be very complicated and can be initiated in ways that we sometimes do not envision or anticipate. There are multiple forms or types of corrosion. We generally accept nine (9) forms of corrosion, which include the eight (8) defined by Fontana and Green in the book titled *Corrosion Engineering*. The list was expanded by observa-

tions of corrosion induced/initiated/influenced by bio-fouling, bacteria and fungi, e.g. MIC. These forms include:

- General or uniform corrosion
- Galvanic corrosion
- Crevice corrosion
- Pitting (pinholes)
- Selective leaching
- Intergranular corrosion (weld decay)
- Microbiologically influenced corrosion
- Environmental cracking, including Fretting (fatigue)
- Erosion corrosion

These forms are identified in section D.2.6 of NFPA 25, *The Standard for the Inspection, Testing and Maintenance of Water-Based Fire Protection Systems*, 2017 edition. Each form of corrosion is associated with different mechanisms, which are often inter-related and interchanged with these forms or types. Because corrosion is an oxidation reduction reaction, most forms of corrosion require oxygen. Like fire, it has been proposed that we think of corrosion in the context of a corrosion triangle including metal, oxygen and an electrolyte. Like fire suppression, corrosion mitigation techniques target breaking one or more of these legs of the triangle to stop corrosion.

Corrosion can be triggered or accelerated by any difference. When looking at sprinkler systems, there could be two different metals in contact (galvanic corrosion), a difference in metal structure or composition (weld decay, holidays or hard spots), a difference in oxygen concentration (crevice corrosion), a difference in temperature, and so on. Corrosion mitigation and prevention is effectively accomplished in many ways by minimizing one or more of these differences and essentially removing the catalyst.

Corrosion rates can be affected by temperature and pressure. With a higher temperature comes an increase in energy and associated chemical reactions resulting in accelerated corrosion rates. Conversely, in refrigerated applications, and in areas with near freezing or sub-freezing temperatures, there will be a reduction

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in corrosion rate due to lower energy levels and reduced chemical reactions. Corrosion rates are also increased by higher pressure due to increased internal stresses within the components of the system.

Many components of sprinkler and fire protection systems are metallic. Use of chlorinated polyvinyl chloride (CPVC) or cross-linked poly ethylene (PEX) plastic pipe would be one concept where metal is removed from the triangle. But there is one thing to consider, although corrosion is commonly thought to be limited to metals, it is not, corrosion can affect any material. Metallic pipe, and primarily steel pipe, is of greatest concern with regard to corrosion in the fire sprinkler industry. Some changes in the ways steel pipe is being manufactured and used are starting to change traditional understanding of corrosion in steel pipe. For example, shipping by sea adds the influence of salty air and salt water to the picture. Differences in manufacturing processes and alloy compositions have also had an impact. Protection of steel through coating, galvanizing and treatment have been used to improve performance. However, under most conditions steel is still an excellent economically viable option that provides a reasonable life expectancy.

Removal of oxygen is another way to control corrosion. This is the essence of the nitrogen technology that has begun to make traction in the fire protection industry. Replacing oxygen with the abundant and noble gas nitrogen, which is generally benign to metallic components, is a way of eliminating or controlling corrosion to a negligible level. The use of nitrogen generation systems and wet pipe inerting systems can in many cases provide an economically viable solution that will enhance system life expectancy. The frontend capital investment cost of the equipment should be

weighed against life cycle cost impacts to recognize the true benefits. Other less costly solutions such as using industrial air dryers have been identified as possible alternatives. However, desiccant dryers have been reported as being ineffective, which could be related to the on-going maintenance need to dry or replace the desiccant material. Venting of wet pipe systems is another application of removing air or oxygen.

Removal of the electrolyte would be the third option. This is not practical in many cases, requiring the use of dry pipe or preaction systems. Taking away the water from within the pipes would eliminate or cease corrosion if done completely and properly. However, many current practices that allow water to be trapped in these systems continue to be a cause for corrosion problems in dry pipe and preaction sprinkler systems. Of course, changing to another agent is also an option, which is inherently done when using clean agent systems, CO2 systems and other forms of fire suppressants. These options only make sense when utilized under appropriate applications and should not necessarily be considered as a replacement for sprinklers, but rather a supplement, especially when code trade-offs are taken. Water is still the most effective and economical agent for fire protection and the inherent corrosion issues regarding the use of water can be dealt with through good practice.

Additional articles stemming from the ideas initiated in this article will be included in future editions of this magazine. NFSA also considering a sprinkler corrosion mitigation forum and will be looking at developing tools to help contractors in minimizing corrosion in sprinkler systems. •



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St. Louis Fire Sprinkler Alliance

Mixing the Message – *Automatic Sprinkler System* in the I Codes

by Jeffrey M. Hugo, CBO,
NFSA's Manager of Codes



The International Code Council (ICC or I Codes) family of codes, such as the International Fire Code (IFC), International Building Code (IBC), International Existing Building Code (IEBC) and the International Residential Code (IRC) uses multiple terms and several words in every model code to describe, require or define an automatic sprinkler system installed and referenced to NFPA 13, NFPA 13R or NFPA 13D. Words such as suppression, fire protection system and automatic extinguishment can all partially describe a fire sprinkler system, but they can also describe other systems that are not fire sprinkler systems. When the three model codes (BOCA, UBC, and SBCCI) came together to form the I Codes, the IBC and IFC used terminology for automatic sprinkler systems that is inconsistent in every model code. Some of these inconsistencies remain in the latest editions and can cause some confusion to code users.

The I Codes use italics to identify a defined term and all defined terms are found in Chapter 2 of every model I Code. For example, when a code user sees automatic sprinkler system in italics anywhere in the IBC and IFC it refers to the definition in Chapter 2 of that code. The definition of an *automatic sprinkler system* resides in the IFC and is duplicated in the IBC. It is often used italicized and unitalicized throughout the I Codes, which can lead to a question of intent especially when Section 903.1 and 903.3 requires *automatic sprinkler systems* to follow the installation standards of NFPA 13, NFPA 13R and NFPA 13D. The defined term in the IFC and IBC for automatic sprinkler system is as follows:

“An automatic sprinkler system, for fire protection purposes, is an integrated system of underground and overhead piping designed in accordance with fire protection engineering standards. The system includes a suitable water supply. The portion of the system above the ground is a network of specially sized or hydraulically designed piping installed in a structure or area, generally overhead, and to which automatic sprinklers are connected in a systematic pattern. The system is usually activated by heat from a fire and discharges water over the fire area.”

The term “suppression” is used in several ways throughout the I Codes. Suppression is not a defined term, but it means to extinguish fire and is commonly used as a fire department response term. The I Codes, such as the IBC/IFC Section 904, have provisions

and rules for suppression systems such as wet and dry chemical systems; however, the I Codes uses the term suppression in multiple ways that are related to fire extinguishment, fire department response and fire sprinkler systems. For example, in several areas of the I Codes, the term “suppression” is used where the intent is clearly for *automatic sprinkler systems* in Section 903. It can be confusing to a code user see a single term used in several ways and mistakes in enforcement occur.

Fire sprinkler systems can suppress and some storage applications, such as ESFR sprinklers, are designed to suppress, but most fire sprinkler systems are designed to control fire. The base or minimum code requirements are to control fire. Using the term, “suppression” is not appropriate to describe an *automatic sprinkler system*.

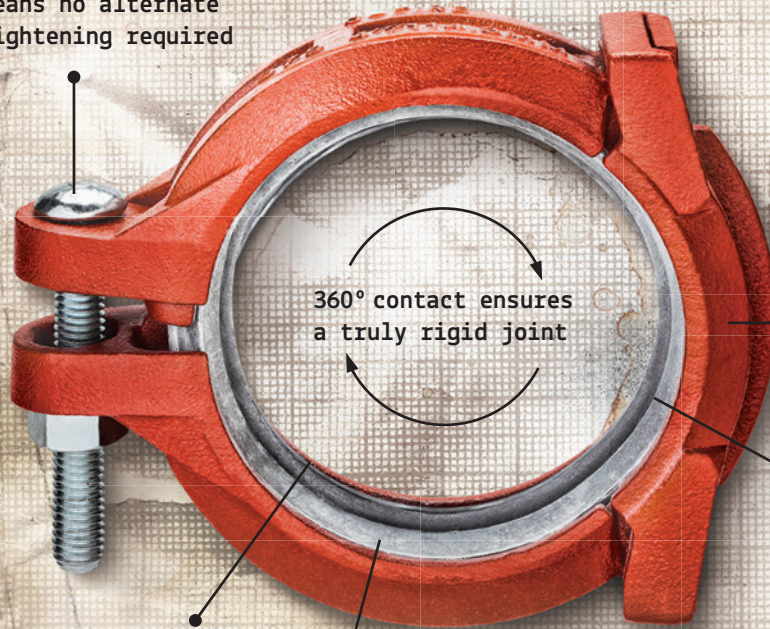
Sometimes the I Codes use the defined terms, *fire protection system* or *fire-extinguishing system* in various code text, section headers and tables but will refer back to Section 903 for *automatic sprinkler system* protection. While we can fit fire sprinklers into the definitions of *fire protection system*, or even *fire-extinguishing system* (for storage protection) the I Codes confuse the intent and purpose of the requirement with the terminology, especially when the I Codes have Section 904 for fire-extinguishing system, Section 906 for fire extinguishers and Section 903 for fire sprinkler systems. When a code user sees these terms, it is recommended to read the definitions and surrounding code text to thoroughly understand the intent of the code. Often times, the code path will lead the user back to *automatic sprinkler systems* to be the source of fire protection for that portion of the code.

Careful reading and communication with code officials is important especially in areas of the codes that are not clear. Many code officials and attorneys are literal readers and often there is a lack of knowledge or enough correlation to identify the correct systems. In the use and arrangement portion of the IBC, it gives code users great guidance, it states, “Codes are technical documents and every word, term and punctuation mark can impact the meaning of the code text and the intended results. The code often uses terms that have a unique meaning in the code and the code meaning can differ substantially from the ordinarily understood meaning of the term as used outside of the code.” It is time to correlate the terminology in the I Codes to address specific *fire protection systems*, and remove vague, outdated or incorrect terms that lead the user to question the intent of the model code. •



G-Fire One-Bolt Coupling / Figure 579

Single-bolt design means no alternate tightening required



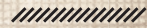
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General Air Products has been a proud member of NFSA since 1991. NFSA is a primary conduit to our participation in the fire sprinkler industry. When we have questions about changes in the industry, we can turn to the NFSA, and when we need an outlet to reach the industry with messages about our products we can also turn to the NFSA.

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Valuable Connections: NFSA Chapters & NFSA Events



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

Are you involved in an NFSA Chapter? Recently, I attended the Chicago Chapter meeting and was reminded of many of the benefits that happen when NFSA members gather. Sure, it's great to gather and learn the latest information affecting the fire sprinkler industry, and even better when you can share a good meal with friends and colleagues. But, NFSA Chapter meetings are more than that.

First and foremost, the energy in the room is awesome. Networking and sharing information that provides a roadmap for our future happens at Chapter Meetings. Understanding how your National Association is making a difference for your region is also something that happens there. For those of us from National Headquarters, we always learn by listening to you, our members! So, thank you when you open the doors to us and let us truly be a part of your grass-roots effort within your area.

In a sense, our Annual Seminar and Business & Leadership Conference is a National Chapter Meeting! This year proves that point well as we gather in Ft. Lauderdale, Florida for three days of action-packed learning with a good dose of networking & fun built in! We've worked hard to listen to your feedback from past events, with our goal being to exceed previous experiences with each delivery.

One of our favorites parts of Chapter or National events is honoring our industry legends. From the Golden Sprinkler Award, to the Russell P. Fleming Technical Service Award, we have many greats to celebrate. The NFSA Leadership in Public Safety Leadership Award also allows us to recognize those who go above & beyond for fire sprinklers. Our Hall of Fame is just that and more, a special recognition to those who have devoted their lives to saving lives.

This year we honor the following individuals:

Golden Sprinkler Award

John (Jay) C. Livingston

Russell P. Fleming Technical Service Award

George Stanley

Public Safety Leadership Award

Chief Charles Hood

Hall of Fame Class of 2018:

Rich Ackley

Neil Cahill

Frank Fee III

John Joyce

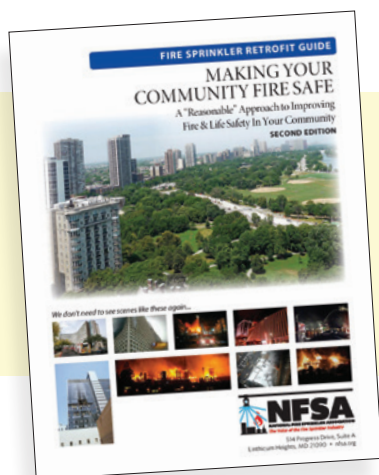
George Leaverick

Cary Nicol

Art O'Neil

Thank you to each and everyone of you for your servant hearts and years of dedication! The most valuable connection we all have is from one to the other. May we continue our quest to promote fire sprinklers in a way that enriches us all, and saves the lives of people around the world. You, and your work, make a difference everyday.

*Till next time, stay safe,
Vickie*



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An Overview of the NFSA Engineering and Standards Committee

by Roland Asp, CET
NFSA Manager of Installation Standards

One of the many strengths and member benefits of the NFSA is the Association's input and influence on the technical requirements of the NFPA standards and relevant building codes. For example, most of the NFPA Installation Standards are revised every three years with the intent of improving these documents and incorporating new fire protection concepts. NFSA has a significant impact in this arena. NFSA, however, does not propose changes in a bubble, instead, any proposal or changes to relevant codes and standards come from members in the form of the NFSA Engineering and Standards Committee (E&S). The E&S Committee has its roots in the 1945 Fact Finding Committee and has continued its role as the most effective technical voice of the fire sprinkler industry ever since.

Committee Purpose:

The E&S Committee's purpose as outlined in its operating policy is as follows:

- To promote and support the overall mission of NFSA and the purpose and objectives of model codes and standards development.
- To promote the development of codes and standards that are scientifically and technically sound, that encourage creativity and innovation in the development of new methods and technologies, and that set reasonable standards intended to minimize the effects of fire and related hazards.
- To promote standards with non-restrictive means and methods of compliance to encourage competitive commercial availability of the resources, materials and products required to be employed. Recommended changes to the standards should avoid proprietary requirements.

Committee Membership:

In order to achieve these lofty goals, the E&S Committee is composed of representatives from all aspects of our association. This Committee includes some of the best technical minds in the industry. Contractors, sprinkler manufacturers, suppliers, as well as special experts (members at large), are all included in the Committee make up. Representatives from other applicable organizations, such as UL and FM, also participate. This diverse membership ensures that the E&S Committee has a balanced and

far-reaching knowledge base to help ensure our industry continues with our enviable record of fire protection while keeping up with innovations in the field. The E&S Committee currently is made up of 27 voting members each with a principal representative and an alternate. Current membership is outlined in Table A — E&S Committee membership

(see TABLE A on next page)

This is a large committee with 53 members. Leading this Committee is Jack Thacker as Committee Chair and George Stanley as Vice Chair. NFSA staff is also represented by Mark Hopkins, Vice President of Engineering, Roland Asp as E&S SECRETARY and Bob Upson as Assistant Secretary. Additional staff are also involved, such as Jeff Hugo, Director of Public Fire Protection. The members of the Committee are its true strength and the 53 members work tirelessly to promote the fire sprinkler industry and to ensure that the high standard of "good fire protection" set by predecessors is maintained.

Scope of Responsibility:

The E&S Committee has a huge mandate, and to best understand the responsibilities that this Committee is charged with I have included a list of the six primary responsibilities of this Committee as outlined in its operating policy:

- The E&S Committee shall initiate recommendations on any engineering or technical consideration for the Board of Directors action that would protect, promote or enhance the capability of the fire sprinkler and related systems to protect lives and property.
- The E&S Committee shall review and recommend changes in design, installation, maintenance, or performance requirements for fire sprinkler and related systems as promulgated by any recognized standards-making organization.
- The E&S Committee shall review and recommend changes in the design and/or performance requirements of fire sprinklers and fire protection systems and components impacting NFSA members as promulgated by any recognized standards making organization.

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National Fire Sprinkler Association, Inc. – Engineering & Standards Committee – 2018

Area	Designation	Board of Directors Representative	States Covered	E&S Voting Member	E&S Alternate
1	Northeast	Don DeLuca	<i>CT, MA, ME, NH, NY, RI, VT</i>	Timothy Bowe	Scott Enides
2	Mid-Atlantic	Kent Mezaros	<i>DC, DE, MD, NJ, PA, VA</i>	Michael Greco	William Roberts
3	Southeast / Tennessee	Ken Brinkley	<i>AL, GA, MS, NC, SC, TN</i>	Jeff Hewitt	Jack Coffelt
4	Florida	Zarko Ognjenovic	<i>FL, PR</i>	George Stanley	Ernie Rodriguez
5	Great Lakes	Jon Ackley	<i>IN, KY, MI, OH, WV</i>	Ron Webb	Jon Ackley
6	North Central	Gregg Huennekens	<i>IL, MN, WI</i>	Ed Kadlec, Jr.	T.J. Julka
7	Central	James Lewis	<i>IA, KS, MO</i>	James Lewis	Tracy Bollig
8	South Central	John Kauffman	<i>AR, LA, OK, TX</i>	Ricky Jackson	Conor Kauffman
9	Great Plains	Harry Nothhaft	<i>CO, NE, ND, SD, UT, WY</i>	Ben Stewart	Marinus Both
10	Southwest	Aaron Bennett	<i>AZ, NM, NV</i>	Rob Vincent	Jim Charrette
11	Pacific Northwest	Jack Thacker	<i>CA, HI</i>	Jack Thacker	Fred Benn
12	Pacific Northwest	Jim Boulanger	<i>AK, ID, MT, OR, WA</i>	Kevin Marr	Phil Stoehr
	At Large	Clark Gey	<i>USA</i>	Peter Schwab	Ryan Peterson
	National Contractor	Terry Victor	Simplex-Grinnell	Terry Victor	Scott Santos
	National Contractor	Steve Ulmer	APi Group	Sheldon Dacus	Richard Ray
	CASA			Alex Hoffman	Jason Ryckman
		Member at Large		Top Myers	N/A
		Member at Large			N/A

Manufacturers / SAM

REPRESENTATION	MEMBER	ALTERNATE
JCI / Central	Mark Fessenden	Luke Connery
Globe	Karl Wiegand	John Desrosier
JCI / Grinnell	Zachary Magnone	Prashant Kulkarni
Reliable	Steve Wolin	Cary Webber
JCI / Star	Manuel Silva	Sean Cutting
Victaulic	Kevin Kelly	Daniel Wake
Viking	Scott Franson	Martin Workman
SAM – 1	Michael Berkelhammer – United Brass	Donald Townley – Lubrizol
SAM – 2	Dave Royse – Potter Electric	Gregory Ohnemus – Anvil International
SAM – 3	Bob Bussiere – Wheatland Tube	William Stelter – Master Control Systems

continued from page 23

- The E&S Committee shall coordinate and supervise technical liaison, through the staff, subcommittees, individuals, etc. with all standards-making, building code, insurance, consumer or government organizations whose activities or authority influences the well-being of the automatic fire sprinkler industry.
- The E&S Committee shall recommend from within itself or from within the NFSA as a whole, for the Board of Directors confirmation, appropriate individuals to serve on outside Committees whose activities relate to the scope of activities of the E&S Committee.
- The E&S Committee shall submit a report on its activities, through the NFSA staff, for each meeting of the Board of Directors.

E&S Committee Activity:

In order to fulfill these responsibilities, the E&S Committee meets at least twice a year and conducts various conference calls to address specific needs as they arise throughout the year. With the rewrite of the 2019 edition of NFPA 13, E&S had three in person meetings in 2017. It is important to note that E&S meetings are open meetings and any NFSA member may attend as a guest, but they must notify the Chair and Secretary in advance.

To effectively carry out the scope of responsibilities, the E&S Committee has representatives on many NFPA technical committees. In fact, there are representatives of the E&S Committee on over 75 NFPA technical committees. This representation allows the E&S Committee a voice and meaningful impact in the NFPA process. This impact only happens because of the commitment of the E&S Committee representatives and their supporting companies.

These representatives on the various technical committees work for the members companies of NFSA and E&S is the conduit to these representatives to make meaningful changes and improvements to the standards that effect the fire protection industry. The E&S Committee reviews and recommends changes to these standards. Once E&S reviews and votes on a recommended action, a proposal to the specific document is drafted and submitted to the relevant standard by NFSA staff and members. The strength of NFSA in this process is the technical expertise and the unity that NFSA brings to the standard-making process. An E&S proposal is not a proposal by one person, but instead is a proposal of the entire E&S Committee and, by extension, the entire NFSA.

As an example, during the 2019 revision cycle, NFSA submitted more than 86 public comments on behalf of the E&S Committee to the 2nd draft of NFPA 13, which will result in the next edition of NFPA 13 (2019). The success rate of these actions was approximately 80%. For the first draft of NFPA 25, NFSA submitted 21 public inputs with a success rate of 86%. This is, by all measures, an admirable success rate and shows that the E&S Committee and its representatives on the NFPA technical committees are an effective force for positive change.

The influence of the E&S Committee is not limited to the NFPA standards and codes. Through Jeff Hugo, NFSA's Director

of Codes and Public Fire Protection, and the Code Development Team, the E&S provides input to the ICC family of Codes. The Code Development team is the pathway set up decades ago to support the NFSA's mission of expanding fire sprinkler requirements in the building codes.

American Water Works, ISO, UL/FM/NFSA Committee, ITM Committee, NFPA research projects and a wide variety of issues impacting our industry are all within the scope of responsibility of the E&S Committee. Though the efforts of this committee and participation in these and other relevant committees, the E&S Committee is diligent in researching and influencing all issues that affect our industry.

Conclusion

The NFSA Engineering and Standards Committee is a very active and influential body in the fire sprinkler industry and the fire protection industry. It's members and their employers dedicate a substantial amount of time and effort in ensuring that the fire sprinkler industry remains innovative, while maintaining the unparalleled life- and property-protection benefits of fire sprinklers. The E&S Committee is one of the many benefits of NFSA membership and its importance to NFSA and our industry is vital. I would like to take this opportunity to thank all members of the Committee for their contribution and hard work. •

ADDITIONAL INFORMATION OF THE E&S COMMITTEE CAN BE VIEWED ON OUR WEBSITE.

- Fall 2002 issue of *SQ* magazine (Issue 120) includes "The NFSA Engineering and Standards Committee – Still Effective After All These Years" by Russ Fleming
- March/April 2014 issue of *SQ* magazine (Issue 177) includes "The NFSA Engineering and Standards Committee" by Karl Wiegand.

FUTURE NFSA ANNUAL SEMINAR SCHEDULE

2019

Omni Downtown

Nashville, TN / May 15-18

2020

JW Marriott Desert Ridge

Phoenix, AZ / April 29-May 3

2021

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BUYER'S GUIDE 2018

The Association would like to acknowledge the commitment and support it has received from its SAM (Supplier and Manufacturer) members. Each company listed in the Buyer's Guide has demonstrated their dedication to the fire sprinkler industry by joining in the Association's goal to provide fire sprinkler protection where people live, work and play. Special recognition is also given to the member companies and their representatives who make up the SAM Council.

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 HD Supply, Inc.

David Vandeyar
 Newburgh Windustrial

Vickie Pritchett - SECRETARY
 National Fire Sprinkler
 Association, Inc



AGF Manufacturing, Inc.

100 Quaker Lane
Malvern, Pennsylvania 19355-2479
Tel: 610 240-4900
FAX: 610 240-4906
Email: jmchugh@testandrain.com

Website:
www.agfmanufacturing.com

Founded:
1986

Primary Products/Services:
Fire Sprinkler System Products and Accessories.

Market Area:
International

Management:
Jim McHugh
George McHugh

Sales Contact:
Jim McHugh
Email: jmchjugh@testandrain.com

Company Profile:

AGF is the designer and manufacturer of the most reliable and versatile line of inspector's test and drain valves, auxiliary drains, corrosion monitors, air venting valves, and accessories for the Fire Sprinkler industry. Over the years, AGF has introduced several unique products that accommodate the varying demands of the fire protection industry, and help manage fire safety systems more efficiently, resulting in more reliable systems that save resources. At AGF, we are continually working in the field to improve existing products and deliver innovative, reliable, and code compatible fire protection products for commercial and residential fire sprinkler systems worldwide. Our product line includes:

TESTANDRAIN®	COLLECTANDRAIN®
CORRINSITE™	PURGENVENT™
REMOTETEST®	INSPECTOR'STEST™
RISERPACK™	TESTANSAVE™



Accu-Fire Fabrication, Inc.

8 Progress Drive
Morrisville, Pennsylvania 19067
Tel: 215.428.2400
Toll-Free: 800.641.0005
FAX: 215.428.0355

Email: accufire@aol.com

Website:
www.accufire.com

Founded:
1991

Primary Products/Services:
Fire Sprinkler Fabrication & Supply

Market Area:
Northeastern US

Hours of Operation:
7:00 a.m. – 5:00 p.m. Mon.-Fri.

Management:
Deardra Murphy, President
Vince Murphy Sr., Vice President
Vince Murphy Jr., General Manager
Dan Boice, Sales Manager
Mike Murphy, Regional Sales Manager
Travis Granger, Insider Sales
Inga Wright, Accounts Payable

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

Company Profile:

Since its inception in 1991, Accu-Fire remains a family owned and operated business. We are dedicated in providing superior fabrication and unparalleled service to our customers. We have a 75,000 sq. ft. facility with ten acres of pipe inventory. All products are delivered on our company trucks equipped with either a 65 foot knuckle boom crane or rear mounted fork lift. In addition to fabrication, Accu-Fire is a full-service supplier of fire sprinkler devices. Visit www.accufire.com for product affiliation. Accu-Fire is an approved Women's Business Enterprise.



Aegis Technologies, Inc.

319 Circle of Progress Dr
Pottstown, Pennsylvania 19464-3811
Tel: 610.676.0300
Fax: 610.676.0383
Email: ejensen@aegistechnologiesinc.com

Website:
www.aegistechnologiesinc.com

Founded:
2007

Primary Products/Services:
Manufacturer of Specialty Fire Protection Fittings

Market Area:
North America, Europe

Hours of Operation:
7:00 a.m.-4:00 p.m. EST

Management:
Erik T. Jensen, President
Theodore R. Jensen, Exec.V.P.
Terry F. Clark, V.P. - Sales
Michael D. Ketterer, V.P. -Engineering

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

Company Profile:

Founded in 2007 by the Jensen family, Aegis Technologies and its shareholders are not new to the fire sprinkler industry. Over the past 40 years and as former owners of Allied Piping Products and Merit Manufacturing, the Jensen's and their partners have historically developed and manufactured innovative, labor-saving products for the fire sprinkler industry. Learn more about the Adjuster and Dropster at www.aegistechnologiesinc.com.

American AVK Company

2155 Meridian Boulevard
Minden, Nevada 89423
Tel: 775.552.1400
FAX: 775.783.1031
Email: roe.dr@avkus.com

Website:
www.americanavk.com

Founded:
1985

Primary Products/Services:
Valves and Hydrants

Market Area:
North and South America

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

Management:
Al Jurkonis, President
Michael Chambon, Director, Business Development

Sales Contact:
David Roe, Business Unit Mgr, Fire Protection
Tel: 775.552.1430
Email: roe.dr@avkus.com

Company Profile:

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

AVK was one of the first valve manufacturers in the world to develop and design the Resilient Seated Gate Valve. AVK is at the forefront of technology for products serving the Water Works

and Fire Protection Industries. American AVK was incorporated in 1985 to introduce AVK gate valves to North America. AVK is in a state-of-the-art 180,000 sq. ft. manufacturing facility in Minden, Nevada. American AVK is a subsidiary of the AVK Group of Companies, a global manufacturer of valves, hydrants and accessories for the Water Works, Waste Water, Fire Protection and Natural Gas Industries.

American Backflow Products Company

PO Box 37025
 Tallahassee, Florida 32315
 Tel: 800.575.9618

Website:
www.backflowparts.com

Founded:
 1976
 Hours of Operation:
 8:00 a.m.-6:00 p.m. M-F EST

Management:
 Mark Inman, COO

Email:
imark@backflowparts.com

Company Profile:

American Backflow Products Company is your complete source for backflow preventer repair parts, accessories and enclosures. Founded in 1976, our company is the nation's leading backflow preventer specialist, trusted by thousands of technicians, plumbing contractors, fire line contractors, irrigation contractors, building managers and city officials across the country. Our dedication to providing the most comprehensive selection of backflow preventer repair parts is second to none and only matched by the knowledge of our highly trained staff. We carry nearly every imaginable part for all the major brands of backflow preventers. Whether you have Ames, ARI, Conbraco Apollo, CLA-VAL, Febco, Flomatic, Hersey, Watts,

Wilkins, Viking or Rain Bird equipment, we stock the repair parts you need. Our Assembly Repair Matrix makes it easy to find the correct repair parts, repair procedures or specification sheets for all current backflow prevention assemblies. Select your manufacturer and model and all the information you need to repair the assembly will be displayed. If you are ordering parts online, simply select the order form button, fill it out and email it to us and a member of our staff will contact you within 24 hours to complete your order.

We use fast, reliable and insured shipping couriers to get your backflow parts to you, on time – every time anywhere in the country or around

the world. We guarantee same day shipping and our website even provides UPS tracking so you'll know where your order is and when it will arrive.

Amtrol, Inc.

1400 Division Road
 West Warwick, Rhode Island 02893
 Tel: 401.884.6300
 Fax: 401.884.5276

Management:
 Wolfgang Neumann, Product Manager

Anvil International

2 Holland Way
 Exeter, NH 03833
 Tel: 603.418.2800
 Website:

www.anvilintl.com

Founded:
 1850

Primary Products/Services:
 Pipe connections, Grooved couplings and fittings, valves, hangers, strut fittings, engineered hangers and fabrication machinery.

Market Area:
 International

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

Management:
 Tom Fish, CEO
 Dean Taylor, Vice President
 Tony Ciccone, CFO

Sales Contact:
 Customer Service
 Tel: 708.885.3000
 Fax: 708.534.5441

Company Profile:

The unmatched range of domestic and globally-sourced products for fire protection piping systems offered by Anvil provides versatile and dependable performance for a wide range of applications. Products are UL/ULC listed and FM Approved and are available in a full range of styles and functionality, including: Gruvok® Grooved Couplings, Fittings & Flanges, Gruvlok Valves, Gruvlok Roll Groovers, SPF™ Cast Iron & Ductile Iron Threaded Fittings, Anvil Cast Iron & Malleable Iron Threaded & Flanged Fittings, SPF Cast Iron & Ductile Iron Threaded Fittings, Anvil Steel Pipe Nipples & Steel Pipe Couplings, SPF Steel Pipe Nipples, Merit® Tee-lets, Drop Nipples & Steel Welding Flanges, SPF O-lets, Anvil Pipe

Hangers & Support & All Thread Rod, Anvil-Strut & Strut Fittings, Mueller® Valves and Indicator Posts. Anvil's NAP brand manufactures fabrication equipment to include automatic welders, plasma cut-off and hole cutting equipment, make-on machines and pipe threaders. Anvil combines the latest technology and most current fire protection ratings with the trusted history and manufacturing experience that have made Anvil the go-to source for fire protection and piping products, and that means better performance and better service for you and your business.

APEX Pumping Equipment, Inc.

720 Heartland Drive, Unit P
 Sugar Grove, Illinois 60554-9864
 Toll Free: 866.563.2739
 Fax: 630.466.4499
 Email: sales@262apex.com

Website:
www.262apex.com

Founded:
 1996

Primary Products/Services:
 Fire Pumps Equipment Sales, Service, Annual Testing, Valves, Tanks, Nitrogen Generators, Corrosion Inhibitor, Controllers, Pump House Packages, Backflow Prevention

Market Area:
 IL, IN, MN, FL, NE, IA, ND, SD

Hours of Operation:
 Mon.-Fri. 8:00 a.m.-5:00 p.m & 24 hr. emergency service

Management:
 Brad Clemmons, President
 Vince Rodriguez, Vice President
 Bruce Jacobson, Sales Manager
 Sales Contact: Bruce Jacobson
 Email: bjacobson@262apex.com

Company Profile:

Founded by Brad Clemmons in 1996, APEX has grown & expanded its capabilities, as well as territory for the fire protection community, covering several states in the Midwest and now in Florida! Employing over 20 TEAM members that are selling & servicing nearly everything in the fire pump equipment room! We also supply tanks both above and in-ground, fiberglass, poly and steel. Corrosion issues? No problem. We can provide Nitrogen generation equipment. Need a valve in or out of the pump room? We stock it! No project is too big or too small when it comes to fire pump equipment. From UL listed residential fire pumps to fully enclosed fire pump equipment systems. Need a fire pump controller? Single phase 120 volt up to 4160 volt. Reduced voltage

with or without transfer switch. We can walk you through your needs and get you taken care of. If it breaks down, call us. We have 24-hour emergency service! 630.392.

Apollo Flow Control/Conbraco Industries

PO Box 247
Matthews, North Carolina 28106
Tel: 704.841.6000
FAX: 704.841.6021

Primary Products/Services:

Flow Controls-Ball Valves, Backflow Preventers

Market Area:

Worldwide

Hours of Operation:

7:30 a.m.-5:30 p.m. EST, Mon.-Fri.

Management:

Michael Bedzyk, Sr Director Business Development, Commercial Products
Brian Ragone, Senior Vice President, Sales & Marketing
John Wells, Director, Sales Administration
Hans Ohren, Backflow Product Manager

Sales Contact:

Michael Bedzyk, Sr Director Business Development, Commercial Products
Tel: 614.619.4993

Company Profile:

Apollo Valves/Conbraco Industries- Employing 1,200 people to manufacture and market MADE IN AMERICA valve products. Featuring UL/FM Backflow Preventers, UL Ball Valves, UL 300# pressure and relief controls. Introducing the new Stainless Steel 4A / 4An DC, DCDA, RPZ, and RPDA assemblies in 2 1/2"-8" sizes, featuring light weight SS, short lay lengths, vertical & horizontal approvals, low flat pressure loss performance with mix/match grooved butterfly, or OS&Y, or Post Indicator shutoffs for ease of installation in any fire protection application, and the new UL/FM approved carbon and stainless steel Apollo Press for Fire Protection Systems.



ARGCO

5816 Dryden Place, Suite 101
Carlsbad, CA 92008
Tel: 760.727.1644
Toll-Free: 800.854.1015
Fax: 760.727.3270

Website:

www.argco.com

Founded:

1981

Primary Products/Services:

Fire Sprinkler Specialties, Fire Equipment, Piping Tools, Thread Sealants, Hangers & Fasteners, Pipe Joining

Market Area:

International

Hours of Operation:

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

Management:

Frank Bishop, Sales Manager
Lawrence Kent, Sales
Tom Keigwin, Sales
Gustavo Cedillos, Sales
Sales Contact:
Frank Bishop, Sales Manager
Tel: 800.854.1015
Fax: 800.924.5922

Company Profile:

With over 35 years in the industry, ARGCO's outside-the-box philosophy sets this company apart from the rest.

Innovative products available nowhere else, great value on every day sprinkler items with equal quality at half the price of big brand names. The product line includes pipe working tools and replacement parts, pipe hangers & fasteners, valves, thread sealants, grooved pipe fittings and a ton of fire sprinkler specialties.

Asurio, Inc.

390 Interlocken Crescent Ste 350
Broomfield, Colorado 80021-8051
Tel: 877.444.1488

Website:

www.asurio.com

AutoSPRINK (Div. of M.E.P. CAD, Inc.)

181 N Arroyo Grande Blvd Suite 105
Henderson, Nevada 89074
Tel: 877.418.8526
Fax: 702.566.0598

Website:

www.autosprink.com

Founded:

1997

Primary Products/Services:

3D Sprinkler Design Software

Market Area:

National and International

Hours of Operation:

6:30 a.m.-5:00 p.m. PST, Mon.-Fri.

Management:

Kevin Maddux, President
Adam Bonaldi, V.P., Business Development

Sales Contact:

Amanda Vinson, Executive Assistant
Tel: 877.418.8526 x114
Fax: 702.566.0598
Email: a.vinson@mepcad.com

Company Profile:

AutoSPRINK is the most user-friendly, true 3D and BIM compliant fire sprinkler design program available today. It does not require Revit or AutoCAD training. Its simple windows-based format is so intuitive, new users can design, do hydraulic calculations and stock list a complete project after only one week of training.



Backflow Direct

2484 Mercantile Drive
Rancho Cordova, CA 95742
Tel: 916.760.4524
Email: sales@backflowdirect.com

Website:

www.backflowdirect.com

Founded:

2012

Primary Products/Services:

Stainless Steel Backflow Preventers

Market Area:

U.S.A.

Hours of Operation:

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

Management:

Doug Powell, CEO
Kent Powell, CFO

Sales Contact:

Brad Scott, Dir. of Sales & Mktg
Tel: 916.760.4524
Email: brad@backflowdirect.com

Company Profile:

Backflow Direct was established in 2012 to design and manufacture a revolutionary backflow prevention product line it would later call the Deringer. The Deringer product line is now the smallest, lightest, most economical, best-performing and only all-stainless steel backflow prevention valve...and yes, it is built in the USA. Backflow Direct was founded by the Powell

family, previous owners of Ames Company and Hunter Innovations, creators of the Silver Bullet, Colt and Maxim backflow prevention product line. This ownership, for more than 35 years, has been responsible for the introduction of every major design and marketing advancement in the backflow industry. Such advancements include single-body housing, fabricated valve housing, stainless steel construction, large diameter single-access port, differentially loaded check, independent check module, butterfly shut off valve, always resulting in shorter, lighter and better performing products. Backflow Direct is introducing the Deringer line with a radical and game-changing marketing strategy; selling our products directly to contractors, installers and testers...our customers.

BlazeMaster® FIRE SPRINKLER SYSTEMS

BlazeMaster® Fire Protection Systems – Lubrizol

9911 Brecksville Road
 Cleveland, Ohio 44141
 Tel: 855.735.1431

Website:

www.BlazeMaster.com

Founded:

1984/Lubrizol founded 1928

Primary Products/Services:

BlazeMaster® Fire Protection Systems

Management:

Mark Knurek, Sales and Market Segment Manager, Americas

Connect with us at www.blazemasterblog.lubrizol.com

www.Blazemaster.com

Company Profile:

BlazeMaster® Fire Protection Systems are approved for light hazard residential and commercial applications, as defined by NFPA 13, 13R and 13D. BlazeMaster® Pipe and Fittings are lightweight making installations easier and faster as pipe can be cut on-site, saving money on labor and material costs. Their resistance to corrosion means less maintenance, better hydraulic performance and a lower lifecycle cost.

Buckeye Fire Equipment

1170 Corporate Dr W Ste 201
 Arlington, Texas 76006-6813
 Tel: 817.633.3626



BuildingReports

1325 Satellite Blvd. Ste 1607
 Suwanee, Georgia 30024
 Tel: 770.495.1993<tel:770.495.1993>
 Fax: 770.495.9331<tel:770.495.9331>
 Website:
www.buildingreports.com

Founded:

1999

Primary Products/Services:

Inspection and compliance reporting software

Market Area:

Worldwide

Hours of Operation:

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

Management:

Jason Kronz, President & CTO
 Dwight Wills, V.P., Sales & Marketing

Sales Contact:

Dwight Wills, V.P., Sales & Marketing
 Tel: 770.495.1993
 Fax: 770.495.9331
 Email: sales@buildingreports.com

Company Profile:

Building safety compliance is critical to service companies, building owners and fire and safety officials who are charged with safeguarding occupants. BuildingReports' leading mobile and online inspection reporting solutions enable inspectors to quickly gather data on fire and life safety devices to ensure they are working properly and meet code requirements or identify actions needed to meet compliance through easily verifiable inspection reports. With over four million inspection reports to date, more than 10 billion square feet of floor space in over 630,000 buildings, and over 280 million devices represented, BuildingReports has earned its reputation as the most trusted name in compliance reporting.



Bull Moose Tube

1819 Clarkson Road
 Chesterfield, Missouri 63017
 Tel: 636.537.2600
 Email: julie.childress@bullmooseindustries.com

Founded:

1962

Primary Products/Services:

Sprinkler Pipe

Market Area:

North America

Hours of Operation:

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

Management:

Jim Charmley, CEO
 Ted Shultz, CFO

Sales Contact:

Dave Weinrich, General Sales Manager
 Tel: 636.537.2600

Email: dave.weinrich@bullmooseindustries.com

Company Profile:

Bull Moose was founded in 1962, building right from the start on such core values as reliable quality, stable production and exemplary service. The following decades saw Bull Moose Tube grow from a single plant in Missouri to eight production operations from coast to coast. Those far-reaching facilities enable us to be particularly well positioned for responsive service that sets the standard for the industry.

Bull Moose Advantages:

- UL listed (US & Canada) and FM Appro.
- ASTM A135 and A795 Type E. Grade A Certified.
- Complies with NFPA 13, 13R and 14.
- Industry-leading hydraulic characteristics.
- CRR of 1.0 and greater.
- All pipe NDT weld tested
- We have the most stocking locations in the industry, for best delivery and availability.
- Plain end or roll groove.
- EddyGuard II® bacterial resistant internal coating.
- Custom Length Options.
- Hot dipped galvanization
- Reddi-Pipe® red pipe to eliminate field painting.
- Compatible for use in wet, dry, pre-action and deluge sprinkler systems.

For more information, go to:

www.bullmoosetube.com

C-Aire Compressors

2620 Fox St
Wayzata Minnesota 55391-9339
Tel: 651.462.3440
Website: www.c-aireinc.com



CPS Products

4658 S. Custer Rd, Building A
Monroe, Michigan 48161
Tel: 734.682.5260
Fax: 734.682.5184
Email: sales@cpsproductsinc.com

Website:

www.cpsproductsinc.com

Company Profile

CPS Products Inc. is a Monroe, Michigan-based company specialized in manufacturing and supplying the following products:

1. UL/FM Approved and Listed ductile iron grooved coupling and fitting
2. UL/FM approved and listed ductile iron threaded fitting
3. UL/FM approved and listed cast iron threaded fitting
4. UL/FM approved and listed valve (gate valve, check valve and butterfly valve)
5. PVC and CPVC pipe and pipe fitting

We have a 20,000 SF warehouse located in Monroe, MI. Good quality products, competitive pricing and good delivery service are what we committed to each of our clients.

We are looking forward to having a chance to work with you and your esteemed company to contribute our efforts to your greater success.



Chicago Backflow, Inc

12607 S. Laramie Avenue
Alsip, Illinois 60803
Tel: 708.389.5600
Fax: 708.389.5632
Email: dsmith@backflow.com

Website:

www.backflow.com

Founded:
1993

Primary Products/Services:

Backflow Prevention Service, Testing, Installation and Inspection

Market Area:

Northern Illinois and Northwest Indiana

Hours of Operation:

8:00 a.m. - 4:30 p.m. Mon.-Fri.

Management:

Donald J. Smith, President
Michael D. Eisenhauer, Vice President
Sales Contact: Barb Jonas, Office Manager
Email: contact@backflow.com

Company Profile:

Chicago Backflow, Inc. is the Premier Backflow Testing Company. We have been serving Northern Illinois and Northwest Indiana since 1993. We are dedicated to protecting your drinking water. Offering full-warranty backflow testing & service. Any and all repair parts, labor and return trips are covered. Never worry about costly repairs to your backflow preventer. We carry over \$400,000 in inventory parts and are available 24/7.



CB Marketing, Inc. (A CBI Company)

12559 South Laramie Avenue
Alsip, Illinois 60803
Tel: 708.202.0033
Fax: 708.385.5415

Website:

www.cbmarketing.com

Primary Products/Services:

Mfg of 13D pumps and Mfg Representatives of specialty products for fire protection

Market Area:

Nationally for 13D Pump Systems

Hours of Operation:

8:00 a.m.-4:30 p.m. Mon.-Fri., 24/7 emergency service

Management:

Donald J. Smith, President,
Michael Eisenhauer, Vice President
Megan Demereckis, Product Manager
Nick Smith, Sales Representative

Sales Contact:

Sales/Quote Contact: Megan Demereckis or Nick Smith

New Product Opportunities:

Donald J. Smith

Tel: 708.202.0033
Fax: 708.385.5415

Company Profile:

CBM designs and manufactures Legend 13D pumps and serves as a manufacturers' rep and service organization for Patterson Fire Pumps, Fire Pump Controls (Master and Others), Steel Water Storage Tanks, pressure vessels and polypropylene 13D tanks. The CBM group also handles fire pump control replacements and repairs. CBM specializes in new product launches and market recaptures for the principals we represent.



Clarke Fire Protection Products, Inc.

100 Progress Place
Cincinnati, Ohio 45246
Tel: 513.475.FIRE
Email: mmathes@clarkefire.com

Website:

www.clarkefire.com

Founded:

1964

Primary Products/Services:

Diesel Engine Fire Pump Drivers

Market Area:

Global

Hours of Operation:

24/7

Management:

Dane Petrie - President and CEO
Justin Strousse - Director of Global Sales
Ken Wauligman - Engineering Manager
Brandon Cushman - Production Manager

Sales Contact:

Mike Mathes, United States and Canada Dealer
Marketing Manager
Email: mmathes@clarkefire.com

Company Profile:

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

Complete Pump Service Co., Inc.

461 South Irmen Drive
Addison, Illinois 60101

Tel: 630.628.1600
 Fax: 630.628.1709

Website:
www.completepump.com

Founded:
 1964

Primary Products/Services:
 Fire Pump Testing/Service on all Water
 Application Pumps

Hours of Operation:
 7:00 a.m.-4:30 p.m. w/ 24 hr. emergency service

Management:
 Richard D. Ficarra, Jr., President
 Laura Ficarra Allen, Treasurer

Sales Contact:
 Rich Ficarra, President
 Tel: 630.628.1600 ext. 107
 Fax: 630.628.1709

Company Profile:
 Complete Pump Service Company offers a 24-hour emergency service and experienced repair of all makes of water application pumps. Complete Pump performs annual fire pump testing. They are authorized representatives for Talco Residential Fire Pumps and also sell fire pump accessories. Complete Pump Service Company's success is based on good, honest service.



Core & Main Fire Protection
 1830 Craig Park Court
 St. Louis, Missouri 63146
 Tel: 800.492.6909

Website:
www.coreandmainfire.com

Primary Products/Services:
 Full line Supplier and Fabricator

Market Area:
 National

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

Management:
 Tony Cammisso, Regional V.P.
 Hank Evans, Regional Dir. of Ops
 Derek Allen, West Area Director
 Dave Stevens, East Area Director

Sales Contact:
 Hank Evans, Regional Director of Operations
 Email: hank.evans@hdsupply.com

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

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

Phoenix, Arizona
 1650 E Riverview Dr. #110
 Phoenix, Arizona 85034
 Tel: 602.256.0050
 Fax: 602.256.7117

Hayward, California
 2407 Industrial Parkway West Hayward,
 California 94545
 Tel: 510.441.1650
 Fax: 510.441.1620

San Francisco, California
 155 De Haro St.
 San Francisco, California 94103
 Tel: 415.431.8722
 Fax: 415.431.8567

Sacramento, California
 1120 Blumenfeld Drive
 Sacramento, California 95815
 Tel: 916.565.0466
 Fax: 916.565.1852

Fresno, California
 4710 E. Commerce Ave.
 Fresno, California 93725
 Tel: 559.441.7171
 Fax: 559.441.7175

La Habra, California
 751 E. Lambert Rd.
 La Habra, California 90631
 Tel: 562.690.8800
 FAX: 562.690.1419

Lodi, California
 1625 S. Stockton St.
 Lodi, California 95240
 Tel: 209.334.9768
 Fax: 209.334.9773

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

Denver, Colorado
 735 Leyden St.
 Denver, CO 80216
 Tel: 303.305.4507
 Fax: 720.941.4347

Tampa, Florida
 1430 Massaro Blvd.
 Tampa, Florida 33619
 Tel: 813.620.9058
 Fax: 813.626.6912

Orlando, Florida
 3655 Old Winter Garden Rd.
 Orlando, Florida 32805
 Tel: 407.299.2275
 Fax: 407.298.5038

Palm Beach, Florida
 1751 Avenue L
 Riviera Beach, Florida 33404
 Tel: 561.863.5600
 Fax: 561.845.6120

Miami, Florida
 10810 NW 92nd Terrace Ste. 108
 Miami, Florida 33178
 Tel: 305.477.2383
 Fax: 305.805.4923

Jacksonville, Florida
 11310 Distribution Ave. West
 Jacksonville, Florida 32256
 Tel: 904.260.4705
 Fax: 904.260.4644

Atlanta, Georgia
 2157 Tucker Industrial Road
 Tucker, Georgia 30084
 Tel: 770.414.1212
 Fax: 770.414.1883

Chicago, Illinois
 5144 West 73rd St.
 Bedford Park, Illinois 60638
 Tel: 708.728.9793
 FAX: 708.728.9826

Indianapolis, Indiana
 8615 East 33rd St.
 Indianapolis, Indiana 46226
 Tel: 317.898.4879
 Fax: 317.898.4868

Columbia, Maryland
 9325 Snowden River Pkwy #C
 Columbia, Maryland 21046
 Tel: 410.290.8020
 FAX: 410.290.8019

Charlotte, North Carolina
 75 Odell School Rd. S
 Concord, North Carolina 28027
 Tel: 704.784.4700

Fax: 704.789.9288

Las Vegas, Nevada

4035 W. Oquendo Rd.
Las Vegas, Nevada 89118
Tel: 702.382.0331
Fax: 702.382.0671

Brockton, Massachusetts

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

Cincinnati, Ohio

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

Portland, Oregon

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

Memphis, Tennessee

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

Dallas, Texas

1975 California Crossing Rd.
Dallas, TX 75220
Tel: 972.830.9370
Fax: 972.830.9385

Houston, Texas

5823 Thomas Rd.
Houston, TX 77041
Tel: 713.937.4568
Fax: 713.937.0493

Nashville, TN

413 Woodycrest Ave
Nashville, TN
Tel: 615.932.5656

Oklahoma City, OK

8401 SW 15th Ave
OKC, OK 73128
Tel: 405.506.6206
Fax: 405.495.2016

San Antonio, Texas

12050 Crownpoint Dr., Ste. 100
San Antonio, TX 78233
Tel: 210.247-4940
Fax: 210.637.6682

Salt Lake City, Utah

275 West 2855 South

Salt Lake City, UT 84115
Tel: 385.419.3950

Seattle, Washington

10013 MLK Jr. Way So.
Seattle, WA 98178
Tel: 206.722.9475
Fax: 206.722.9477

Seattle

18872 72nd Ave S
Kent, WA 98732
Tel: 253.518.2560
Fax: 425.241.0362

Springfield, VA

8080 Alban Rd, Unit D
Springfield, VA 22150
Tel: 703.270.4595
Fax: 855.438.7011

Craftmark Pipe Markers

3212 S. Cravens Road
Fort Worth, Texas 76119
Tel: 817.457.8753

Website:

www.craftmarkid.com



Croker Division

Fire-End and Croker Corporation
7 Westchester Plaza
Elmsford, New York 10523
Tel: 914.592.3640
Toll Free: 800.729.3473
Fax: 914.592.3892
Email: info@croker.com

Website:

www.croker.com

Founded:

1911

Primary Products/Services:

Fire Protection Equipment

Market Area:

Domestic/International

Hours of Operation:

M-F 8:30 a.m.-4:30 p.m.

Management:

Paul Sposato, President
Douglas Loew, VP Export Sales

Peter Levine, VP Marketing

Sales Contact:

Peter E. Levine

Company Profile:

For over a century, Croker has manufactured and supplied the highest quality Fire Hose Standpipe Equipment available in the industry. Croker continues to be an industry leader in quality products as well as dependable service. Our Croker catalog provides building owners, architects, engineers, distributors and contractors with a clear comprehensive specification and purchasing reference guide second to none. Our main warehouse is in Elmsford, New York. We maintain inventory in Dallas, Texas; Detroit, Michigan; Miami, Florida; Atlanta, Georgia; Cleveland and Cincinnati, Ohio; and Wilmington, Delaware.

The Croker product line includes Hose Valves, Pressure Regulating Valves (Pilot, Field Adjustable and Factory Set), Fire Department Connections (Flush, Exposed, Freestanding and Storz), Fire Pump Test Connections, Roof Manifolds, Rack & Reel Assemblies, Cabinets, Extinguishers, Nozzles, Adapters, Inspection & Testing Equipment and much more. New Products include a complete Grooved Coupling Line, High Pressure FDCs & UL Listed Storz Connections. Because our equipment is critical for the protection of lives and property, we are continually striving to maintain and improve product quality year after year. This has been our mission since 1911. Choose Croker for the finest quality products, competitive pricing and exceptional service.

REGIONAL WAREHOUSES:

Croker Texas

1110 South Airport Circle-Suite 110
Euless, Texas 76040
Tel: 817.354.9900
Toll Free: 877.354.9905
Fax: 817.545.0055
Max Lombard, Regional Sales Manager
Jake Lombard, Warehouse Manager

Croker Ohio

4690P Interstate Drive
Cincinnati, Ohio 45246
Tel: 513.870.0517
Fax: 513.870.0363
Bob Orth, Regional Sales Manager
Matt Riesenbeck, Warehouse Manager

Croker Florida

1415 S 30th Ave
Hollywood, Florida 33020
Tel: 954.336.5695
Leon Benlolo, Regional Sales Manager
Joseph Benlolo, Regional Sales Manager



CST Industries, Inc

903 E 104th Street
 Suite 900
 Kansas City, Missouri 64131
 Tel: 913.621.3700
 Fax: 913.621.2145

Website:
www.cstindustries.com

Founded:
 1893

Primary Products/Services:
 Fire Protection Storage Tanks

Market Area:
 Global

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

Management:
 Darin Cesan, Director, Liquid Direct Sales

Sales Contact:
 Weston Opat, Central Regional Sales Manager
 Tel: 913.535.4168
 Email: wopat@cstindustries.com

Company Profile:
 CST Industries, Inc. (formerly Columbian TecTank®/Columbian Steel Tank Company®) offers Fire Water Tanks for Commercial, Municipal, and Industrial Applications. With over 350,000 tanks in 125 countries, no other company can match CST's liquid storage tank design, manufacturing, and construction expertise. CST's factory-applied proprietary coating technologies are the best in the business and have been field proven for more than 50 years.

CST leading brands, Aquastore®, HydroTec® and Columbian TecTank®, meet or exceed NFPA 22, FM, LPS, AWWA, USACOE and other industry standards and are manufactured in ISO 9001:2008 certified facilities. Tanks are available for construction by customer, dealer or CST with or without accessories.

Decoshield Systems, Inc.

1500 NW 3rd Street, Suite 105
 Deerfield Beach, FL 33442
 Tel: 800.873.0894
 Fax: 800.585.3894
 Email: info@decoshield.com

Website:
www.decoshield.com

Primary Products/Services:
 Decorative cover for fire sprinkler systems

Management:
 Linda Camm, President
 Sales Contact: Linda Camm, President
 Email: linda@decoshield.com

W.S. Darley & Company

325 Spring Lake Drive
 Itasca, Illinois 60143
 Tel: 630.735.3538

Website:
www.darley.com

Founded:
 1908

Primary Products/Services:
 Fire and Emergency Services

Market Area:
 International

Hours of Operation:
 8:00 a.m.-4:30 p.m.

Management:
 Paul Darley, CEO
 Jeremy Taylor, Chief Engineer
 Kevin Sofen, Business Development
 Sales Contact: Kevin Sofen
 Email: kevinsofen@darley.com

Company Profile:
 The Darley StarterPac™ provides a one stop solution for your NFPA 13D fire sprinkler pump needs. The StarterPac™ makes your life easier by coming fully assembled, meets all your demands and delivers within 24 hours. Darley is a family owned company involved with the fire industry since 1908. We understand the fire industry and strive to provide the highest level of customer satisfaction. We are dedicated to excellence and offer a diverse line of quality products and services through progressive design, manufacturing and distribution. Darley can design a custom NFPA 13D or 13R around your needs. Darley also specializes in the Hydrant Booster, a decentralized pump station for rural fire departments.

DEWALT
 2 Powers Lane
 Brewster, New York 10509

Tel: 845.230.7581
 Email: bob.rosenberg@sbdinc.com
 Website:
www.powers.com

Primary Products/Services:
 Anchors and Fasteners/Power Tools

Market Area:
 Global

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

Management:
 DEWALT Industrial Tool Co.

Sales Contact:
 Kirk Reimer, V.P. Sales & Marketing A&F
 Email: kirk.reimer@sbdinc.com

Company Profile:
 DEWALT is a leading manufacturer of industrial corded and cordless power tools, power tool accessories, and hand tools in categories that include Woodworking, Drilling & Fastening, Concrete & Metal Power Tools, as well as Cutting, Abrasive, and IMPACT READY® Impact Driver Power Tool Accessories. Hand Tool categories include Measuring & Layout, Knives & Blades, Mechanics Tools, and Storage Solutions.

With seven manufacturing locations in the USA, DEWALT remains committed to domestic manufacturing and produced over 90 million individual units of Power Tools, Hand Tools, and Accessories in the United States with global materials in 2016 alone. Visit the website to learn more about DEWALT products Made in the USA with global materials.

DEWALT tools can be found nationally and internationally, wherever tools are sold. With more than 1,000 factory-owned and authorized locations, DEWALT has one of the most extensive service and repair networks in North America. For more information, visit www.dewalt.com or follow DEWALT on Facebook, Twitter, and Instagram.

Eaton's B-Line Business

509 W. Monroe St.
 Highland, Illinois 62249
 Tel: 800.851.7415

EDCOS, Inc.
 330 Industrial Park
 Mercedes, Texas 78570-4300
 Tel: 956.565.5660
 Fax: 214.975.1158
 Email: pedro.valdez@edcos.com

Website:
www.edcos.com

Founded:
2004

Primary Products/Services:
Grooved Fittings, Pipe Valves, Fittings, Hangers, Foam, Bladder Tanks, other.

Market Area:
New Mexico, Texas, Louisiana, Mexico, Central and South America, Caribbean

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

Management:
Pedro Valdez
Elvia Valdez
Raul Briones
Yvonne Gomes

Sales Contact:
Ania Garcia, International/Domestic Sales
Email: sales@edcos.com

Company Profile:

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

Give us an opportunity. Se Habla Español.

Engineered Corrosion Solutions

11336 Lackland Road
St. Louis, Missouri 63146
Tel: 314.432.1377
email: sales@ecscorrosion.com

Website:
<http://ecscorrosion.com>

Founded:
2003

Primary Products/Services:
Corrosion management, nitrogen generators, air vents, corrosion monitoring

Market Area:
Worldwide

Management:
Jeff Kochelek, CEO

Sales Contact:
Lucas Kirn, Mkt. Dev. Mgr.
Email: lkirn@ecscorrosion.com

Company Profile:

ECS assists clients in understanding and managing risk associated with a corrosive

attack of fire sprinkler system piping. The risks associated with corrosion in fire sprinkler systems include life safety risk, structure risk, property risk and business continuity risk. Corrosion in fire sprinkler systems leads to plugging problems, reduced sprinkler performance, water leak damage and reduced service life of the systems. Our goal is to define and understand the root causes of corrosion in sprinkler systems and to develop devices, systems and management approaches that can reduce risk and provide cost-effective long-term performance from fire sprinkler systems.



Ferguson Fire & Fabrication

Corporate Headquarters
800 South 4th Avenue
Mansfield, Texas 76063
Tel: 817.276.7060
Fax: 817.473.3059

Website:
www.fergusonfire.com

Founded:
1989

Primary Products/Services:
Fire Sprinkler Material, Special Hazards, Engineered Products and Fabrication.

Market Area:
Continental United States plus Alaska

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

Management:
George DiMatteo
V.P. - Fire Protection

Company Profile

Ferguson Fire & Fabrication supplies the highest quality fire protection equipment to our customers nationwide. With more than 73 locations and over 900 associates, we have the reach to supply the most demanding fire protection jobs in the country. Over 32 of our locations have fabrication capabilities and eight of those locations are ISO 9001:2008 Certified, making us the largest ISO Certified fabricator in the country. We offer our customers world-class customer service and unmatched industry expertise. Our associates enthusiastically use their experience to make sure each warehouse location operates in the best interest of the customer and the needs of that local market. From core fire protection products and fabrication to engineered fire protection products, we offer customer access to one of the

most comprehensive inventories in the industry. Ferguson Fire & Fabrication is a complete source for all fire protection needs.



FIRE PROTECTION PRODUCTS INC

Fire Protection Products, Inc.

5937 Darwin Court, Suite 105
Carlsbad, CA 92008
Tel: 760.599.1168
Toll-Free: 800.344.1822
Fax: 800.344.3775

Website:
www.fppi.com

Founded:
1989

Primary Products/Services:
Fire Sprinkler Products

Market Area:
Worldwide

Hours of Operation:
6:00am – 4:00pm PST; Monday - Friday

Management:
Jason Hild, CEO

Sales Contact:
Bill Vollmar, National Sales Manager Fire Protection
Tel: 800.766.0076

Company Profile:

Fire Protection Products Inc. (FPPI®) is part of the Smith-Cooper International family of brands. As a single source for fire sprinkler products with a diverse product range, FPPI covers four primary product categories: Accessories, Brass Trim, Standpipe Equipment, and Sealants & Lubricants. FPPI prides itself on its focus on customer service and delivering the highest quality products with operational excellence. Our products are manufactured from best in class materials, and are engineered to be durable, reliable, and easy to install.

Fire Tech Productions, Inc.

7986 B Clio Road
Centerville, Ohio 45459
Tel: 937.434.3473

Website:
www.firetech.com

Contact:
Donna Pierron
Providing Training to the Fire Protection Industry

since 1987!

Fire Tech Productions specializes in Fire Alarm, Fire Sprinkler and Special Hazards training. From NICET exam prep to hands-on workshops, you will gain insight and understanding of the NFPA codes and how those requirements are put into practice in the field. Pass your exam and become a better technician! Workshops are led by experienced industry professionals.



FlexHead Industries, Inc.

56 Lowland Street
 Holliston, Massachusetts 01746
 Tel: 508.893.9596
 Toll-Free: 800.829.6975
 Fax: 508.893.6020

Website:
www.flexhead.com

Founded:
 1991

Primary Products/Services:
 Flexible Sprinkler Connections

Hours of Operation:
 8:30 a.m. - 5:00 p.m. Mon.-Fri.

Management:
 Stephen Mitchell, VP, General Manager
 Mike Dooley, Vice President of Sales

Company Profile:
 FlexHead Industries manufactures a complete line of one piece flexible sprinkler connections for suspended ceilings in commercial buildings, clean room environments, institutional applications and industrial exhaust ductwork. These systems are FM approved, UL2443 listed and have been used in industry for over 35 years. These products dramatically reduce installation time and maintenance costs and promote overall facility safety by allowing rapid inspection, maintenance and relocation of sprinklers.

FormLink Systems

14547 Brookfield Drive
 Fishers, Indiana 46040-9401
 Tel: 317.735.3345
 Fax: 317.735.3342
 Email: sales@formlinksystems.com

Website:
www.formlinksystems.com

Company Profile:

FormLink's easy to use inspection software saves you time and money. With form packages for NFPA-25, NFPA-72, fire extinguishers, and more, you can deliver professional reports today. Our NFPA and NFSA form licensing means you can continue to use the forms you know and trust. We can even create custom forms for your company. Get better software and exceptional customer service, all with less hassle. Partner with FormLink Systems today.

Fox Sprinkler Supply Corporation

951 Estes Court
 Schaumburg, Illinois 60193
 Tel: 847.524.8250
 Fax: 847.524.8262

Website:
www.foxsprinkler.com

Founded:
 2000

Primary Products/Services:
 Distribution/Fabrication

Market Area:
 Illinois, Indiana, Iowa, Wisconsin, Minnesota, North & South Dakota

Hours of Operation:
 Mon 5:30 a.m.-5:00 p.m.
 Tue-Wed 4:30 a.m.-5:00 p.m.
 Th-Fri 5:30 a.m.-5:00 p.m.
 Sat 8:00 a.m.-12:00 p.m.

Management:
 Scott Sandfox, President
 Daniel Sandfox, Secretary of Corporation
 Dan Rossol, Operations Mgr.
 Sales Contact: Danielle Sandfox, Sales Mgr.

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

Fuel Technologies International

PO Box 6863
 Santa Maria, California 93456
 Tel: 805.462.8849

Website:
www.fueltechnologiesinternational.com

GECCO, Inc.

23 Baker Drive
 Factoryville, Pennsylvania 18419
 Tel: 570.945.3568
 Fax: 570.945.9542
 Email: geccoinc@epix.net

Website:
www.dropmaster.co

Founded:
 2002

Primary Products/Services:
 Dropmaster DM12 and the GDM-300 Power Drive Cart

Market Area:
 Worldwide

Hours of Operation:
 7:00 a.m. - 3:30 p.m. EST

Management:
 Oma Clum, Owner
 Gerald Clum, President

Sales Contact:
 David Brown, Director of Sales and Marketing
 Email: dave@dropmaster.co

General Air Products, Inc.

118 Summit Drive
 Exton, Pennsylvania 19341
 Tel: 610.524.8950
 Toll Free: 800.345.8207
 Fax: 610.524.8965

Website:
www.generalairproducts.com

Founded:
 1936

Primary Products/Services:
 Air compressors / Nitrogen generators / 13D Pump and Tank Systems / Air Maintenance Devices

Market Area:
 Worldwide

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

Management:
 Raymond M. Fremont, President
 Raymond M. Fremont Jr., Sales and Marketing Manager
 Raymond R. DeCecco, Fire Protection Specialist
 Sales Contact: Raymond M. Fremont Jr.

Company Profile:
 General Air Products, Inc. manufactures equipment for both residential and commercial

fire protection. From our innovative residential fire protection pump and tank systems for NFPA 13D applications to our complete line of air compressors and nitrogen generators, quality and reliability are as integral as the pumps and switches. We also provide unparalleled customer service before and more importantly, after the sale. Visit our website or give us a call for details, drawings and more!

Gesco NV

6442 Arville Street
Las Vegas, Nevada 89119
Tel: 702.357.6494

Website:

www.gesconv.com

Global Vision, Inc.

8730 Jefferson Highway
Osseo, Minnesota 55369
Tel: 763.391.0990

Website:

www.gviflow.com

Globe Fire Sprinkler Corporation

4077 Air Park Drive
Standish, Michigan 48658
Tel: 989.846.4583
Toll Free: 800.248.0278
Fax: 989.846.9231

Website:

www.globesprinkler.com

Founded:

1987

Primary Products/Services:

Manufacturers of sprinklers, valves and system accessories

Market Area:

Worldwide

Hours of Operation:

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

Management:

Steven R. Worthington, President
Buck Buchanan, Executive Vice President
Stephen Meyer, Vice President
Ted Archibald, Vice President of Engineering
Kevin Maughan, Vice President of New Technology
Ralph Watson, National Sales Manager
Clifton Hartford, Director of Business Development

Sales Contact:

Lisa Romo (USA & Canada)
Jennifer Goodman (International)
Tel: 989.846.4583
Fax: 989.846.9231

Company Profile:

Globe Fire Sprinkler Corporation is a family owned ISO-9001 certified manufacturer of sprinklers, valves, and accessories. Globe offers a complete range of USA-produced products for use in residential, commercial, storage, and special hazards applications.

In 2014, Globe celebrated 100 years of continuous production of Globe Sprinklers and Valves. Since the introduction of the first Globe Issue "A" Sprinkler in 1914, the Globe name has persisted in its enduring identity and continued innovation, developing the earliest lever-fulcrum dry pipe valve, the first patented Dry Sprinkler, and the Globe SaveAll center strut sprinkler.

Globe continues to develop new products as the world market demands, including the RCW Dry/Deluge/Preaction Valve, the UMC Universal Manifold Check, and the best-in-class model IC sprinkler for the protection of combustible concealed spaces.

Our 100% USA factory-tested products meet the stringent guidelines of various approval authorities, such as Underwriters Laboratories (UL), Factory Mutual (FM), Conformité Européenne (CE), and the Loss Prevention Certification Board (LPCB).

Guardian Fire Equipment

3430 NW 38th Street
Miami, Florida 33142
Toll-Free: 800.327.6584
Fax: 800.827.3869

Primary Products/Services:

Fire Standpipe Equipment

Market Area:

Worldwide

Management:

Richard H. Childress, President
Lisa C. Peterson, Vice President

Gulf Coast Tank & Construction Company

3902 Reese Road #A400
Rosenberg, Texas 77471
Tel: 713.637.8778

Harrington, Inc.

2630 West 21st Street
Erie, Pennsylvania 16506
Tel: 814.838.3957
Fax: 814.838.7339
Email: paulc@harrinc.com

Website:

www.hydrantstorz.com/

Founded:

1988

Primary Products/Services:

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

Market Area:

Worldwide

Hours of Operation:

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

Management:

Dave Harrington, President

Sales Contact:

Dave Harrington, President
Email: daveh@harrinc.com

Company Profile:

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

Hilti, Inc.

5400 S 122nd East Avenue
Tulsa, Oklahoma 74146-6007
Tel: 800.879.6000

The Hose Monster Company

1330 Ensell Rd
Lake Zurich, IL 60047
Tel: 847.434.0101
Toll Free: 888.202.9987
Fax: 847.434.0073

Website:

www.hosemonster.com

Founded:

1996

Primary Products/Services:

Fire pump and flow test equipment

Market Area:

Global

Hours of Operation:

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

Management:

Fred Grenning, President

Sales Contact:

Michael Anderson, Sales Manager

Company Profile:

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

HRS Systems, Inc.

208 Southside Square
 Petersburg, Tennessee 37144
 Tel: 931.659.9760
 Fax: 931.659.9763

Website:

www.hrssystem.com

Primary Products/Services:

Fire Protection Engineering Software

Management:

Hal R. Sanders, P.E., President
 H. Asa Tuten, Jr., General Manager

Marketing Area:

Worldwide

Company Profile:

HRS Systems, Inc. is a dynamic fire protection engineering software development and marketing entity. Our goal is to provide fire protection engineering software – second to none – worldwide. Accuracy of calculations and results are paramount, with ease of data entry and attention to user comments and suggestions ranking a close second. Annual updates, at no extra charge, often introduce new features; the JOB COST ESTIMATOR is now included in both HASS® and COOSA® (below) as utilities.

HRS Systems, Inc. presents:

- HASS® for hydraulic analysis of sprinkler systems
- JOB COST ESTIMATOR for cost estimating
- HASS HOUSE® for residential sprinkler analysis
- COOSA® for CO2 system analysis.

All of them are Windows-Based (32 & 64 bit) and available in both English and metric Units plus metric units/Spanish text.

For further information, please e-mail hass@hrssystem.com.

Huguenot Laboratories, Inc

101 Riverdale Road
 Port Jervis, New York 12771
 Toll Free: 800.228.3793
 Fax: 845.858.8821

Founded:

1998

Primary Products/Services:

Fire Protection Corrosion Solutions

Market Area:

North America, South America, New Zealand, Australia

Hours of Operation:

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

Management:

Tim O'Leary, President

Sales Contact:

Tim O'Leary, President

Company Profile:

Huguenot Laboratories, Inc. is the leader in providing Microbiological Influenced Corrosion analysis testing to identify and provide mitigation options to address corrosion problems in wet and dry fire sprinkler systems. Huguenot Laboratories has a full suite of portable and permanent Chemical Injection Systems, Wet System Air Release Systems, Corrosion Monitoring Stations, test kits and nitrogen generation equipment to address all of your fire sprinkler corrosion management requirements. Huguenot Laboratories patent pending dry gas inhibitor technology is the industry's first new technology for dry and pre-action systems that allows for a complete corrosion management solution for the treatment of the air source. This new technology out-performs nitrogen and is a fraction of the cost of nitrogen equipment. Please call us at 800.228.3793.



Hydratec, Inc.

64 Haverhill Road
 Windham, New Hampshire 03087
 Tel: 603.434.0502
 Fax: 603.434.1348
 Email: al@hydracad.com

Website:

www.hydratecinc.com

Founded:

1972

Primary Products/Services:

Fire Protection Design Software and Service using Revit or AutoCAD

Market Area:

Worldwide

Hours of Operation:

9:00 a.m. - 5:00 p.m. Mon.-Fri.

Management:

Alan Johnston, President
 Paul McKenna, Customer Support Manager
 Bill McKenna, Design Manager

Sales Contact:

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

Company Profile:

Hydratec has been providing quality software and design services for over 45 years. Our complete line of software products, along with accessible and knowledgeable customer service, gives the Hydratec customer of any size or experience level an edge in design efficiency. Our software packages include HydraCAD for system design, HydraLIST for fabrication reports, HydraCALC for pipe sizing, HydraCALC-Sizer for pipe size estimating, HydraBID for price estimating, and HydraCAD-R for NFPA 13-D Systems and Hydratec for Revit for direct design, listing and calculations completely within a Revit model. These packages can be used separately, or as an integrated set to provide the best possible AutoCAD or Revit-based solution for 2D or 3D design, BIM, coordination and true Revit content integration.

Hydrogen Innovations

2040 Cortland Avenue
 San Mareno, California 91108
 Tel: 626.441.4464
 Fax: 562.266.1303
 Contact: Robert Sanchez

ITW Commercial Construction/Buildex –SAMMY

1349 W Bryn Mawr Avenue
 Itasca, Illinois 60143
 Tel: 630.787.3211

Website:

www.itwccna.com

Founded:

1967

Primary Products/Services:

Pipe Hangers

Market Area:

National

Hours of Operation:

8:00 a.m. – 5:00 p.m. Mon.-Fri.

Management:

J. Schneider, Nat'l Mktg Mgr.
Ben Nolen, Product Mktg Mgr.

Sales Contact:

Bryant Hope, Nat'l Sales Mgr.

Company Profile:

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

Independence Tube Corp.

6226 W. 74th Street
Chicago, Illinois 60638-6121
Tel: 256.340.7420
Contact: Brad Glover

Website:

www.independencetube.com

Company Profile:

Independence Tube Corporation is a leading manufacturer of square, rectangular, and round structural steel tubing throughout North America. Founded in 1972, our Customers include many of the finest steel service centers and manufacturers of agricultural, transportation, lighting and material handling equipment located throughout the United States, Canada and Mexico.

JG Innovations, Inc.

P.O. Box 8128
Janesville, Wisconsin 53547-8128
Tel: 608.314.8710
Fax: 608.314.8712
Email: jack@jgius.com

Website:

www.jgius.com

Founded:

2009

Primary Products/Services:

Soffi-Steel® System
JGI Interlock™ Concealment Systems
ALumA-Fit™ Concealment System

Market Area:

Nationwide

Hours of Operation:

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

Sales Contact:

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

Company Profile:

JG Innovations, Inc. offers the Soffi-Steel® and Interlock™ concealment systems for the purpose of concealing Fire Sprinkler Systems, Piping, Plumbing, HVAC, ductwork and cable. The Soffi-Steel® and Interlock™ Concealment Systems are made in the USA, produced from A60/G90 galvanized steel and carry industry approvals and certifications in the US and Canada. While our custom fabricated enclosure systems are unsurpassed in retrofit applications, the flexible design makes it equally impressive for new construction projects. Utilize the Soffi-Steel® and Interlock™ Concealment Systems for applications in: • Universities • Psychiatric Facilities • High Rise Apartments • Residential Properties • College Dormitories • Nursing Homes • Jails and Prisons • Commercial Buildings

Johnson Controls, Fire Suppression

1400 Pennbrook Pkwy
Lansdale, Pennsylvania 19446
Phone: 215.362.0700
Toll Free: 800.558.5236
Fax: 800.877.1295

Website:

www.Tyco-fire.com
www.Tyco-RapidResponse.com
www.SprinkCAD.com
www.Ansul.com
www.Pyrochem.com
www.Grinnell.com
www.OnlineTechXchange.com

Founded:

1850

Primary Products/Services:

Water & chemical based fire suppression product, fire grooved piping products, sprinkler system design software, training services.

Market Area:

Global

Hours of Operation:

8:00 a.m.-6:30 p.m. EST, M-F

Management:

Rekha Agrawal, G.M.,

Sales Contact:

Michael Mottice, Director of Sales, Americas
Tel: 800.558.5236
Fax: 800.877.1295

Company Profile:

Johnson Controls fire suppression solutions deliver an unmatched range of suppression systems, extinguishing agents, fire sprinklers and valves, design software, piping products, fittings, and fire-fighting equipment. We leverage our global scale and deep expertise to drive innovation, advance safety and solve the unique challenges of customers around the world. Our arsenal of brands includes some of the most trusted names in the industry, such as TYCO, RAPID RESPONSE, GRINNELL, SPRINKCAD, ANSUL, and CHEMGUARD.

KENNEDY VALVE/Division of McWane, Inc.

1021 E. Water Street
PO Box 931
Elmira, NY 14902
Tel: 607.734.2211
Fax: 607.734.3288

Founded:

1877

Primary Products/Services:

a variety of valve products that meet AWWA specifications.

Management:

John Chalk, Customer Service Manager

Knox Company

1601 W Deer Valley Rd
Phoenix, Arizona 85027-2112
Tel: 623.687.2300
Fax: 623.687.2283
Contact: Cynthia Jones

Website

<http://knoxbox.com>

Long Island Pipe Supply, Inc.

586 Commercial Ave.
 Garden City, New York 11530
 Tel: 516.222.8008
 Fax: 516.222.9234

Website:
www.lipipe.com

Management:
 Robert Moss, Owner

Company Profile:
 Since 1975 Long Island Pipe Supply, Inc., owner Robert Moss has been driven to be the premier supplier of fire sprinkler pipes, valves, fittings, devices and accessories. Growth did not come easy.

"Building a fabrication and supply business takes years," Moss explains. "You develop accounts and prove yourself by providing top products and the highest level of service."

Long Island Pipe Supply carries the largest selection of nationally known brands at the most competitive prices. Our friendly, dedicated, knowledgeable staff provides outstanding service to every customer. They have the knowledge and ability to schedule a job, so your order is received on time.

Fast, reliable delivery.

An exclusive distributor of many product lines, we ship domestically and worldwide from our thirteen strategic locations. We stock every item needed to complete any fire sprinkler system job world-wide.

Master Control Systems, Inc.

910 North Shore Drive
 Lake Bluff, Illinois 60044
 Tel: 847.295.1010
 Fax: 847.295.0704
 Email: sales@mastercontrols.com

Website:
www.mastercontrols.com

Founded:
 1965

Primary Products/Services:
 Fire Pump Controllers

Management:
 William Stelter, President
 Lisa Villa, Sales
 Brian Urbanik, Technical Support

Company Profile:
 Master Control Systems, Inc. manufactures the world's first UL/FM Variable Speed Electric Fire

Pump Controller. In addition, we manufacture all types of NFPA 20, UL/FM approved, fire pump controllers. We offer electric controllers from 5-400 hp at 200-600. We also offer diesel fire pump controllers and accessory items. Five year warranties are standard on EC-series controllers or DEC-series diesel controllers.



The Metraflex Company

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

Website:
www.metrafire.com

Founded:
 1958

Primary Products/Services:
 Seismic Expansion Joints and Hangers for Fire Sprinkler Systems

Market Area:
 International

Hours of Operation:
 8:30 a.m. - 5:00 p.m. CST Mon.-Fri.
 Sales Contact: Zeke Bochenek, VP

Company Profile:
 Metraflex is the leader in seismic expansion joints for fire sprinkler systems. Metraflex manufactures both seismic expansion joints and seismic breakaway hangers. Seismic expansion joints come in UL listed and FM approved versions, and movements from ±4 inches to ±24 inches. Seismic expansion joints are available in groove ends, weld ends and thread ends. Pipe sizes range from 1/2-inch up to 12-inches, depending on end fitting.



Newburgh Windustrial

65 Jeanne Drive
 Newburgh, New York 12550
 Tel: 845.566.5300
 Fax: 845.566.5340

Website:
www.newburghwindustrial.com

Management:
 Dean Lucas, President

James Lucas, Vice President
 Outside Sales Representative:
 David J. Vandeyar
 Cell: 914.646.3283

Company Profile:
 As part of a national wholesale distribution organization, known as WinSupply Inc., Newburgh Windustrial specializes in wholesale distribution of pipes, valves, and fittings for the fire sprinkler industry. From its 60,000 sq. ft. facility in the mid-Hudson Valley, Newburgh Windustrial provides fire sprinkler contractors throughout the northeast with customized fabrication of fire sprinkler systems. With a sharp focus on personalized service, Newburgh Windustrial has the expertise to be knowledgeable about the products they sell as well as the technical requirements of their customers.

The Noble Company

7300 Enterprise Drive
 Spring Lake, Michigan 49456
 Tel: 800.878.5788
 Fax: 231.799.8850

Website:
www.noblecompany.com

Founded:
 1946

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

Management:
 George Rudolph, National Sales Mgr. – Engineered Fluids
 Dave Wormmeester, Vice President-Sales & Marketing

Sales Contact:
 George Rudolph
 Tel: 800.878.5788
 Fax: 231.799.8850
 Email: sales@noblecompany.com

Company Profile:
 Founded in 1946, Noble Company manufactures premium-quality, innovative products for the Tile, Plumbing, Heating and Cooling, and Fire Sprinkler industries. Noble Company's Engineered Fluids Division manufactures freeze protection fluids for various applications such as Hydronic under-floor-heating, Solar Heating Systems, Geothermal Systems, and Fire Sprinkler Systems. Noble Company is an American-based company, manufacturing products in Michigan and Louisiana. Our products are designed and manufactured to exceed applicable industry standards and are engineered for reliability.

PAC Pump & Systems, Inc.

106 Hobart St.
Hackensack, New Jersey 07601
Tel: 201.621.0500
Fax: 201.621.0506

Website:

www.pacpump.com

Founded:
2003

Primary Products/Services:
Fire pumps and controllers—sales and service.

Market Area:
New Jersey

Hours of Operation:
7:00 a.m. - 6:00 p.m. Mon.-Fri.

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

Company Profile:

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

Paragon Industries

3378 W. Highway 117
Sapulpa, Oklahoma 74006
Tel: 918.291.4459

Website:

www.paragonindinc.com

Pentair—CADDY

34600 Solon Road
Solon, Ohio 44139
Tel: 440-248-0100

Website:

www.ericopentair.com

Primary Products/Services:

Fixing, fastening and support products for use in electrical installation, datacom, telecom, fire protection, seismic and HVAC applications.

Market Area:

National and International

Company Profile:

Pentair Engineered Electrical & Fastening Solutions is a leading global manufacturer and marketer of superior engineered products for niche mechanical applications. These Pentair products are sold globally under the market-leading brand, CADDY fixing, fastening, and support products. *For more information on CADDY, please visit ericopentair.com*

OFFICE LOCATIONS:

34600 Solon Road
Solon, Ohio 44139
Tel: 440-248-0100

Permabond Engineering Adhesives

223 Churchill Ave.
Somerset, New Jersey 08873
Tel: 800.714.0170
Fax: 732.868.0267
Email: info.americas@permabond.com

Website:

www.permabond.com

Founded:
1978

Primary Products/Services:
Adhesives, Sealants

Market Area:
Worldwide

Hours of Operation:
M-F 8:00 a.m.-5:30 p.m. EST

Company Profile:

Permabond, a leading manufacturer of engineering adhesives, supplies high-quality industrial adhesives to customers in virtually every industry worldwide, including products specifically designed for the Fire Protection Industry. Permabond Pipe Sealants use anaerobic technology to prevent leaks in sprinkler systems. Used in fabrication and installation, Permabond Pipe Sealants replace pipe dope and sealing tapes with a complete and reliable seal. Cure is initiated by the presence of metal and the absence of air. Permabond's sales and technical experts are ready to assist you with all of your bonding and sealing needs.

PHD Manufacturing, Inc.

44018 Columbiana-Waterford Rd.
Columbiana, Ohio 44408
Tel: 330.482.9256
Toll-Free: 800.321.2736
Fax: 330.482.2763

Website:

www.phd-mfg.com

Founded:
1972

Primary Products/Services:
PHD's products include: pipe hangers, bean clamps, roller supports, clamps, brackets, threaded accessories, nuts, bolts, fittings, braces, as well as strut product that include channel, clamps, nuts, inserts fittings, braces, brackets, bases and more. PHD also carries Fire Protection and Seismic products featuring CPVC straps and sway brace fittings.

Market Area:
U.S.,

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

Management:

Joe Corvino, President
Jonathon Corvino, Vice President of Sales
330.921.9362
Rick Persing, Nat'l Sales Manager,
Sprinkler Division
Gene Hancock, National Sales Manager,
Electrical Division
Sales Contact:
Rick Persing, Nat'l Sales Manager, Sprinkler
Division
Tel & Fax: 574.536.3857

Company Profile:

PHD Manufacturing, Inc. is a leading domestic manufacturer in the commercial and industrial plumbing, mechanical, electrical and fire protection industries since 1972.

Known for its service, PHD takes pride in providing quality products, problem solving solutions and on-time deliveries. With one of the largest inventories in the industry, the company's 23+ stocking warehouses make PHD products accessible throughout the United States and worldwide.

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

Pipe Fabricators

8580 Valley Forge Lane N
 Maple Grove, Minnesota 55369
 Tel: 763.488.8100
 Toll-Free: 866.747.7473
 Fax: 763.488.8140

Website:
www.pipefabricatorsps.com

Founded:
 1984

Primary Products/Services:
 Sprinkler supplier with fabrication

Market Area:
 Minnesota, North Dakota, South Dakota,
 Nebraska, Illinois, Wisconsin, Iowa

Hours of Operation:
 6:00 am – 5:00 pm Mon-Fri

Sales Contact:
 Mark Augustson, General Manager
 Tel: 763.488.8100
 Fax: 763.488.8140

Company Profile:

Pipe Fabricators is a supplier of fire protection products and fabrication. Since its establishment, Pipe Fabricators has evolved from a fabricator to a sprinkler supplier with fabrication. Our company has emerged over the years and will continue to grow as we enter new markets and expand our product line.

PlanGrid

3265 17th Street #404
 San Francisco, California 94110
 Tel: 800.646.0796
 Contact: David Posta

Website:
www.plangrid.com/

Plumbers Supply Company

1000 E. Main St.
 Louisville, Kentucky 40206
 Tel: 502.540.0223
 Toll-Free: 800.626.5133
 Fax: 502.540.0330

Website:
www.plumbers-supply-co.com

Founded:
 1921

Primary Products/Service: Plumbing, Hydronics, HVAC, Fire Protection

Market Area:
 Kentucky, Tennessee, Indiana, Western West Virginia

Hours of Operation:
 Mon.-Fri. 7:00 a.m.-5:00 p.m.

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

INSIDE SALES: INDIANAPOLIS, INDIANA

Inside Sales Manager:
 Jason Davis
 Tel: 317.472.8921
 Cell: 317.450.6764
 Email: Jason.Davis@plumbers-supply-co.com
 Dale Sigler
 Tel: 317.472.8903
 Email: Dale.Sigler@plumbers-supply-co.com

INSIDE SALES: LOUISVILLE, KENTUCKY

Inside Sales Manager:
 Mike Newton
 Tel: 502.540.0332
 Cell: 502.817.2079
 Email: Mike.Newton@plumbers-supply-co.com
 Sam Alvey
 Tel: 502.540.0223
 Cell: 502.550.2053
 Email: Sam.Alvey@plumbers-supply-co.com
 Beau Jones
 Tel: 502.540.0332
 Email: Beau.Jones@plumbers-supply-co.com

INSIDE SALES: LEXINGTON, KENTUCKY

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

INSIDE SALES: EVANSVILLE, INDIANA

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

FIRE PROTECTION OUTSIDE SALES, KY, TN, SO. IN, WV

John Jutz
 Tel: 502.540.0272
 Cell: 502.376.0639
 Email: John.Jutz@plumber-supply-co.com

Company Profile:

Started in 1921 as Plumbing and Mill Supply house. Plumbers Supply has opened branches and mini-branches in over ten locations in our

area. Plumbers Supply has been a fire protection supply house of steel pipe and fittings since its inception, but has had a dedicated fire sprinkler sales division since late 1980's.

Polymer Molding, Inc.

1655 West 20th Street
 Erie, Pennsylvania 16502
 Toll-Free: 800.344.7584
 Fax: 814.455.0289

Website:
www.polymermolding.com

Founded:
 1978

Primary Products/Services:
 Product Protection

Market Area:
 Worldwide

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

Management:
 Chris Vinson, Vice President, Sales



Potter Electric Signal Company

5757 Phantom Drive
 St. Louis, Missouri 63042
 Toll-Free: 314.9565.6900
 Fax: 314.595.6999
 Email: orders@pottersignal.com

Website:
www.pottersignal.com

Founded:
 1898

Primary Products/Services:
 Flow, Pressure, Tamper Switches, Corrosion Mitigation

Market Area:
 Worldwide

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

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

Company Profile:

Established in 1898, Potter Electric Signal Company produces a wide array of products including fire sprinkler monitoring systems,

nitrogen generators, corrosion monitoring/testing, electronic fire systems, vault and safe security systems and boiler/chiller and industrial control products. At Potter, not only do we supply our customers with products that provide real world solutions for their unique needs, we strive to provide them unequaled service and technical support. Every employee at Potter is committed to provide the very best product and service available for the protection of life and property. Potter is THE Symbol of Protection.

Potter Roemer

17451 Hurley Street
Industry, California 91744
Toll-Free: 800.366.3473
Fax: 714.545.3552
Website: www.potterroemer.com

Founded:
1937

Primary Products/Services:
Fire Extinguishers, Hoses, Valve Cabinets

Market Area:
U.S.A.

Management:
George Brown, Vice President, Sales

Company Profile:
Potter Roemer has been the leading supplier of interior hose and standpipe equipment to the fire protection industry. From four regional shipping facilities, PotterRoemer has the largest uncommitted inventory in stock and available for your project.

Quimby Equipment Company, Inc.

159 Express Street
Plainview, NY 11803
Tel: 516.349.5959
Website: www.quimbyinc.com
Email: info@quimbyinc.com

Primary Products/Services:
Pump Sales

Management:
Greg Ross, Sales Representative

RCL Concrete Cutting & Coring

333 Falkenberg Road N.
Tampa, Florida 33619
Tel: 813.973.3800
Contact: Robert Litgen



Reliable Automatic Sprinkler Co., Inc.

103 Fairview Park Drive
Elmsford, New York 10523
Toll-Free: 800.431.1588
Fax: 800.848.6051
Email: info@reliablesprinkler.com

Website:
www.reliablesprinkler.com

Founded:
1920

Primary Products/Services:
Sprinklers, Valves, Special Hazards/Systems, System Components, and Fabrication

Market Area:
Worldwide

Hours of Operation:
7:30 a.m. - 5:30 p.m. EST Mon.-Fri.

Management:
Kevin T. Fee - President
Kevin T. Fee, Jr. V.P., Sales - Americas
John McNamara - V.P., Corporate Sales
Rex Schwendiman - V.P., System Components
Steve Wolin - V.P., Compliance/Product Technology
Graeme Leonard - V.P., International Sales and Operations

Company Profile:
For almost 100 years, Reliable Automatic Sprinkler Co., Inc. has been one of the world's largest manufacturers of automatic fire sprinklers, fire protection valves, and accessory products, and an international distributor of sprinkler system components. Reliable provides innovative, quality fire protection solutions for commercial, industrial, and residential properties while maintaining the highest level of customer service. Reliable proudly serves as ONE SOURCE for all fire protection needs.

CORPORATE OFFICE:

103 Fairview Park Drive
Elmsford, NY 10523
Tel.: 800.821.2138

Website:
www.reliablesprinkler.com

CORPORATE MANUFACTURING FACILITY:

1470 Smith Grove Road
Liberty, SC 29657
Tel: 864.843.1700

DOMESTIC DISTRIBUTION

Los Angeles, CA (Brea, Ca)
and Sales Offices:
800.352.4365 phone
(800) 848-6055 fax

San Francisco, CA (San Leandro, Ca)

800.352-4365 phone
800.848.6055 fax

Denver, CO

877.440.2598 phone
877.205-7230 fax

Orlando, FL (Longwood, FL)

800.801.3097 phone
800.862.0934 fax

Miami, FL (Miramar, FL)

954.437.2520 phone
954.437.2289 fax

Atlanta, GA (Norcross, Ga)

800.652.1819 phone
800.848-6052 fax

Chicago, IL (Hanover Park, IL)

800.228.6274 phone
800.848.6053 fax

Boston, MA (Walpole, Ma)

800.431.1588 phone
800.848.6051 fax

Minneapolis, MN (Roseville, Mn)

877.827.2816 phone
877.827.3043 fax

New York, NY (Elmsford, NY)

800.431.1588 phone
800.848.6051 fax

Columbus, OH

800.228.6274 phone
800.848.6053 fax

Dallas, TX

800.442-6742 phone
800.848-6054 fax

Houston, TX

866.978.9965 phone
866.978.9979 fax

Washington, DC (Lorton, VA)

877.883.8831 phone
877.851.1553 fax

Seattle, WA (Kent, WA)

877.327.2563 phone
877.327.2574 fax

WORLDWIDE DISTRIBUTION

Australia (Adelaide)
 and Sales Offices:
 +61 8 8162 9555 phone
 +61 8 8162 9359 fax

Canada, Eastern (Ontario)
 800.790.6443 phone
 800.790.6486 fax

Canada, Western (British Columbia)
 604.542.1864 phone
 604.542.1894 fax

China (Shanghai)
 +86 21 5403 7021 phone
 +86 21 5403 7022 fax

Germany (Hamburg)
 +49 40 5589 81871 phone
 +49 40 5589 81873 fax

Mexico and Latin America
 800.442.6742 phone
 800.848.6054 fax

Singapore
 +65 6635 8100 phone
 +65 6734 3176 fax

United Arab Emirates (Dubai)
 +971 4 880 8830 phone

United Kingdom (London)
 +44 13 4231 6800 phone
 +44 13 4231 4679 fax

FABRICATION FACILITIES:

Denver, CO
 877.440.2598 phone
 877.205.7230 fax

Portland, OR
 503.282.5506 phone
 503.282.0092 fax

Grand Prairie, TX
 972.352.6400 phone
 972.352.6402 fax

Response Fire Supply

2040 Yale Street Ste D
 Santa Ana, California 92704-3923
 Tel: 714.754.7100

Website:
www.responsefiresupply.com

RJB Wholesale, Inc.

12418 NE 124th Street
 Kirkland, Washington 98034
 Tel: 206.707.3385

SBS Tanks USA, Inc.

1925 Longmire Road
 Conroe, Texas 77304
 Tel: 832.702.7430
 Contact: Brian Wilson



Smith-Cooper International

2867 Vail Avenue
 Commerce, California 90040
 Tel: 323.890.4455
 Toll Free: 800.766.0076
 Fax: 323.890.4456

Website:
www.smithcooper.com

Founded:
 1993

Primary Products/Services:
 Fire Sprinkler Products

Market Area:
 Worldwide

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

Management:
 Jason Hild, CEO

Sales Contact:
 Bill Vollmar, National Sales Manager
 Fire Protection
 Tel: 800.766.0076

Company Profile:

Headquartered in Commerce, California, Smith-Cooper International is a leading designer, producer, and distributor of branded, high-quality pipe, valves, and fittings ("PVF"). The Company operates 4 strategically located U.S. distribution centers which serve multiple end-markets, including the industrial MRO, oil & gas, commercial construction sectors including fire protection, as well as performance valves under the Sharpe® Valve Brand. The Company's product offering encompasses over 20,000 stock-keeping units ("SKUs") sold to more than 2,500 customers throughout the United States, Canada, Mexico, Central and South America, Asia, and the Middle East.



The Solberg Company

1520 Brookfield Avenue
 Green Bay, Wisconsin 54313-8808
 Tel: 920.593.9445
 Email: dave.pelton@solbergfoam.com

Website:
www.solbergfoam.com

Founded:
 1971

Primary Products/Services:
 Foam agents and systems hardware

Market Area:
 Global

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

Management:
 Jerry Borowski, Gen. Mgr., Americas
 Bill Smith, VP, Global Sales
 Dave Pelton, VP, Global Mktg.
 Mitch Hubert, VP, Global Prod. Dev.

Sales Contact:
 Mark Pillow, Dir. of Sales, Americas
 Tel: 812.303.9028
 Cell: 812.568.9817
 Email: mark.pillow@solbergfoam.com

Company Profile:

An Amerex Corporation company, SOLBERG has the expertise, capabilities and resources to serve the fire protection and firefighting industry. The company is a global resource for firefighting foam concentrates and foam systems hardware. Solberg offers a line of environmentally sustainable fluorosurfactant and fluoropolymer-free foam concentrate products, an innovation in Class B firefighting foam, and traditional Class B, C6 based PFOS-free, AFFF and AR-AFFF foam concentrates including a Class A foam. SOLBERG Foam Systems Hardware is engineered by a team with over 225 years of combined in-the-field fire protection experience for high-hazard, high-risk environments. At Solberg, we continually pioneer firefighting foam technologies to meet the latest demands in the Aerospace, Aviation, Chemical, Defense, Energy, Fire Service, Marine, Mining, Oil & Gas, Petrochemical, Pharmaceutical, Pipeline, Solvents & Coatings and Utilities industries.

BRANCH OFFICES - CONTINUED...

BRANCH OFFICES

The Solberg Company

1714 Indiana Ave.
La Porte, IN 46350
Jim Scott, Midwest Reg. Sales Mgr.
Tel: 219.380.5734
email: jim.scott@solbergfoam.com

The Solberg Company

6477 Deerfield Drive
New Hope, PA 18938
Jim Schwander, Eastern Reg. Sales Mgr.
Tel: 267.293.0342
email: jim.schwander@solbergfoam.com

The Solberg Company

15211 Rio Plaza Drive
Houston, TX 77083
Mark Wise, Southern Reg. Sales Mgr.
Tel: 281.561.0054
email: mark.wise@solbergfoam.com

The Solberg Company

4840 55th Street
San Diego, CA 92115
Todd Wayshville, Western Reg. Sales Mgr.
Tel: 619.546.8628
email: todd.wayshville@solbergfoam.com

South-Tek Systems

2940 Orville Wright Way
Wilmington, North Carolina 28405
Tel: 910.332.4173

SPP Pumps

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

Founded:

1875

Primary Products/Services:

fire pumps and fire pump systems

Market Area:

Global

Hours of Operation:

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

Management:

John Kahren, President
Jimmy Hunt, Director of Sales, Fire Division
Veronica Bryant, Marketing Services

Sales Contact:

Jimmy Hunt

Tel: 770.409.3280 ext. 2204
email: james_hunt@sppumps.com

Company Profile:

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

Star Sprinkler Corporation

140 Peachstone Gln
West Springfield, Massachusetts 01089
Tel: 413.737.6371
Fax: 413.734.3470



Starfire Inc.

9825 South 54th Street
Franklin, Wisconsin 53132-8668
Tel: 414.483.5959
Fax: 414.483.1566

Website:

www.starfireusa.com

Email: info@starfireusa.com

Founded:

1987

Primary Products/Services:

Fire Sprinkler Material and Fire Pumps

Market Area:

Midwest & Southwestern U.S./International

Hours of Operation:

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

Management:

Darrel R. Malek, Chairman
Scott Mathwig, President

Sales Contact:

Gil Brzezinski, Vice President Tel: 414.483.5959

FAX: 414.483.1566

Email: info@starfireusa.com

Company Profile:

Starfire, Inc. is an independent fire protection supplier with an extensive product line and

a knowledgeable service team. We stock fire sprinklers, control valves, fittings of all types, monitoring devices, bladder expansion and surge suppression tanks and system accessories. We also sell and service fire pumps, controllers and water storage tanks. In addition, Starfire Systems and Starfire Extinguisher offer special hazard fire protection solutions including design, supply and installation. Please see our website for additional information and we encourage you to contact either our Wisconsin or California location with any questions.

CALIFORNIA BRANCH:

Starfire, Inc.

1391 N Kraemer Blvd
Anaheim, California 92806-1403
Tel: 714.632.8713
Fax: 714.632.1014
Contact: Dan Coll

Superior Tank Company, Inc.

9500 Lucas Ranch Road
Rancho Cucamonga, California 91730
Tel: 909.912.0580

System Sensor

3825 Ohio Avenue
St. Charles, IL 60174
Tel: 630.377.6580
Toll-Free: 800.736.7672
Fax: 630.377.6495

Website:

www.systemsensor.com

Founded:

1984

Primary Products/Services:

Fire Sprinkler System Monitoring Products, Fire Detection and A/V Notification Devices

Market Area:

Worldwide

Hours of Operation:

7:30 a.m. - 5:00 p.m. CST Mon.-Fri.

Management:

Rich Lattanzi, President, Honeywell Security and Fire, Americas

Dave Pakech, VP of Security and Fire Sales

Chuck Kitts, Director of Fire Sprinkler Sales

Tim Baker, Director of Marketing

Dennis Sekermestrovich, Western Regional Manager

Sales Contact:

Chuck Kitts, Director of Fire Sprinkler Sales

Company Profile:

System Sensor is a global manufacturer of sprinkler monitoring products, including water flow detectors, supervisory switches, pressure switches, deluge releasing panel, alarm bells and explosion-proof products. With sales, service and manufacturing facilities extending throughout the Americas, Europe and Asia, System Sensor promises to continue developing advanced ideas that deliver advanced solutions. Our high production standards and constant communication with our customers gives you a quality product with the information and support you need to install and maintain our products. Because we place a premium on research and development, System Sensor sprinkler monitoring products are quick and easy to install and maintain.

Talco Industries

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

Website:

www.talcofire.com

Founded:

1981

Primary Products/Services:

Residential and commercial packaged fire pump systems

Market Area:

U.S. & Canada

Hours of Operations:

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

Sales Contact:

Kim Strobeck, Sales Manager
 Email: ks@talcofire.com

Company Profile:

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

Tank Connection

3609 N. 16th
 Parsons, Kansas 67357
 Tel: 620.423.3010
 Fax: 620.423.3999

Website:

www.tankconncetion.com

Founded:

2004

Primary Products/Services:

Fire Protection Water Storage Tanks

Market Area:

Worldwide

Management:

Bill Neighbors, President & CEO

Sales Contact:

Bransie Qualls, Sales Director, Liquid Division
 Email: bransie@tankconnection.com

Company Profile:

Tank Connection designs, manufactures and installs the top rated bolted tank design available for fire protection applications... worldwide. Designed to meet Factory Mutual and NFPA 22 requirements, the Tank Connection performance package remains unmatched in the industry.

Our LIQ Fusion 7000 FBETM coating system and application technology is unmatched in water storage applications, and offered exclusively by Tank Connection. Our facilities are ISO 9001 Certified. TC field construction processes are superior in quality and field safety with an EMR of .59.

Tank Connection is #1 in Storage Applications... Over 2100 years of combined storage tank experience.

Telgian Corporation

2615 South Industrial Park Avenue
 Tempe, Arizona 85282
 Tel: 480.753.5444
 Toll Free: 866.364.1700
 Fax: 480.753.5450

Website:

www.telgian.com

Primary Products/Services:

Engineering/Consulting/Design/Loss Control.

Market Area:

U.S., Canada, Mexico, Latin America, Caribbean

Hours of Operation:

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

Management:

Russell Leavitt, Executive Chairman
 Jim Tomes, President and CEO
 Brian Ballard, CFO

Sales Contact:

Ryan Smith
 Tel: 480.621.5024
 FAX: 480.753.5450

Company Profile:

The Engineering Division of Telgian Corporation specializes in Engineering, Consulting, System Design and Loss Control Engineering services along with third party plan review, acceptance testing and system commission services for owners and authorities having jurisdiction. Telgian engineering has licensed engineers in all 50 states, U.S. territories and Canada. Telgian has a long history of working with owners, builders and contractors to solve complex fire protection challenges and has expertise in several verticals including storage, high rise, assembly, industrial, health care and residential. Telgian has worked with fire sprinkler contractors throughout the U.S., delivering quality working drawings that are prepared by NICET certified designers with oversight by professional engineers.

OFFICES:

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 Contact: Ron Leszczynski

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 Contact: Sharyn Deleon

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 Tel: 206.439.7080
 Fax: 206.439.7089
 Contact: Warren Burns

12250 Weber Hill Rd., Ste. 130
 St. Louis, MO 63127
 Tel: 314.849.3001



**MODEL DS
DOWNSLOPE**

**MODEL RE
RIDGE/EAVE**

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techservice@globesprinkler.com

Customer Service
+1 989-846-4583
domesticsales@globesprinkler.com

USE UP TO **74%** **LESS WATER** TO PROTECT YOUR ATTIC!

Attic system demands can drive the size of system risers, underground, and feed mains for an entire project — which also drives project cost.

Globe's revolutionary new attic system design provides a wet or dry attic sprinkler system that can *substantially* reduce your system demand — and lower total installed project cost. **Less water, smaller pipe diameter, smaller dry valves, possible pump savings** — which all add up to savings for you.

System Type	Per NFPA 13 (standard spray sprinklers)	OTHERS Specific Application Attic Sprinklers	GLOBE'S NEW Specific Application DS/RE
Wet System	150 gpm – 250 gpm	250 gpm – 300 gpm	110 gpm
Dry System	300 gpm – 500+ gpm	340 gpm – 400 gpm	130 gpm

Anticipated system demands consider non-maximum sprinkler spacing due to construction and estimated over discharge of piping system.

MULTIPLE PATENTS PENDING

Learn more at
GlobeSprinkler.com/attic



Fax: 314.849.3011
Contact: John Campbell P.E.

5500 Democracy Dr. Ste 160
Plano, TX 75024
Tel: 972.608.8855
Fax: 972.781.2499
Contact: Russ Mower

TOLCO®, a Brand of Cooper B-Line

509 West Monroe
Highland, Illinois 62249
Tel: 800.851.7415
FAX: 800.257.4312
Email: margie.doll@cooperindustries.com

Website:
www.cooperblines.com/tolco

Founded:
1967

Primary Products/Services:
Seismic Bracing; Custom Supports, Pipe Hangers & Supports, Strut Fittings & Accessories & Engineering Support, TOLBrace ® Software

Market Area:
Worldwide

Total Equipment

400 5th
Coraopolis, Pennsylvania 15108
Tel: 412.269.0999

Website:
www.totalequipment.com

Trademaster, Inc.

1150 Stephen Hwy
Troy, Michigan 48083
Tel: 586.899.8651

Trademaster, Inc.

550 Stephenson Highway Ste 330
Troy, Michigan 48083
Tel: 586.899.8651

Website:
www.mobile0eyes.com

United Brass Works, Inc.

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

Website:
www.ubw.com

Founded:
1910

Primary Products/Services:
bronze valves / custom cast and machined products

Market Area:
Worldwide

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

Management:
Mike Berkelhammer, President

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

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

Uponor Inc.

5925 148th Street West
Apple Valley, Minnesota 55124-8197
Tel: 952.997.4241
Email: eric.skare@uponor.com

Website:
www.uponor-usa.com

Founded:
1620

Primary Products/Services:
Residential Fire Sprinkler Systems

Market Area:
North America

Management:
Eric Skare, Product Manager

Company Profile:
Uponor's PEX-based AquaSAFE residential fire sprinkler systems are listed to UL 1821 and provide flexible solutions for NFPA 13D applications, including multi-purpose and stand-alone and exposed applications. Uponor provides exceptional support, training, products and materials to ensure peace of mind for homeowners, installers and AHJs.



Victaulic Company

4901 Kesslersville Road
Easton, Pennsylvania 18040
Toll-Free: 800.PICK.VIC
Website: www.victaulic.com

Founded:
1925

Market Area:
Global

Management:
Scott Howser, V.P., Market Dev.

Company Profile:

As the world's leading producer of grooved mechanical pipe-joining systems, Victaulic works collaboratively with its customers and affiliates worldwide to deliver innovative solutions across our core business areas. Our products and services put people to work faster while increasing safety, ensuring reliability and maximizing efficiency and sustainability. Visit www.victaulic.com and follow us on LinkedIn, Facebook, Twitter, and YouTube.



The Viking Group

210 N. Industrial Park Drive
Hastings, Michigan 49058
Telephone: 269-945-9501
Toll Free: 800-968-9501
FAX: 269-945-9599

Website:
www.vikinggroupinc.com

Founded:
1897

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

Market Area:

Worldwide

Hours of Operation:

24/7/365

Management:

James Golinveaux, President and CEO,
 The Viking Group
 Joe Bardowski, Vice President – Operations,
 Viking SupplyNet
 Tom O'Connor, President, The Viking Corporation
 Mike Bosma, Executive Vice President –
 International Sales, Viking SupplyNet
 Cary Nicol, Vice President – Sales, Viking
 SupplyNet

Sales Contact:

Jeff Norton, Vice President – Marketing,
 The Viking Group
 Tel: 269.945.8312

Company Profile:

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

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

BRANCH OFFICES:
 UNITED STATES OF AMERICA

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 210 N. Industrial Park Drive
 Hastings Michigan 49058
 Telephone: 800-968-9501
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 products@vikingcorp.com

VIKING SUPPLYNET - SOUTH REGION

Viking SupplyNet (Atlanta)
 Regional Headquarters
 100 Piedmont Court, Suite A
 Doraville, GA 30340
 Telephone: 770-446-3068
 Fax: 770-446-3713
 south@supplynet.com

Sales Contact:

Tommy Haberman, Randy Lane

Viking SupplyNet (Orlando)
 503 Ocoee Business Parkway
 Ocoee, FL 34761
 Telephone: 407-656-7600
 Fax: 407-656-7675
 south@supplynet.com

Sales Contact:

Ted Collazo, Randy Lane

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 2678 SW 36th Street
 Fort Lauderdale, FL 33312
 Telephone: 954-791-1756
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 south@supplynet.com

Sales Contact:

Will Allgood, Randy Lane

Viking SupplyNet (Houston)
 6911 Fairbanks North Houston Road, Suite 100
 Houston, TX 77040
 Phone: 713-896-8464
 Fax: 713-896-8429
 south@supplynet.com

Sales Contact:

Mike Repking, Tom Bowers

Viking SupplyNet (Dallas)
 1011 N. 28th Avenue, Suite 200
 Irving, TX 75261
 Telephone: 972-466-0933
 Fax: 972-466-0853
 south@supplynet.com

Sales Contact:

Perry Adams, Colt Replogle, Tom Bowers

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 1050 Arion Parkway, Suite 110
 San Antonio, TX 78216
 Telephone: 210-491-2023
 Fax: 269-818-1607 south@supplynet.com

Sales Contact:

Blake Johnson, Tom Bowers

Viking SupplyNet (Memphis)
 Airport Distribution Center #8
 4299 Air Trans Road
 Memphis, TN 38118
 Telephone: 901-360-9401
 Fax: 901-360-9428
 south@supplynet.com

Sales Contact:

Phillip Skillern, Randy Lane

Viking SupplyNet (Nashville)
 555 Brick Church Park Drive
 Nashville, TN 37207
 Telephone: 615-255-8393
 Fax: 612-256-0062 south@supplynet.com

Sales Contact:

Wes Letson, Larry McNamara, Randy Lane

Viking SupplyNet (Charlotte)
 11517 Cordage Street, Suite P
 Charlotte, NC 28273
 Phone: 704-588-8880
 Fax: 704-588-8650
 south@supplynet.com

Sales Contact:

Seth Pendleton, Randy Lane

VIKING SUPPLYNET - WEST REGION

Viking SupplyNet (Los Angeles)
 Regional Headquarters
 9101 Sorensen Ave.
 Santa Fe Springs, CA 90670
 Telephone: 562-903-7274
 Fax: 562-944-1058
 west@supplynet.com

Sales Contact:

Dave Swanson, Jim Gudger, Jeff Hill

Viking SupplyNet (Phoenix)
 625 E. Watkins Street
 Phoenix, AZ 85004
 Telephone: 602-252-0400
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Sales Contact:

Kevin Kane, Jeff Hill

Viking SupplyNet (Bay Area)
 1164 San Luis Obispo
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Sales Contact:

Grady Smith, Augustine Raya, Jeff Hill

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 4701 Cameron Street, Suite D
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Sales Contact:

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Sales Contact:

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12360 E. 46th Avenue #400
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Sales Contact:
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Viking SupplyNet (**Riverside**)
6480 Box Springs Blvd.
Riverside, California 92507
Telephone: 951-656-3111
Fax: 951-656-2606
west@supplynet.com

Sales Contact:
Jim Gudger, Dave Swanson, Jeff Hill

VIKING SUPPLYNET - MIDWEST REGION

Viking SupplyNet (**Columbus**)
Regional Headquarters
2353 International Street
Columbus, OH 43228
Telephone: 614-527-5800
Fax: 614-527-5818
midwest@supplynet.com

Sales Contact:
Bob Fischer, Tom Bowers

Viking SupplyNet (**Detroit**)
26020 Mound Road
Warren, MI 48091
Telephone: 586-754-0004
Fax: 586-754-8020
Midwest@supplynet.com

Sales Contact:
Sandy Richter, Tom Bowers

Viking SupplyNet (**Chicago**)
640 Center Avenue
Carol Stream, IL 60188
Telephone: 630-462-5860
Fax: 630-871-1898
northcentral@supplynet.com

Sales Contact:
Ron Bergquist, Tom Bowers

Viking SupplyNet (**St. Louis**)
1600 Park 370 Place, Suite 10
Hazelwood, MO 63042
Telephone: 314-291-4800
Fax: 314-291-4806
northcentral@supplynet.com

Sales Contact:
Chris Muschany, Tom Bowers

Viking SupplyNet (**Kansas City**)
1930 Warren Street
North Kansas City, MO 64116

Telephone: 816-474-1190
Fax: 816-474-8991
northcentral@supplynet.com

Sales Contact:
Chris Muschany, Tom Bowers

Viking SupplyNet (**Twin Cities**)
305 Bridgepoint Drive, Suite 200
South St. Paul, MN 55075
Telephone: 651-455-0325
Fax: 269-818-1614
northcentral@supplynet.com

Sales Contact:
Jason Wardour, Tom Bowers

VIKING SUPPLYNET - EAST REGION

Viking SupplyNet (**New Jersey**)
Regional Headquarters
4B Cranberry Road
Parsippany, NJ 07054
Telephone: 973-541-2580
Fax: 269-818-1639
east@supplynet.com

Sales Contact:
Terry Laffey, Randy Lane

Viking SupplyNet (**New York City**)
40-15 Northern Blvd.
Long Island City, NY 11101
Telephone: 973-541-2320
Fax: 269-818-1609
east@supplynet.com

Sales Contact:
Michael Coppola, Terry Laffey, Randy Lane

Viking SupplyNet (**Philadelphia**)
201 King Manor Drive
King of Prussia, PA 19406
Telephone: 610-279-3762
Fax: 610-277-3658
east@supplynet.com

Sales Contact:
Jamey Wright, Randy Lane

Viking SupplyNet (**Baltimore / Washington**)
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Jessup, Maryland 20794
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Fax: 301-490-5367
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Viking SupplyNet (**Richmond**)
4593 Carolina Avenue
Richmond, Virginia 23222
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Fax: 804-228-1556

east@supplynet.com
Sales Contact:
Ben Johnson, Randy Lane

Viking SupplyNet (**Boston**)
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Mansfield, MA 02048
Telephone: 508-594-1800
Fax: 269-818-1620
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Sales Contact:
Bill Wian, Randy Lane

VIKING FABRICATION SERVICES - U.S. LOCATIONS

Viking Fabrication Services (**Southern California**)
6480 Box Springs Blvd.
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Telephone: 951-656-3111
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Sales Contact:
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Viking Fabrication Services (**Phoenix**)
625 E. Watkins Street
Phoenix, Arizona 85004-2935
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Fax: 602-252-2134
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Sales Contact:
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Sales Contact:
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Sales Contact:
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 Fax: 972-466-0853
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Sales Contact:
 Perry Adams, Colt Replogle, Tom Bowers

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 Phone: (905) 856-3557
 Fax: (905) 856-3558
 toronto@supplynet.com

Sales Contact:
 Wayne Brown, Scott Tanner

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 19650 Telegraph Trail Bldg B Unit 1
 Langley, British Columbia V1M3E5
 Phone: (604) 882-2766
 Fax: (604) 882-2762
 vancouver@supplynet.com

Sales Contact:
 Nicole Andreassen, Scott Tanner

Viking SupplyNet (Calgary)
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 Calgary, Alberta T2C 2E3
 Phone: 403-203-5681
 Fax: 403-203-5682
 calgary@supplynet.com

Sales Contact:
 Scott Tanner

SCS Canada (Quebec) – Independent Distribution Partner
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 Boisbriand, Quebec J7H 1N8
 Telephone: 450-430-7031
 Fax: 450-430-9170
 scs@polygon.ca

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 1011 N. 28th Avenue, Suite 200
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 Telephone: 972-466-0933
 Fax: 972-466-0853
 latinamerica@supplynet.com

Sales Contact:
 Art Gutierrez

LATIN AMERICA AND THE CARIBBEAN

Viking SupplyNet
 2678 SW 36th Street
 Fort Lauderdale, FL 33312
 Telephone: 954-791-2901
 Fax: 954-791-1181
 latinamerica@supplynet.com

Sales Contact:
 Art Gutierrez

ADDITIONAL LOCATIONS

EUROPE AND MIDDLE EAST

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 Viking EMEA
 Zone Industrielle Haneboesch
 L-4562 Differdange/Niedercoorn, Luxembourg
 Telephone: +352-58-37-37-1
 Fax: +352-58-37-36
 vikinglux@vikingcorp.com

Additional Locations: Europe

- France
- The Netherlands
- Luxembourg
- Germany
- Romania
- Poland
- Sweden (Stockholm)
- Sweden (Knivsta- fabrication)
- Italy
- Spain
- United Kingdom (Epworth)
- United Kingdom (West Midlands)
- United Arab Emirates
- Turkey
- Israel
- Russia

Asia - Headquarters

The Viking Corporation (Far East) Pte. Ltd.
 69 Tuas View Square
 Westlink Techpark
 Singapore 637621
 Tel: (+65) 6 278 4061
 Fax: (+65) 6 278 4609
 vikingsingapore@vikingcorp.com

Additional Locations: Asia

- Japan
- Hong Kong
- Korea
- China (Shanghai)
- India (Bangalore)
- India (New Delhi)

SOUTHERN HEMISPHERE LOCATIONS

Australia (Independent Distribution Partner)
 Viking Fire Protection Supplies Pty. Limited
 95 - 99 Hardys Road, Underdale SA 5032,
 Australia
 Telephone: +61-8-8352-2888
 Fax: +61-8-8352-2755
 fireprot@e-access.com.au
 Sales Contact: Rick Tanner
 South Africa (Independent Distribution Partner)

Firequip CC

P.O. Box 14579, Bredell 1623, South Africa
Telephone: +27-11-396-1800
Fax: +27-11-396-1810
dave@firequip.co.za

Sales Contact:

Dave Martin

New Zealand

(Independent Distribution Partner)

Viking Sales & Services Limited
12 Cornish St, Korokoro Lower Hutt 5012
P.O. Box 30737, Lower Hutt 5040, New Zealand
Telephone: +64-4-589-0856 Fax: +64-4-589-0413
vikingnewzealand@vikingcorp.com

Sales Contact:

Peter Clark

Viking Sales & Services - Auckland

Unit 4, 17 Airpark Drive
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New Zealand
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Fax: (+64) 9 969 9007
vikingnewzealand@vikingcorp.com

Watts

815 Chestnut Street
North Andover, Massachusetts 01845
Tel: 978.688.1811
Fax: 978.794.1848

Website:

www.watts.com

Management:

Ken Nolan, National Product Manager

Company Profile:

Founded in 1874, Watts, part of the Watts Water Technologies family, is one of the world's largest independent valve companies with 10 factories in the United States and Canada. Watts Regulator designs, manufactures, and sells an extensive line of flow control products for the water quality, residential plumbing and heating, commercial and OEM markets.

F.W. Webb Company

152 Will Drive
Canton, Massachusetts 02021
Tel: 781.828.5559
Fax: 781.828.8060

Website:

www.fwwebb.com

Company Profile:

With 22 years of sprinkler fabrication and distribution experience from a single branch in Stoughton, MA, F.W. Webb Company has executed a fire protection expansion plan by opening a 50,000 sq. ft. state-of-the-art fabrication plant in Canton, MA and simultaneously added fire protection inventories throughout New England and Upstate New York.

Additionally, we've invested in dedicated sprinkler salespeople at these locations, namely, Cranston, RI; Hartford, CT; Albany, NY; Williston, VT and Portland, ME. Our mission is to grow our business by constantly and consistently improving customer service, providing high quality products at a fair price, and investing in new technology that provides sustainable value to our customers.



Wheatland Tube Company

700 S. Dock Street
Sharon, Pennsylvania 16146-1836
Toll Free: 800.257.8182
Email: bob.bussiere@wheatland.com

Website:

www.wheatland.com

Founded:

1877

Primary Products/Services:

Tubular steel products, electrical conduit, steel sprinkler pipe, fence framework, standard pipe

Market Area:

Nationwide

Hours of Operation:

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

Management:

Barry M. Zekelman, Exec. Chair & CEO
Kevin Kelly, Pres, Wheatland Tube, Pipe Division
Bob Bussiere, G.M., Sprinkler Sales

Sales Contact:

Bob Bussiere, GM Fire Sprinkler Sales
Email: bob.bussiere@wheatland.com

Company Profile:

Wheatland Tube manufactures the industry's most complete line of steel sprinkler pipe. Our coating options set the standard for resistance to exterior corrosion and heat. With a complete line of fire sprinkler pipe, we guarantee our steel pipe is compatible with any fire protection system that only uses steel pipe. The Wheatland Advantage is dedicated to providing our customers with an unparalleled product, our fire sprinkler pipe is:

- 100% Steel

- Made in USA
- Hot-dipped galvanized to prevent dross and ensure a smooth ID finish
- Exclusively double-sealed and packaged for shipping

Wilkins, a Zurn Company

1747 Commerce Way
Paso Robles, California 93446
Tel: 805.238.7100
Fax: 805.238.5766

Website:

www.zurn.com

Founded:

1906

Primary Products/Services:

Valves for Fire Suppression Systems

Market Area:

Worldwide

Hours of Operation:

6:30 a.m. - 5:00 p.m. PST Mon..Fri.

Management:

Chris Connors, General Manager
Rick Fields, Vice President, Sales & Marketing
Mike Mallas, Sales Manager Fire Protection
Rachael Wiley.Steffen, Director of Brand Marketing

Sales Contact:

Paul Wait, National Sales Manager
Tel: 805.226.6296
FAX: 805.238.5766

Company Profile:

Wilkins, a Zurn Company, offers a complete line of American made factory set, easy field adjustable, and master zone control valves. Available in 1½" – 6" sizes, in angle and inline pattern and threaded, flanged, and grooved connections.



Atkore/Flexhead Industries

56 Lowland Street
Holliston, MA 01746 USA
Tel: 800.829.6975
Contact: Mike Dooley

Job GmbH

Kurt.Fischer.Str. 30
Ahrensburg, Hamburg D22926 Germany
Tel: +49 4102 2114.0
Contact: Bodo Mueller

Reliable Automatic Sprinkler Company

103 Fairview Park Drive
Elmsford, NY 10523 USA
Tel: +1 914.829.2100
Contact: Kevin T. Fee

Duyar Vana Makina A.S.

Uğur Mumcu Mah. 2347 Sk. No:7
34265 Sultangazi / Istanbul, Turkey
Tel: +90 212.444.8262
Contact: Huseyin Gumrukco

Johnson Controls, Fire Suppression

5757 N. Green Bay Avenue
Milwaukee, Wisconsin 53201
Tel: +1 215.393.0223
Contact: Kevin Michaelis, Johnson Controls

Underwriters Laboratories LLC

333 Pfingsten Road
Northbrook, IL 60062 USA
Tel: +1 847-664-2629
Contact: Kerry Bell

FM Approvals

1151 Boston Providence Turnpike
Norwood, MA 02062 USA
Tel: +1 781.255.4810
Email: information@fmapprovals.com
Contact: Paris Stavrianidis

Lubrizol Advanced Materials

9911Brecksville Road
Brecksville, Ohio 44141
Tel: +1 216.447.6268
Contact: Mark Knurek

Victaulic

4901 Kesslersville Road
PO Box 31
Easton, Pennsylvania 18044 USA
Tel: 610.559.3300
Contact: Larry Thau

General Air Products, Inc.

118 Summit Drive
Exton, Pennsylvania 19341 USA
Tel: +1 610.524.8950
Contact: Ray Fremont

Minimax GMBH

KG Industriestraße 10/12
Postfach 1260
Bad Oldesloe D.23840
Germany
Tel: +49 45 318 03 252
Contact: Klaus Hoffman

Viking Group

210 Industrial Park Dr
Hastings, Michigan 49058-9706
Tel: +1 800.968.9501
Contact: Mike Bosma

Globe Fire Sprinkler Corporation

4077 Air Park Drive
Standish, Michigan 48658 USA
Tel: +1 989.846.4583
Contact: Steven Worthington

Potter Electric Signal Company

1609 Park 370 Place
Hazelwood, Missouri 63042
Tel: +1 314.878.4321
Contact: Bruce LaRue

NFSA PROFESSIONAL MEMBERS GUIDE

INDIVIDUALS

Naim Ali

D'Abadie, West Indies

Deukkwang An

Centreville, Virginia

David Arvin

Springfield, Ohio

Vinny Bove

Wading River, New York

Tom Christman

Knoxville, Tennessee

Kathryn Cifa

Ashburn, Virginia

Brandon Friel

Golden, Colorado

Fellippe Galletta

Forest Hills, New York

Sezgin Mafizer

Islip Terrace, New York

Peter Neilio

Tampa, Florida

Kristen Nich

Wenham, Massachusetts

Danette Parker

Lubbock, Texas

Nelcol Philip

New York, New York

Edward Raczkowski

Flushing, New York

Jeffrey R Smith

Babylon, New York

BUSINESSES

AR Sanchez & Associates

PO Box 194423
San Juan, Puerto Rico 00919-4423
Phone: 787-76-7204
Fax: 787-281-6963
Contact: Alex Sanchez, Engineer
Email: alex@arsanchez.com

ABG Contracting

315 White Avenue
Cove City, North Carolina 28523
Phone: 252-649-6774
Contact: William Jones
Email: jonesfireprotection@yahoo.com

Academy of Fire Sprinkler Technology, Inc.

301 N Neil Street Suite 423
Champaign, IL 61820-3170
Phone: 217-607-0325
Contact: Cecil Bilbo
Email: cecil@sprinkleracademy.com

Accént Fire Engineering International, Ltd.

4001 Office Court Dr. Ste 606
Santa Fe, NM 87507
Phone: 800-503-1961
FAX: 505-474-4184
Email: accentfire@aol.com
Contact: Jerry D. Watts, S.F.P.E., President
Services: Licensed fire protection engineers (AZ, CA, CO, NM, NV, NY, MD, TX); Certified inspectors/investigators (C.F.I.); Plans review and design.

Accord Solutions Group, LLC

233 SW Greenwich Drive #145
Lees Summit, Missouri 64082
Phone: 913-735-0373
Contact: Brian Folse

Acorn FP

1531 Acorn Way
Monument, CO 80132
Phone: 719-373-5422
Contact: Glenn Mori
Email: acornfireprotection@gmail.com

AEI Corporation

8197 W Brandon Drive
Littleton, CO 80125
Phone: 303-339-3240
Fax: 303-756-2911
Contact: Charlie Sullivan
Email: charlie@aeiengineers.com

AES FPS LLC

29009 188th Ave SE
Kent, WA 98042
Phone: 253-630-5321
Contact: JD Harpole, III

Allfire Equipment Distributer

13143 NW 42nd Avenue
 Opa Locka, FL 33054
 Phone: 305-688-1998
 Contact: Carlos Soto
 Email: sales@allfireusa.com

Allianz Risk Consulting, LLC

PO Box 3331
 Iowa City, IA 52244
 Phone: 319-354-9800
 FAX: 319-538-0258
 Contact: Traci Huffman
 Email: traceh67@mchsi.com

Allied Services Integrated Healthcare

100 Abington Executive Park
 Clarks Summit, PA 18411
 Phone: 570-881-9870
 Fax: 570-341-4647
 Contact: Fran Walsh
 Email: fwalsh@allied-services.org

Altieri Consulting Engineers

31 Knight St.
 Norwalk, CT 06851-4706
 Phone: 203-866-5538
 website: www.altieriseborwieber.com
 Contact: David Lussier, Engineer
 Email: dlussier@altierisw.com
 Products/Services: M, E, P & FP Consulting Engineers Specializing in Museums, Performing Arts Centers, Exhibit Spaces, High-End Residential, Schools, Etc.

Aquatech, Inc.

680 Heacock Rd. Ste. 204
 Yardley, PA 19067-6346
 Phone: 215-783-5510
 FAX: 215-790-0404
 Contact: Rocco Dillio
 Email: rdillio@aq2000.com

Associates Engineering Systems LLC

5445 Wakefield Ave.
 Mount Pleasant, WI 53406
 Phone: 262-898-9160
 Website: www.associatesengineering.com
 Contact: Mark E. Miller, P.E., President
 Services: Consulting and design of fire protection systems. Please see website for details.

As-Tech Industries, Inc.

2016 Sabinal Street
 Mission, TX 78572
 Phone: 609-442-3372
 Contact: Greg Loomer

Astor Park Designs

2188 Masters Street
 Beloit, WI 53511
 Phone: 920-883-1047
 Contact: Samuel Nelson

Baja Design Engineering S.C.

225 Hernandez Street
 Calexico, CA 92231
 Phone: 686-905-9855
 Website: www.bajadesign.com.mx
 Contact: Frank Guzman
 email: fguzman@globalmechanical.com.mx
 Products/Services: Fire protection systems. Systems designed according to international codes, norms and local ordinances on fire protection. Automatic sprinkler systems. Protection systems with hose cabinets. Pumping systems and storage tanks. Special extinguishing systems. Special risks, Hydraulic calculations. Seismic calculations. Fire Alarm systems. We provide engineering to develop special projects of fire protection alarms. Notification systems (pull-down stations and sirens). Monitoring systems and sprinkler systems, supervision, pumping equipment and water reservoir tanks. Smoke detection systems, directional/conventional. Projected beam detection, detection by smoke aspiration. Special gases detection. Intelligent control panels, Remote events monitoring. Smoke Control and handling.

BCE Engineers, Inc

6021 12th Street E. Ste. 200
 Fife, WA 98424
 Phone: 253-922-0446
 FAX: 253-922-0896
 Contact: Fred Blanchard

BCER Engineering

5420 Ward Road
 Arvada, CO 80002
 Phone: 303-422-7400
 Contact: Savannah Donarski

Bêty Experts-Conseils Inc.

146 Rue Larochelle
 St Narcisse de Beauvillage
 Quebec, Canada G0S 1 W0
 Tel: 418.475.4502
 Website: www.bety-experts.com
 Contact: Jacques Bêty

Bizcom

2740 Blackbird Hollow
 Cincinnati, OH 45244
 Phone: 513-961-7200
 Contact: Larry Ayer
 Email: larryayer@bizcomelec.com

BMT Engineering, P.C.

333 West Main Street
 Boonton, NJ 07005
 Phone: 973-331-5121
 FAX: 973-331-0544
 Contact: Thomas Bravante, P.E., President
 Services: Full service fire protection engineering firm.

BRG Fire Sprinkler Design

12650 Blosser Road
 North Lima, Ohio 44452
 Phone: 330-207-4312
 Contact: Benjamin Pahanish

Brodz Sales & Engineering Company, Inc.

10751 Indian Head Industrial Blvd
St. Louis, MO 63132
Phone: 314-890-8201
Contact: Robert Carey Email: bcarey@brodz.com

Builder's Book, Inc.

8001 Canoga Ave
Canoga Park, CA 91304
Phone: 818-887-7828
Fax: 818-887-7990
Contact: Oussa Awad
Email: sales@buildersbook.com

Calico-Sterling Company

1015 Acacia Lane
Davis, CA 95616-3213
Phone: 530-219-1960
Contact: William Greene
Email: billgreene@calico-sterling.com
Products/Services: Fire Protection Consultant

Carlson Design

55 Red Stone Drive
Weatogue, CT 06089-9608
Phone: 860-651-0622
Fax: 860-651-1221
Contact: Leslie Carlson

CDM Smith

125 S. Wacker Dr. Ste 600
Chicago, IL 60606-4437
Phone: 312-346-5000
Contact: April Ricketts, Owner

Centerline Design, LLC

6361 W. 800 N.
McCordsville, IN 46055
Phone: 317-410-2200
Contact: Patrick Murray, Owner
Email: pmurray@centerlinedesignllc.com

Central Kitsap School District

9102 Dickey Road NW
Silverdale, WA 98383-8860
Phone: 360-443-0473
Contact: Winston Danseco
Email: winstond@ckschools.org

Certified Design Systems, Inc.

14609 S. Woods Landing
Draper, UT 84020
Phone: 801-878-9008
FAX: 801-878-9008
Contact: Jeff Johnson, President

Charles G. Michel Engineering PC

470 Mamaroneck Ave. Ste 411
White Plains, NY 10605
Phone: 914-949-5112
FAX: 914-949-5116
Contact: Charles Michel
Email: cmichel@cgmengineering.com

Cinnco, Inc.

621 E. Grand Ave.
Fruita, Colorado 81521
Phone: 970-261-0660
Contact: Gary Curtis
Email: gcurtis@cinnco.com

Cloninger Consulting

2793 Lake Shore Road South
Denver, NC 28037
Phone: 714-616-7425
Contact: Richard Cloninger
Email: cloningers@msn.com

Code Consultants, Inc.

2043 Woodland Parkway, Ste 300
St. Louis, Missouri 63146
Phone: 314-991-2633
Fax: 314-991-4614
Website: www.codeconsultants.com
Contact: Will Smith, FPE
Services: Internationally recognized fire protection

and life safety consulting firm, providing a diverse range of crucial fire protection and life safety consultation and design services.

Codes-Based Solutions, LLC

1224-B Columbia Ave. Ste 110
Franklin, Tennessee 37064
Phone (615) 804-1349
Website: www.codesbasedsolutions.com
Email: rtrotter@codesbasedsolutions.com
Contact: Robert Trotter, Owner, Sr. Fire Protection Consultant

Services: Codes-Based Solutions, LLC. —an independent consulting firm specializing in a broad range of fire protection, life safety, and codes-based consulting services, locally and nationally. The firm provides codes-based solutions for the built environment and our expertise ranges from homes to high-rise.

Collado Engineering PC

2 Holland Ave.
White Plains, NY 10603
Phone: 914-332-7658
FAX: 914-332-7659
Website www.collado-eng.com
Email: info@collado-eng.com
Contact: Albert Collado, P.E.
Services: Consulting Engineering

Con Edison/Brooklyn/SI Facilities

30 Flatbush Ave
Brooklyn, NY 11217-1121
Phone: 917-939-3646
Contact: Sean Sweeney
Email: Sweeneyse@coned.com

Consolidated Utility District

PO Box 249
Murfreesboro, TN 37133
Phone: 615-867-7302
Fax: 615-893-4913
Website: www.cudrc.com

Consulting Engineering Services, Inc.

811 Middle St.
 Middletown, CT 06457
 Phone: 860-632-1682
 FAX: 860-682-1768
 Contact: Delbert Smith, Jr. Principal

Daniel Building Investigations, Inc.

1246 Abbey Oaks Dr.
 Lemont, IL 60439
 Phone: 630-803-2071
 Fax: 331-318-8956
 Website: www.danielbi.com
 Contact: James Daniel

Dave Watson Associates

1325 West Beecher Rd.
 Adrian, MI 49221
 Phone: 517-263-8988
 FAX: 517-263-2328
 Contact: Dave Watson

Davidson Associates

PO Box 4002
 Greenville, DE 19807
 Phone: 302-994-9500
 Fax: 302-994-3414
 Contact: James Davidson
 Email: jdavidson@davidsonassociates.net

Design Learned, Inc.

PO Box 703
 Columbia, CT 06237-0703
 Phone: 860-234-4000
 Contact: Ronald Miles
 Email: rlmiles.jr@gmail.com

Design Line Fire Protection, Inc.

7910 171st Lane NW
 Ramsey, MN 55303
 Phone: 763-274-0768
 Fax: 763-241-1659
 Email: dspline@aol.com
 Contact: Bruce Thomas, Owner
 Products/Services: All types of design @ 3D coordination. 28 years in the trade.

DFPS, Inc.

5270 Princeton Road
 Liberty Twp, OH 45011-8412
 Phone: 513-887-0016
 Fax: 513-887-0059
 Email: dfps@fuse.net
 Contact: Ralph Davidson
 Services: State of Ohio and NICET Certified, 47 years experience in all types of water based fixed fire sprinkler systems and associated appurtenances. Use AutoSPRINK for hydraulic calculations and input to Navisworks models.

Donald Mayo-Fire Protection Consultant, Inc.

150 Grove Circle
 Pleasant Hill, CA 94523
 Phone: 925-933-6299
 Fax: 925-933-6288
 Website: www.donaldmayo.com
 Contact: Donald Mayo, President
 Services: Code consulting, fire detection & suppression systems specifications, risk and hazard assessment, plan review for code and standards compliance, property inspections and life safety analysis.

Draw 4 Me Fire Systems

4045 Almendro Ct.
 Modesto, California 95356
 Phone: 209-543-6190
 FAX: 866-927-3129
 Contact: Aaron Juarez



Dyne Technologies LLC

2357 Ventura Drive Ste. 108
 Woodbury, MN 55125-1944
 Phone: 651-917-0644
 Fax: 651-917-0644
 Website: www.dyneusa.com
 Email: julie@dyneusa.com
 Contact Name: Julie Bunch, Customer Service Manager

Products or Services: Dyne Fire Protection Labs specializes in compliance testing for sprinklers, fighting foam, and antifreeze solution. You can expect top-notch laboratory testing and customer service from the beginning of the process to the end: -5-business day turn around – free test kits for most types of testing – free shipping with in the continental United States – rush services available – excellent customer service and technical service – ISO 9001 certified in the fire safety business, making sure NFPA 25 maintenance inspections get done and done correctly is a big deal. Lives and property are at stake. You can count on Dyne Fire Protection Labs to help you get the job done.

EAG Fire Systems

168 Wynny Circle
 Henderson, NV 89074-3356
 Phone: 702-371-9625
 Contact: Eric Gonzales
 Email: eric@eagfiresystems.com

EBL Fire Engineering-Div. of EBL Engineers

8005 Harford Rd.
 Baltimore, MD 21234
 Phone: 410-668-8000
 Fax: 410-668-8001
 Contact: Jeffrey Paul McBride
 Email: jmcbride@eblengineers.com
 Products/Services: EBL's fire protection division includes licensed fire protection engineers specifically trained in risk analysis, hazard assessment and the design of fire protection and detection systems.

Engineered Design Group

31 Nathan Hale Pl.
 Freehold, NJ 07728-1386
 Phone: 732-761-0108
 FAX: 732-761-0109
 Contact: Paul Schwartz

Engineered Fire Systems, Inc.

11832 Tammy Way
 Grass Valley, CA 95949
 Phone: 530-274-9400
 Fax: 530-274-9488
 Website: www.efs1.com
 Email: eprice@efs1.com

Contact: Eric Price, SET, President Products/
Service: Fire sprinkler system shop drawings,
calculations and material lists.

Engineering Dynamics Corp.

900 Eha Street
Wailuku, HI 96793
Phone: 808-242-1644
FAX: 808-242-0838
Contact: Douglas Gomes, P.E.

Engineering Systems, Inc.

6230 Regency Pkwy
Norcross, GA 30071-2348
Phone: 678-990-3280
Contact: Michael Hayes
Email: mdhayes@esi-atl.com

Exponent

17000 Science Drive Suite 200
Bowie, MD 20715
Phone: 301-291-2544
Contact: Pock Utiskul
Email: yutiskul@exponent.com
Contact: Nicholas Nava
Email: nnav@exponent.com

Exponent Failure Analysis Associates

9 Strathmore Rd.
Natick, MA 01760
Phone: 508-652-8500
Fax: 508-652-8599
Website: www.exponent.com
Contact: Andrew Ellison, Managing Engineer

F2M Fire & Drafting Designs INC

PO Box 1044
Clifton Park, NY 12065-0803
Phone: 914-510-3236
Name: Fernandez McKenley
Email: fernandez@f2mfadds.com

Fire Design, Inc.

600 W. Bypass Hwy 19E Suite 202
Burnsville, NC 28714
Phone: 828-284-4772
Website: www.fire-design.com
Contact: Cliff Whitfield, President
Email: cliff@fire-design.com
Products/Services: Established in late 2002, we
provide fire sprinkler shop/submittal drawings
prepared in 3D format using AutoSPRINK. Our
team is comprised of NICET III & IV certified
designers that have worked on projects of all
sizes and complexities. We have specialized in
3D coordinated projects for the past nine years.

Fire Protection Design Consultant

2294 Georgetown Circle
Aurora, IL 60503
Phone: 630-638-0265
Contact: Joseph M. Henk, Fire Sprinkler Designer

Fire Protection Design, Inc.

14 Denver Dr.
New City, NY 10956-2305
Phone: 845-634-2133
Fax: 845-623-1533
Contact: Michael Koutsoftas

Fire Protection Design, LLC

26 Hampshire Drive
Hudson, New Hampshire 03051
Phone: 603-969-3191
Contact: Marc Ruggiero
Email: marc@getfiredesign.com

Fire Safety Consultants, Inc.

2420 Alft Ln.
Elgin, IL 60124
Phone: 847-697-1300
Contact: Keith S. Frangiamore, President
Email:
kfrangiamore@firesafetyfsci.com

Fire Suppression Design, Inc.

891 South Second Street
Ronkonkoma, NY 11779
Phone: 631-885-5042
Fax: 631-737-3884
Contact: Howard Flood
Email: HFlood6020@aol.com
Services: Fire Suppression Design

Fire-Ex Systems Engineering, Inc.

3500 Stewart Ave.
Wausau, WI 54401
Phone: 715-359-5684
Website: www.firexsys.com
Contact: Russ Slaby
Email: russ@firexsys.com
Services:
What We Do:
On time, coordinated 3D design from plan or
on-site survey anywhere in the world. Hydraulic
calculation and/or analysis of new or existing
systems for purposes of new design approval,
occupancy changes or system evaluation.
Production of detailed and pre-coordinated shop
drawings for submittal to AHJ for approval, pre-
fabrication and installation. AS-built drawings
can be provided if desired as part of the order.
Composite listing of all materials required to
fabricate and install the system. In addition, we
can provide a list of piping to be pre-fabricated
and group by line and main designation. Pre-
construction planning and preliminary drawing
preparation. This can include help in developing
budgets for the purpose of submitting project AFEs.
Our company provides real world application and
design intended for the prefabrication and finally
installation by others. While we do not offer
installation, we do provide completed design
with stock lists and shop drawings that can be
issued for true "apples to apples" bid results. You
can be in control of your installation and know
that every installer was bidding from plans and
specs indicating material and an installation you
have already approved.

Fireguard Inspection Agency

65 Richardson Court
Montgomery, NY 12549
Phone: 877-618-6333
Fax: 212-937-2195
Contact: Martin Bowie
Email: mbowe@fireguardnyc.com

Flagship Fire

2810 Notre Dame Drive
 Titusville, FL 32780
 Phone: 321-289-2889
 Contact: Jeff Trew
 Email: jeffgtrew@gmail.com

Florida Fire Protection Consultants, Inc.

1734 Kingsley Ave Ste 3
 Orange Park, FL 32073-4418
 Phone: 904-579-1335
 FAX: 904-579-2434
 Email: jduke@ffire.com
 Website: www.ffire.com
 Contact: Jim Duke, President
 Services: We provide fire protection design, 3D-BIM coordination & consultant services.

Fortier Engineering

5889 Forbes Ave. Ste 330
 Pittsburgh, PA 15217
 Phone: 412-521-1880
 Website: www.fortierengineering.com
 Contact: Daniel Fortier, Principal
 Email: dfortier@fortierengineering.com
 Services: Fire Suppression systems design, HVAC & Plumbing systems design, Energy Modeling, Commissioning & LEED consulting.

Frankfurt Short Bruza

733 Riva Ridge
 Edmond, OK 73025
 Phone: 405-921-1859
 Contact: Frank Gagliardi
 Email: ggagliardi@fsb-ae.com

Furman Insurance Agency

1314 E. Atlantic Blvd.
 Pompano Beach, Florida 33060
 Phone: 954-943-5050
 FAX: 954-590-9964
 Contact: Carlos Chinchilla

G. Tim Stone Consulting, LLC

117 Old Stage Rd.
 Essex Junction, VT 05452-2518
 Phone: 802-434-2968
 Contact: Tim Stone

Gagnon Engineering

2660 Daisy Rd.
 Woodbine, MD 21797.8126
 Phone: 301-461-6949
 Fax: 401-489-0140
 Contact: Robert Gagnon

**Global Fire Suppression
& Mechanical Products LLC**

10634 Grand Riviere Dr.
 Tampa, FL 33647
 Phone: 813-760-3860
 Contact: George Benitez

GoCAD, LLC

3168 Willow Springs Circle
 Venice, FL 34293
 Phone: 941-244-0252
 FAX: 888-234-4150
 Contact: Gus Olson

Gray A & E, P.S.C.

10 Quality Street
 Lexington, KY 40507-1450
 Phone: 513-405-4405
 Contact: Gus Olson
 Email: gus.olson@earthlink.net



Great Plains Fire Specialists, Inc.

106 S. 6th Street
 Plattsmouth, NE 68048
 Phone: 402-660-8167
 Email: jeremy@greatplains-fire.com
 Website: http://greatplains-fire.com

Contact: Jeremy Hadfield

Services: Great Plains Fire Specialists, Inc. provides fire sprinkler submittal & shop drawings prepared in 3D format using AutoSPRINK design program. Our team of NICET level certified designers with broad knowledge of all water-based fire sprinkler system types. We focus on design, material, and labor costs on both new construction and site surveys. Complete listing of all materials necessary to fabricate and install a system can be provided. 3D coordination is offered as well. Also, we provide property loss control consulting for facility owners and fire protection consulting for engineering firms.

GSM Fire Design

6101 Chickaloon Dr.
 McHenry, IL 60050
 Phone: 815-791-9100
 Website: www.gsmfdinc.com
 Contact: Gene Melnytschuk
 Email: gene@gsmfdinc.com

Hahn Engineering Inc.

3060 South Dale Mabry Hwy
 Tampa, FL 33629
 Phone: 813-831-8599
 Fax: 813-835-7046
 Email: http://hahneng.com
 Contact: Warren Hahn
 Email: wghahn@hahneng.com

Hakenwerth Fire Sprinkler Design

359 Shockdrake Ct.
 Wentzville, MO 63385
 Phone: 636-332-9578
 Fax: 636-327-8750
 Email: hfsdesign@centuryPhone.net
 Contact: Tony Hakenwerth, Owner
 Services: Fire sprinkler system design.

Hampton Fire Design, LLC

4950 NW 55th Ct.
 Tamarac, FL 33319-3287
 Phone: 954-994-6692
 Contact: Jim Hampton
 Email: hfdllc@outlook.com
 Service: Design, Hydraulic Calculation & Stocklisting of Water Based Fire Sprinkler Systems.

Harrington Group, Inc.

2400 Meadowbrook Pkwy #250
Duluth, GA 30096-4635
Phone: 770-564-3505
FAX: 770-564-3509
Website: www.hgi-fire.com
Contact: Diane Stone
Email: dstone@hgi-fire.com

Products/Services: Harrington Group, Inc. is an engineering design and consulting firm with offices in metro Atlanta, Georgia and Charlotte, North Carolina. Our firm specializes in Fire Protection Engineering, Forensic Engineering and Property Loss Control Consulting. Established in 1986, the firm has grown to become one of the largest and most experienced practices headquartered in the southeast region dedicated to these fire protection engineering specialties. Design & Consulting:

Design and consulting services vary widely according to the client's need, from a relatively simple sprinkler design to a highly specialized AFFF foam/water deluge or FM-200 gaseous fire extinguishing system. Sophisticated code analysis or computer fire modeling is often provided to satisfy a client's need. The primary objective of design and consulting is to provide cost-effective, reliable defenses against the threat of fire for life, property and business operations.

Hawk Fire Protection & Design, LLC

177 Jupiter Trail
Weatherford, TX 76088
Phone: 817-594-4454
FAX: 817-594-9775
Contact: Mark Davis
Email: hawkfire@uwmail.com

Services: Fire sprinkler system design services. NICET III certified and RME-G. Utilize HydraCAD and AutoSprink design software. Can provide drawings for BIM Coordination.

HCC & Associates, Inc.

PO Box 8085
West Grove, PA 19390-0885
Phone: 302-369-6901
Website: www.hccassoc.com
Contact: Hal Cohen

Henderson Engineers, Inc.

8345 Lenexa Drive Suite 300
Lenexa, KS 66214-1777
Website: www.hei-eng.com/
Phone: 913-742-5539
Contact: Mike Phillips
Email: mike.phillips@hendersonengineers.com

Honda North America

2400 Honda Parkway
Marysville, OH 43040
Phone: 937-498-5000
Contact: Rick Paulus

Honda North America

227 Rutherford Avenue
Delaware, OH 43015-1193
Phone: 937-644-7882
Contact: Brian Zyskowski
Email: brian_zyskowski@hna.honda.com

HR by the Hour

10836 County Road 2206
Tyler, Texas 75707
Website: www.rlwjobs.com
Contact: Robert Wilson
Email: rlw1@suddenlink.com

Hydro Fire Services

PO Box 130357
Tampa, Florida 33611
Phone: 813-442-6776
Contact: Charles Ben Toney

HYT Corporation

3498 Clayton Rd. Ste 101
Concord, California 94519
Phone: 925-681-2731 x12
FAX: 925-681-2733
Contact: Bret Tresidder

Icon Fire Systems Design

92-324 Pueonani Pl.
Kapolei, Hawaii 96707
Phone: 808-672-7214
FAX: 808-672-7214
Thomas Burtness, Owner

IFSC

6820 Green Hollow Way
Highland, Maryland 20777
Phone: 301-490-7803
FAX: 301-490-5607
Contact: Jaime Moncada
Email: jam@ifsc.us

International Code Consultants

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Sprinkler Industry to the Rescue Again

by Dave Lafond
New England Regional Manager

“It’s not what you know, it’s who you know.” So true.

While at the 15th anniversary commemorative event for The Station Nightclub Fire in West Warwick, Rhode Island, I had the chance to talk with many local and national leaders associated with saving lives from the consequences of fire.

As we all recall, this horrific event occurred on Thursday, February 20, 2003, killing 100 people and injuring 230. The fire was caused by pyrotechnics set off by the tour manager of the evening’s headlining band, Great White, which ignited plastic foam used as sound insulation in the walls and ceilings surrounding the stage. A fast-moving fire with intense black smoke engulfed the club in five and a half minutes. Video footage of the fire shows its ignition, rapid growth, the billowing smoke that quickly made escape impossible, and the exit blockage that further hindered evacuation. The toxic smoke, heat, and the resulting human crush toward the main exit resulted in these deaths and injuries. 132 people escaped uninjured. However, the emotional scarring is everlasting.

It was the fourth deadliest nightclub fire in U.S. history, and the second deadliest in New England, surpassed by the 1942 Coconut Grove Fire in Boston, which resulted in 492 deaths.

Prior to the formal speaking affair, **Amy Acton**, Executive Director of the Phoenix Society for Burn Survivors, was talking to me about the plight of Joe Kinan, who is trying his hardest to have fire sprinkler protection in the new home he is having built for his family.

Joe’s new home was well on its way, and the window of opportunity to include the sprinklers was closing rapidly due to financial banking and construction time table issues.



Amy Acton

This is Joe’s story as taken from his website:

“I’m Joe Kinan. On February 20th, 2003, while enjoying a rock concert with a girlfriend, Karla, at the Station Nightclub in Rhode Island, a special effects malfunction caused a fire to break out. Pyro-techniques on the stage ignited a curtain, and then instantly engulfed the ceiling and walls. The club had been sound proofed using petroleum-based foam, which was highly flammable.

The nightclub was way over capacity. Realizing quickly



what was going on I made my way from near the front row to the nearest exit. To protect Karla, I placed my leather vest over her.

Everyone quickly stampeded to the doors causing a wave of people pushing each other down and trampling one another. As we made it towards the exit people fell in front of me and then on top of me. Karla suffocated and did not survive, but she was not burned.

I was trapped and conscious throughout the entire ordeal. I could hear everything going on around me. The sounds of yelling were quite loud. Then it grew quieter and quieter. Then it was just me. Next, I heard the voice of a firefighter, “we’ve got one over here.”

I was placed on a stretcher and rushed to the nearest hospital. Once I awoke from my coma I immediately understood and accepted what was going on.

I spent the next 50 weeks in the hospital. Even after I was released for a few weeks, at the end of the day I would feel as if I needed to go home to the hospital. To this day it is one of the most comfortable and relaxing places for me.

To date I have had 122 tune-ups (surgeries) and counting. (Author’s note, he has had more surgeries since this story was published) I will continue to have surgeries for the rest of my life.

This experience has taught me I am a tenacious individual and I persevere each day.

I am building this website as an outlet to create awareness and let people know that it is possible to have everything you are familiar with and take for granted change in an instance. I have had to re-learn and figure out almost everything. When I think back on my definition of a bad

continued on page 70

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day prior to the catastrophe I realize how much we all take for granted.

I would like to raise understanding and compassion for burn survivors like myself.”

Since this story was first published, Joe met his future partner, Carrie, at a Phoenix Society World Burn Conference and the two have become inseparable and blessed with new life with their baby girl.



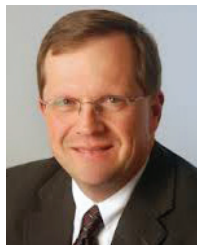
When the commemorative event was finished all attendees had their picture taken holding a fire sprinkler. Joe is the one in the picture holding his sprinkler higher than others. He has sunglasses and a top hat on.



After this I quickly went over and introduced myself to Joe's family including his beautiful little daughter who had a red plastic fire helmet full of fire sprinklers she had collected. So, you tell me, does Joe and his family deserve to have the most effective, efficient and fastest fire protection technology available today in his new home? You bet!

I and Bill Wian from Viking SupplyNet, talked about how we could get this project completed for the Kinans at no cost to them. My first call was to FM Global's **Gary Keith**.

Among other accomplishments, Gary is a Board Member of the Home Fire Sprinkler Coalition and very well versed on home fire



sprinkler protection and was aware of Joe Kinan and his life story. I asked Gary for help in lining up a sprinkler contractor to contribute labor for the installation. By the next day it was done. After a few emails and a couple of phone calls, Gary came through.

Michael Payton of Yankee Sprinkler was on board. He simply said to me, “Dave it's the right thing to do.” As luck would have it, Yankee Sprinkler is in East Bridgewater, Massachusetts and a short distance from Lakeville, where the Kinan's home is being built. In addition, Yankee Sprinkler has a great track record of sponsoring many area organizations with charitable contributions. Yankee Sprinkler understands giving back to where they live and work.

Next on the action item list was materials. A short phone call to NFSA President Shane Ray was all that was needed. NFSA member Prashant Kulkarni, who is the Director of Engineering and Site Leader of Building Technologies and Solutions for Johnson Controls in Cranston, Rhode Island, was on board and committed to providing all materials, including purchasing a home hydrant system.

“Nobody does it better than the Fire Sprinkler Industry.”

Next up was locating a sprinkler design professional. A call into Boston-NFSA Chapter member Paul Ramponi, Operations Manager for Johnson Controls in Canton, Massachusetts did the trick. Working with his Boston Chapter member, Nicole O'Connell, Fire Sprinkler Design IV, a CAD was developed, and a materials list generated. Bear in mind that all these folks from the sprinkler industry are extremely busy with other projects and to have them put this project as a priority is truly commendable.

Last call out for help was to NFSA member Ferguson Fire and Fabrication. Tom Holmes was the local contact in Massachusetts that put me in touch with past CT-NFSA Chapter Board member Brian Kaplan, who now works out of the Warrington, Pennsylvania office. Ferguson Fire and Fabrication would be supplying and delivering the tank and pump system to the home.

By way of history, I have been involved with other similar charitable projects and have always called NFSA member Gary Ike from TALCO Fire Systems in Portland, Oregon. Gary has never said no to providing his company's home hydrant system. This time, we had Johnson Controls providing for the purchase of the system and as Mike Payton has said earlier, “it's the right thing to do.” It was the right thing to do, to be able to give back something to Gary Ike and TALCO for their donations of many other units in the past five years. TALCO supplied the tank and pump system to Ferguson.

So, there you have it. “Nobody does it better than the Fire Sprinkler Industry.” Relationships and networking are critical and it's so important to keep them sustained and nurtured. •



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Eighth Time is the Charm

by Bill Webb

What happens when the third time is not the charm? I suppose it all depends on the issue and whether you have the fire in your belly to try, try again. Okay, enough of the clichés. Instead, I want to write about an important issue that faced the fire service back in 2003 and how a number of fire organizations remained committed to the issue until we finally prevailed 15 years later.

I have spent the last 33 years in Washington, D.C., working directly and indirectly with members of Congress. During that time, I have seldom seen them, and a constituency, remain committed to an issue for that long. That is, until Congressman Jim Langevin of Rhode Island introduced the Fire Sprinkler Incentive Act.

We all recall the tragic fire that occurred on February 20, 2003 at the Station Nightclub in West Warwick, Rhode Island. Over 500 people were crammed into the club to hear the Great White band perform. The pyrotechnics set off a fire that within two minutes turned the club into an inferno, claiming the lives of 100 victims and injuring many more. If only the Station Nightclub had automatic fire sprinklers. But it didn't.

Within 48 hours of the fire, representatives of various national fire service organizations convened a meeting to discuss the tragedy and how we could encourage members of Congress to take some action to prevent similar tragedies from occurring again. Codes and standards are implemented and enforced at the local and state levels, so we had to develop an idea that would fall under the federal purview. After much discussion, we decided on a proposal to establish an economic incentive that would allow businesses to retrofit their properties with automatic fire sprinklers. This idea was transformed into the Fire Sprinkler Incentive Act.

Congressman Jim Langevin didn't hesitate when we presented him the idea of the Fire Sprinkler Incentive Act; he immediately agreed to champion the legislation. The Station Nightclub was in his congressional district and many of the victims were his constituents.

For 15 years, Congressman Langevin and fire organizations worked together on this issue. When a new Congress was convened, the Congressman would reintroduce the measure and our organizations would once again search for co-sponsors. The bill was eventually introduced in eight different legislative sessions.

Major provisions of the Fire Sprinkler Incentive Act were included in the tax bill signed into law by the President in December. It will allow certain businesses to expense the cost of fire sprinkler systems to retrofit their structures. The National Fire Sprinkler Association (NFSA) deserves so much of the credit for keeping us in the fight, year after year. Now that Congress created the incentive,

we need to get the word out for businesses to take advantage of it; otherwise, our 15-year effort will be for naught.

NFSA has important information on their website explaining the incentives. I would encourage you to read the information and share it with businesses in your communities that would qualify. You can download these resources by visiting <https://nfsa.org/taxreform/>. On February 20, 2018, a remembrance ceremony was conducted at the Station Nightclub memorial to honor the victims and the survivors. For me, it was one of the most meaningful experiences in my career at CFSI as my peers and I were able to say to the families and friends of the victims who attended that we had not forgotten their losses, nor did we ever lose the will to keep fighting the battle on Capitol Hill until we prevailed.

Bill Webb is the Executive Director of the Congressional Fire Services Institute.



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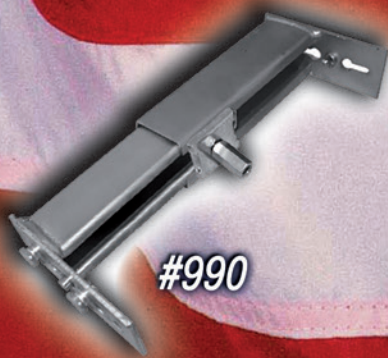
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“Life is a daring adventure or nothing at all” —Helen Keller

by Vince Powers,
NFSA's ITM Specialist



I am proud to say that I am the new Inspection, Testing, and Maintenance Specialist with the National Fire Sprinkler Association. I believe this will be a position that demands dedication and perseverance and I will do my dead level best to ensure that I complete all tasks with a great attitude and integrity. I have been in the fire protection industry for just over 20 years and have been involved in just about every area that this industry has to offer. After high school, I immediately joined the Navy as a Gunner's Mate. I began in the fire protection industry in 1998, where I was utilized in multiple departments assisting where I was needed, and eventually found my home in the Inspection Department. A few years later, I was promoted to Inspection Manager and continued to help the almost non-existent Inspection Department grow into a thriving and profitable department. I had an opportunity to move into sales, as well as start a Special Hazard Division. For the next six years, I remained in sales. I remained involved with the Inspection Department to some degree, usually providing training or technical assistance. I then moved back into a service and inspection management position which ultimately led me to this position with the NFSA. Some of my career highlights include current NICET certifications in Special Hazards, Fire Alarm, Inspection and Testing of Water-Based Sprinkler Systems, and Sprinkler Layout. I was also an instructor for third- and fourth-year sprinkler apprentices, and I assisted in writing and reviewing questions for NICET when transitioning from written to computer-based testing in all three levels of ITM and two levels of Special Hazards. I have thoroughly enjoyed my journey in this industry and now I am eager to start a new chapter where I hope to help others understand the importance and acceptance of sprinkler systems, specifically the importance of inspection, testing, and maintenance of these systems. •

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We are always on the lookout for fresh material of interest to the fire sprinkler industry. Article submissions from outside sources are always welcomed. Please see to page 60 for details.

Visit NFSA at Booth #2239



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Sharpen Your Pencils, Dust Off Your Cameras and Get Ready for Our **Member Takeover Issue!**

The September/October issue of *NFSM* debuts a new theme this year. It's our **Member Takeover** issue. That's right, this is your chance to contribute articles, opinions, photos and more! We'll feature our members from cover to cover,

and we're leaving the subject matter up to you.

Do you have a "fire story" to tell? Have you had a personal experience that drove you to join the fire sprinkler industry? What challenges are you facing in the industry? What has your company done to support and promote the life- and property-saving benefits of fire sprinklers? Done a side-by-side burn demo recently? We'd love to have the photos to use! Have a job that was especially rewarding or challenging? We'd love a little "show and tell". Do you have a great employee you'd like to showcase? This issue is the perfect opportunity for you to give "props" to those who are assets to your business.

We'd also like to feature our members in action on the cover. Send us high resolution jpegs that we can use that showcase what you do best. Don't miss this chance to connect with fellow NFSA members in an up close and personal way. We'd love a collection of all member types to feature, so come on SAMs, Manufacturers, Professionals and Subscribers, let's see what you've got and let's get it on the cover!

Advertisers, don't forget that this is also the reader survey issue. All advertisers in the issue will receive a customized report of

reader reaction to their ads. If you are on a limited advertising budget, this is the issue to get in on! If you've participated before, you know the worth and quality of the report you will receive. It's full of useful information, including how your ad stacks up to the competition. It's a great way to fine tune your message to the wants and needs of NFSM readers. Readers, please take the time to fill out the survey so our advertising members can deliver ads that you want to see.

Article submission guidelines are available on the back page of every issue of the magazine. *To get in on this great opportunity, please submit materials by July 9th.* Materials should be submitted to me at genadio@nfsa.org. Please do not imbed images in the email or in documents. Images should be sent as separate attachments, or, if a large file, through a file sharing service.

Please let me know if you have any questions at all. Team NFSA is especially excited about this great member opportunity. We're looking for participation from all of our members. The success of this issue will determine whether we make this a standard and repeat in coming years. We'd love to showcase our members in this way again!

Everyone and every company has a story to tell. Make this opportunity your way of personally connecting with fellow members. NFSA members are part of a large, extended family. Let's get to know each other in ways we haven't before. We look forward to hearing your stories! Thank you! •



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We hope you'll choose to support our Advocates' Coalition as we work to create Fire Safe Homes

Working together, we can create resources to educate those who make the decisions regarding community fire protection. Our goal is to be a go-to resource for community leaders who need a first-person account of the devastating impact fire can have on a community and a family. We can prevent future tragedies, and we believe that our stories help everyone understand in a way that makes a difference. Visit our website for additional resources and information. Order our Media Kit for a complete package of PSAs, media information, talking points, statistics and actual examples of resources used in communities. Your support is greatly appreciated, and as a non-profit 501(c)3 we are now ready to grow our mission and expand our efforts. We hope you'll support our team as an Advocate, Supporter or Corporate member (details on reverse side, along with form).

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Fire Sprinklers Save Lives



Did you see us on Fox & Friends and Good Moring America?



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WISCONSIN

NFSA President Shane Ray and Wisconsin State Coordinator Marty King Close Out Wisconsin Fire Chiefs Conference

NFSA President **Shane Ray** and State Coordinator **Marty King** had the opportunity to close out this year's Wisconsin Fire Chiefs Education Association's spring conference. The presentation started with an overview of Community Risk Reduction followed by information about fighting fires in fire sprinklered buildings. This presentation capped the three-day conference attended by fire chiefs from across Wisconsin.

Northwest

President Shane Ray to Join Puget Sound and Columbia-Willamette Chapters for Summer Dinner Meeting

The Puget Sound and Columbia-Willamette NFSA Chapters will welcome a visit from NFSA President **Shane Ray** for their annual summer dinner meeting in early June. Please contact Northwest Regional Manager **Suzanne Mayr** at mayr@nfsa.org for more information.



When **Casey the Fire Dog** visits an event, he posts a quiz on his Facebook page. Regional Manager **Suzanne Mayr** assists **Casey** with a video-tape answer to a question about fire sprinkler myths at the Oregon Fire Marshal Association training conference. **Casey** knows a bit about fire sprinklers—he and his handler, Eugene-Springfield Assistant Fire Marshal **Amy Linder**, are having fire sprinklers voluntarily installed in their home.

Maryland



inspectors and chapter members gather to witness the side-by-side burn demonstration, many for the first time.



President **Ray** takes a photo with the crew from Prince George's County, Maryland after they put out the fire.



Nearly one hundred attendees hear about NFPA 3 and 4 from NFPA's **Jacqueline Wilmot, P.E.**



The moment that water from the fire hose contacts the fire demonstrates the power of a fire left unchecked by fire sprinklers.

Rich Kozel leads a discussion with the inspectors before heading outside for the side-by-side burn. **Rich** has organized these training events on behalf of CRFSA as a benefit to inspectors and contractors alike.

National Fire Sprinkler Announces 4 New Team Members

The National Fire Sprinkler Association is proud to announce four new hires. The positions of Director of Operations, Director of Field Operations, ITM Specialist, and Field Service Coordinator have been filled.

“Building our team has been a priority within our Transition Management Plan and the relocation of our headquarters to Maryland,” explained Shane Ray, NFSA President. “Our NFSA team is focused on member service and supporting our vision, mission, and values. Each of these individuals will be great additions to Team NFSA.”

Director of Operations is Chief Dennis Wood, a Maryland native who joins NFSA from a career within the Prince Georges County Fire Department. Wood began work on April 2, 2018, at the headquarters location in Linthicum Heights.

Wood most recently served as the Deputy Fire Chief of the Emergency Services Command, retiring after 23 years of service. He has experiences in guiding operations, community risk reduction, capital improvement project management, budgeting, performance measurement, hiring and promotion processes, career development, hazardous materials, training and fire prevention and code enforcement.

His combination of experiences and education has led to being published in trade magazines and he has lectured extensively on many facets of emergency services at local, regional, state and national conferences.

Director of Field Operations is Chief Gary West, a Tennessee native who leaves his most recent post as Deputy Commissioner, Department of Commerce and Insurance for the State of Tennessee, serving as Tennessee State Fire Marshal. West also began work on April 2, 2018, with his home office in Tennessee being his primary station. However, West will travel nation-wide as the leader of the NFSA Field Operations team.

West brings many years of local, municipal, and state government experience to the role of Director of Field Operations which will prove valuable as he leads the NFSA personnel in Field Operations. These experiences span from local county and city issues, to state and national, which makes him the right person for this position. His experience with education focused on community risk reduction will be a perfect fit for the team, and his strong customer service skills combined with a strong work ethic will be an added bonus for those in the field serving NFSA members across the nation.

Our ITM Specialist is Vince Powers, who brings 20 years of experience with fire sprinkler contractors focused on inspection, testing and maintenance. Powers most recent work was with Castle Sprinkler and Alarm in Maryland.

Field Service Coordinator is Terin Hopkins, who brings over

35-years’ experience as a local Authority Having Jurisdiction (AHJ), most recently with Howard County Maryland Department of Fire & Rescue Services – Office of the Fire Marshal. Prior to that, Hopkins was with Prince George’s County Maryland Fire/EMS Department.

“As newly elected Chair of the NFSA Board, it’s exciting to see the momentum that this association is creating within the fire sprinkler industry,” added Kent Mezaros, NFSA Board Chair. *“The energy and the focus of the respective departments within NFSA are making a difference to members, and also helping us create not only a stronger industry, but a safer world.”* •



Larry Thau, NFSA Board Chair from 2014-2018 pauses along San Antonio’s Riverwalk with his wife Margaret. The San Antonio board meeting was his last as Chair, however, he will continue to serve on the board.

continued on page 83

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continued from page 00



A recent Capital Region Chapter Meeting featured a side-by-side burn. NFSA President Shane Ray narrated the burn, which saw the room with fire sprinklers have the fire contained with ease with one fire sprinkler... while the non-sprinklered side reached flashover in 3 minutes 30 seconds.



Saluting The Fire Chief



I am a strong supporter of home fire sprinklers as a critical component of protecting my family and others who visit our home. Residential fire sprinklers, combined with working smoke and carbon monoxide alarms, can give a person a lot of confidence that they have taken some important steps (from an engineering standpoint) to prevent a significant fire in their home, and to escape alive should a fire occur.

In 1999, Sheri and I decided to put our money where my mouth was regarding our feelings about home safety. We installed a fire sprinkler system in our new home in Mesa, Arizona – where I served as the Fire Chief for six years. I just couldn't reconcile the contradiction of being an official advocate for fire sprinklers whenever I, or the fire department, dealt with the public on fire safety...yet not live in a home that was equipped with fire sprinklers. Whenever I have been asked by the media, public officials, or even the general public, "if fire sprinklers are so important Chief, do you have them in your own home"? To this day, it is nice to be able to say, "yes...we do, and have for many years". Even when our daughter bought her first home, Sheri and I had a home fire sprinkler system installed during construction as a housewarming gift (2,900 square feet - \$3,100.00).



Fire Chief Dennis Compton

Having served as the Chairman of the Board of the National Fallen Firefighters Foundation (NFFF) for the past ten years, I have also been a vocal and visible advocate for the Sixteen

Life Safety Initiatives™ and the Everyone Goes Home Program™ while in that capacity. Initiative 14 addresses Public Education and Initiative 15 addresses Code Enforcement and Fire Sprinklers. Sheri and I have tried to lead by example when it comes to addressing these critical issues where we live. I can't tell you the number of times I've had the opportunity to explain the advantages of home fire sprinklers to visitors at my house simply because they looked up and saw them.

Fire sprinkler incentives are included in tax reform, visit nfsa.org for the latest info

Leading by Example..... #fastestwater in the house

We are proud to partner with the National Fallen Firefighters Foundation, and encourage all fire departments to embrace the 16 Firefighter Life Safety Initiatives. Pay special attention to Initiative #15 "Advocacy must be strengthened for the enforcement of codes and the installation of home fire sprinklers." For more information on NFFF visit firehero.org and join with us!

www.nfsa.org
#fastestwater

The National Fire Sprinkler Association is proud to partner with our nation's fire service. We continue to extend our special offer to the fire service – 6 months FREE membership (Subscriber membership category). We believe that partnerships that understand how we can help each other helps us make our communities safer and keep firefighters & citizens safe too! We want you to have the latest resources. Sign up today at nfsa.org.

Look for the Firehouse Ad icon in the bottom left hand corner on the home page.



Director of Outreach & Government Relations
Vickie Pritchett pritchett@nfsa.org
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Individual memberships are set forth in the by-laws as described below:

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ADDITIONAL COMMENTS/INFORMATION

Thank you for your support! Your continued support will help us expand our efforts to create a Fire Safe America, turning tragedy into advocacy. You are appreciated, we are glad to have you on our team! LOOK UP for safety... your life and the lives of your family could depend on it.

Viking Group Announces Reorganization of U.S. Sales and Business Development Functions

The Viking Group has announced a realignment of its Viking SupplyNet sales organization into three primary regions – East, Central, and West. With this reorganization, as well as the creation of a new Business Development team, the company is pleased to announce several staff changes, which are effective immediately.

The sales function for the new East region, which encompasses Viking SupplyNet’s previous Northeast and Southeast regions, will be directed by Randy Lane, who has been promoted to the role of Regional Sales Manager. With this move, Ted Collazo has assumed the position of Territory Sales Manager for North Florida.

Viking SupplyNet’s new Central region includes the former Midwest region, as well as Texas and Oklahoma. Tom Bowers, who has served as Viking SupplyNet’s Regional Sales Manager in the Midwest Region since 2004, will continue in this role and now manage the expanded Central Region.

Viking SupplyNet’s sales team in the West region, which remains unchanged, will continue to be managed by Jeff Hill, as Regional Sales Manager. With the sales reorganization, both Chris Sharp and Jeff Graham will continue to serve in pivotal sales roles for Viking SupplyNet.

Additionally, Viking has announced the formation of a new Business Development team, which will align with the reorganized sales regions. The new Business Development function, which will be managed by Martin Workman, will include James Dooley in the East region, Gregg Vlahakis in the West, and Ken Brown, who joined Viking in November 2017, in the Central region. Concurrent with these changes, Bryan Berkley has also been promoted to the role of Senior Technical Representative for the East region.

This reorganization of the company’s sales and business development functions will facilitate improved sales coverage and service for Viking SupplyNet customers and business partners across the United States, and effectively support the market growth anticipated in the coming months.

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

Engineered Corrosion Solutions, LLC and Potter Electric Signal Co., LLC Reach License Agreement

Engineered Corrosion Solutions and Potter Electric Signal Company announce a license agreement for Potter to practice the use of ECS patents 9,186,533 and 9,144,700, which disclose the use of a nitrogen generator with a vent on dry pipe and preaction fire sprinkler systems.

The nitrogen generator can be used in place of a conventional air compressor for pressurizing the piping network with nitrogen and

maintaining a “supervisory” or system pressure until the sprinkler system is actuated (e.g., by fire). The vent allows gas, in particular, oxygen, displaced by the nitrogen, to exit the piping network while maintaining the system pressure. The nitrogen generator combined with the vent removes trapped air and decreases the concentration of oxygen in the piping network to inhibit corrosion, including microbiologically influenced corrosion (“MIC”) and oxygen cell corrosion.

The agreement allows for Potter to practice the ECS Invention moving forward pursuant to a royalty-bearing license.

Tyco® EG-25 Sprinkler Guard from Johnson Controls is first listed guard to meet FM Global design guidelines

Johnson Controls announces that its Tyco® EG-25 Sprinkler Guard is the first FM-approved guard on the market to meet FM Global design guidelines and National Fire Protection Association (NFPA) requirements for using a listed guard in areas where sprinklers are exposed to potential damage.

The new sprinkler guard is designed for use with TYCO ESFR-25 pendent sprinklers. These sprinklers provide suppression load performance with ceiling-only fire protection for a wide variety of commodities and storage arrangements, enabling building owners to lease to the widest range of occupiers. When used in in-rack applications, such as the FM Global design guidelines, the ESFR-25 can be combined with the EG-25 guard to help protect the sprinkler from damage that is common to in-rack sprinklers.

The guard’s welded assembly is fabricated from carbon steel, providing protection from mechanical and/or physical damage, including the installation of rack storage sprinklers. The guard does not require any regularly scheduled maintenance; however, proper installation of the EG-25 should be verified during the annual visual inspection of the sprinkler.

To learn more about the EG-25 Sprinkler Guard and Tyco fire sprinkler solutions visit <http://www.tyco-fire.com/>. For questions or support, contact Tyco technical services at 1-800-381-9312.



CST Industries Advances Potable Water Tank and Fire Water Tank Inspections with New Remotely Operated Vehicle (ROV) Service

CST Industries, formerly Columbian TecTank®, has launched a new remotely operated vehicle (ROV) for potable water and fire water tank inspection service that offers clients the option of using

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ROV's to inspect their water tanks. Potable water tank inspections must be carried out periodically to mitigate health risks to municipal and industrial facilities that require their use. This NDT Visual Inspection Process is applicable to meet several industry standards including NFPA 25, as well as local and regional jurisdictional requirements and is the perfect solution for evaluating coating integrity and protecting the life of the tank.

Typically, water tanks are taken out of service to be emptied and inspected directly by personnel, a process which can be hazardous, costly and time consuming, and sometimes taking several days. CST's new service allows clients to instead utilize a sanitized ROV, which removes the need to drain and refill the tank, mitigates risks to personnel and can ensure that tanks are not removed out of service. When evidence of corrosion is detected, CST can make treatment recommendations, repairs and patch recoating or facilitate a complete tank refurbishment when needed. All data is backed by an inspection video and associated reports.

CST also offers turnkey repair and modification services along with customer OEM replacement parts providing a single-source service to its customers. CST has 125 years' experience in the tank industry, with experienced tank crews to service any bolted or welded tank world-wide.

Chicago Backflow Celebrates 25 Years

Chicago Backflow Inc. is a backflow testing, repair, and installation company in the Chicago metropolitan area, serving northern Illinois and northwest Indiana since 1993. This year, the company celebrate 25 years of backflow innovation, experience, and family-oriented service.

With the largest staff of licensed backflow inspectors, a certified backflow inspector is guaranteed to be close by and ready to assist you 24 hours a day, 7 days a week. Generally, when a backflow assembly malfunctions, it needs instant attention. If emergency service is required in the middle of the night, or over the weekend, rest assured Chicago Backflow will be available to assess the situation, quickly repair the problem, and get your home or business back up and running before you know it.

Chicago Backflow is dedicated to protecting your drinking water and serving all your backflow needs for many more years to come.

Johnson Controls Launches Autocall™ Brand of Fire Detection Systems

Johnson Controls introduces Autocall™, a brand of fire detection systems that combines advanced technology with proven performance to help ensure customers and their facilities are safe every day.

With a full range of control panels and the industry's latest addressable technology, Autocall systems are flexible enough to meet

the unique challenges of nearly any project. Powerful networking capabilities allow Autocall to take on projects ranging in size from a simple office building to complex, multi-facility campuses. The Autocall Truesite Workstation, a PC-based graphical command center, simplifies system monitoring and puts management of your entire system at your fingertips. Its high-resolution graphical display shows the locations of events on both a campus-wide map and individual building floor plans. All key features and functionality of the TrueSite Workstation are available on Apple or Android mobile devices with the Autocall Mobile Client app.

Autocall systems feature some of the latest and most advanced fire detection technology available today. Solutions like revolutionary self-testing, addressable notification appliances can help ensure your system is in peak operating condition while virtually eliminating disruption from notification appliance testing. Compact and highly efficient LED notification appliances meet the latest NFPA requirements and Autocall speakers have the clarity to get the message out during an emergency and play background music during normal operations.

The Autocall brand offers comprehensive training, along with easily accessible 24/7 technical and application support. Systems also meet local building codes, and Autocall control panels have all the necessary agency approvals.

Autocall products will be available for purchase and shipment through a network of highly qualified authorized distributors beginning January 2018. To learn more, visit www.autocall.com.

Redefining Sprinkler Installation: Victaulic FireLock™ IGS Style V9 Coupling

Victaulic's FireLock™ IGS Style V9 is the first FM-Approved and UL-Listed coupling to redefine sprinkler installation in exposed applications by connecting IGS grooved sprinkler heads and outlets. The combination of the Style V9 Coupling captured onto an IGS grooved end sprinkler provides superior out-of-the-box ease in sprinkler system installations and modifications for a wide variety of commodities and storage arrangements, including distribution centers and warehouses. The Style V9 is the first to standardize the 1" outlet since it can be used to connect sprinklers of any size. The innovative coupling has one-bolt, is captured onto the sprinkler and can be used in conjunction with 1" IGS No. 142 welded outlets, Style 922 Outlet-T's and Style 920N Mechanical-T outlets. The Style V9 incorporates Installation-Ready™ technology, enabling fitters to eliminate prep-work on the ground and the consumables like PTFE tape or thread sealant that go along with the installation process. Importantly, the Style V9 can be visually inspected to confirm proper installation by checking for metal pad-to-pad contact, eliminates stress and torque requirements on the sprinkler during installation and gets rid of sprinkler wrenches needed for each sprinkler style. •



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.



New England Region

DAVE LAFOND
Regional Manager

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

Editor's note: The following is an Op Ed piece by New England Regional Manger Dave Lafond, published on the MassLive website.

Fire sprinklers buy time and could save a life

Recently, a tragic fire in Springfield claimed the lives of three people, injured four others and left many others emotionally scarred. Unfortunately, tragic events like this happen every day, with a fire claiming the life of seven people each day across the United States. Fire does not discriminate and can strike at any time and in any type of home. Working smoke detectors and properly installed and maintained fire sprinklers can help prevent tragedies like these from occurring.

Fire sprinklers are the only known technology that could have prevented this tragedy. They are proven and there has never been a multiple fire fatality in a building that had a properly maintained and operating fire sprinkler system.

Fire spread is rapid and is intensified by modern furnishings, leaving very little time to escape a burning structure. In fact, we have three minutes or less to escape before flashover occurs. This was demonstrated once again by this recent heart-breaking event.

What disturbs me however are the comments from the Western Massachusetts Homebuilders and Remodelers Association, Interim Executive Director, Andrew Crane. In comments published by 22News, he speaks of "blocks that resist fire from shooting up gaps in walls between the sheetrock and the studs and multiple layers of floor systems then walls". He also states that "single family homeowners can get fire suppression systems installed, but at \$8,000 for the average home, it's costly. Those systems also need to be inspected annually." Please note that home fire sprinkler systems are not required to be inspected annually.

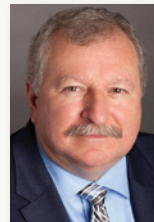
Fire blocks would not have made a difference in this fire, as it did flashover and extended out the second-floor window and up into the open hallway, as stated by the Springfield Fire Commissioner. If fire sprinklers were present, the outcome would have been changed.

I find it despicable that the Executive Director of the West Mass Homebuilders Association would use this horrific event to further the agenda of the National Association of Homebuilders. In some new homes it might cost \$8,000 for fire sprinklers. It depends on the size of the home. Mr. Crane is suggesting that it is too costly to install them, and therefore deciding for the new homeowner. If the cost was \$8,000, it is factored into the 30-year mortgage

and results in approximately less than \$25 per month. This is no different than any other upgrade such as hardwood floors, granite countertops or entertainment center rooms.

The national Institute on Money in State Politics has said that the housing industry spent more than \$517 million in state politics over the last decade to ensure fire sprinklers are not included in the State Building Code process. Further, the Joint Center for Housing Studies of Harvard University estimates the value of the home remodeling business in 2015 to be at \$340 billion. While it is unclear how much of this is attributed to rebuilding/remodeling after a fire, connect the dots and you will come to the same conclusion as me. Profit over lives. •

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New York Region

DOMINICK KASMAUSKAS
Regional Manager

NEW YORK

New York Governor's Desire to Raise New York State M/WBE

The construction industry in New York State is battling budget bills S7805A and A9805A Budget Part Q proposed by the governor to unrealistically raise the M/WBE goals to over 50% by using these budget bills. The present goals (22.75% by statute) are already circumvented by his executive action to be at least 30%.

A flawed 2016 Disparity Study is being used as evidence as the basis for this increase, yet the study does not prove its own case. With the volume of waivers presently being sought, it's obvious that there is not already 50% of the construction firms registered as M/WBE in New York State.

NFSA Regional Manager Dominick Kasmauskas is in communication with the NFSA Empire Chapter lobby group, the New York Fire Sprinkler Contractors' Assn., the New York City MCA Fire Sprinkler Council, and other construction related associations present in New York State, all in opposition to these Bills. The industry is certainly not against an M/WBE program or revising present statute. What is desired is open discussion with the State and the construction industry after a factual and transparent study is completed first. Then having realistic proposals and goals based on facts for any changes that may be needed for M/WBE in New York State.

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New York State Water-based Licensure Bills

S5684 and A2595 water-based fire protection contractor license bills are still in play, but as of this writing are on the back burner due to the annual budget process in Albany. S5684 recently moved to the Senate Finance Committee, but A2595 is still only “introduced” to the Assembly.

The NFSA Empire Chapter is in the planning stages for a Lobby Day in Albany for fire sprinkler representatives to “walk the halls” and meet their legislators. The Chapter lobby firm and the Chapter board will be arranging dates and key legislators to visit.

NFSA Empire Chapter Events

Stay tuned for info on attending and sponsorships for the Annual Empire Chapter Golf Outing, which is being planned for June in Putnam County.

The NFSA Empire Chapter’s Night with the Vendors and a Day at the Races is being planned for early August.

Putnam County Mechanical Licensing Board

NFSA Regional Manager Dominick Kasmauskas and the Putnam County Mechanical Licensing Board are discussing NICET language in the Board’s updated License requirements for installation of water-based fire protection systems. The targeted points that are being proposed are a NICET III in layout being on staff of

any installation contractor and a NICET II in inspections for any contractor performing ITM. Language was hammered out, but as of this writing there has not been a proposal to the county legislators to make the changes to the existing licensing requirements for fire protection installers.

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Mid-Atlantic Region

DELAWARE, NEW JERSEY, PENNSYLVANIA,

Pennsylvania State Water-based Licensure

HB 670 for the licensing of fire sprinkler contractors and inspectors is still in the Professional Licensure committee’s hands and NFSA Regional Manager Dominick Kasmauskas does not sense a lot of support by the chair or other legislators in taking this bill up any time soon to move out of committee. Kasmauskas noted, “several contractors agree we need licensure in the Commonwealth, but feel the language can be better”. Kasmauskas is seeking to develop a State Licensure Committee and prepare for the 2019-2020 session.

Pittsburgh Licensing Board

NFSA Regional Manager Dominick Kasmauskas was in attendance of a recent informational meeting along with several area fire sprinkler contractors and Local 542 to learn more about the city seeking to enact an “Installers License”. The proposal is for the installation company of “fire suppression systems” (it is water-based systems) will have to have a person in their employ who is a certificate holder of the ICC’s Fire Suppression Installer examination. All entities seem to be in support of this action, however the NFSA has some concern about the ease of the exam materials, the title being “fire suppression” rather than “fire sprinkler” or better yet, “water-based fire protection” installer, and certain editions of standards that are referenced including some incorrect years and missing water-based fire protection standards from the list. Administration of the exams by ICC will begin July 1 and the link to register or for more information is; <http://bit.ly/iccexam>.

NFSA Seminars in the Works

NFSA Regional Manager Dominick Kasmauskas has discussed arranging seminars in the Pittsburgh and Harrisburg areas with several members possibly for June as of this writing. Scheduled in the Pittsburgh area are the “NFPA 13, Chapter 8”, “Hydraulics”,

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and “Pumps for Fire Protection”. In Harrisburg are the NFSA seminars, “Introduction to Fire Sprinkler Systems, Fire Pumps, and Standpipes”, “Hydraulics”, and “Understanding, Applying, Enforcing NFPA25”. Visit NFSA.org for more information and to register by clicking on the Training & Events icon.

- August 28th, TBD, University of Maryland
- October 23rd, Lunch, TBD
- Tent. December 11th, TBD, TBD
- February 26th, 2019, 3-5 p.m. TBD

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Maryland Region

CALEB ARMBRUST
 Regional Manager

MARYLAND, VIRGINIA, WASHINGTON D.C.

Chapter Meetings and Training

The Capital Region Fire Sprinkler Association completed another successful training event for nearly one hundred fire marshals, fire inspectors, and other fire officials from all over the state. These events have been a remarkable success due to the leadership of Richard Kozel, Livingston Fire Protection, Terry Victor, Grinnell Fire Protection Solutions, and the Maryland State Fire Marshal, Chief Brian Geraci. The chapter sponsors lunch, and thanks to the generosity of a local AHJ, our meeting space is given free of charge. The topics of training vary and are not always explicitly sprinkler related, but the events have exciting potential to allow contractors and fire officials to enjoy a shared learning environment.

Following the training, the chapter met to discuss business, elect officers, and finalize the calendar for 2018/early 2019. We are grateful to our officers and committee chairs for 2018 which are:

- Chair: **Terry Victor**, *Grinnell Fire Protection Solutions*
 Vice Chair: **Robert Gagnon**, *Gagnon Engineering*
 Secretary: **Chris Hayward**, *Victaulic*
 Treasurer: **Dan Bentzen**, *EBL Engineering*
 Promotion & Public Awareness: **Terin Hopkins**, *Howard County*
 Membership: **Dennis Wech**, *JCI*
 Education & Training: **Rich Kozel**, *Livingston Fire Protection*
 Legislative, **Caleb Armbrust**, *NFSA*
 Finance: **Dance Bentzen**, *EBL Engineers*
 ITM: **Vince Powers**, *NFSA*

The meeting dates of the Capital Region Fire Sprinkler Association are:

- April 24th, 3-5 p.m. NFSA HQ with cookout to follow
- June 26th, 3-5 p.m. TBD



Southeast Region

WAYNE WAGGONER
 Regional Manager

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

City of Manchester, Tennessee Looks to Rescind Two Fire Code Appendices

The City of Manchester Board of Mayor and Aldermen reluctantly moved along a first reading pertaining to International Fire Codes appendices in hopes of coming to a compromise.

There were a lot of city officials involved in the conversation during the February 6th meeting.

Aldermen passed an ordinance sponsored by Vice Mayor Ryan French to amend city ordinance No. 1544 rescinding the adoption of appendices B and C of the 2012 edition of the International Fire Code (IFC).

Appendix B provides a tool for a governmental unit in establishing a policy for determining fire-flow requirements in accordance with IFC codes. Fire Chief George Chambers said the current policy is 1,500 gallons per minute for an hour when fighting a fire of a home.

Appendix C focuses on the location and spacing of fire hydrants in the area. Chambers said the current spacing is approximately 500 feet on average, but others want to change it to 1,000 feet.

“If you do away with the standards, you have no standards to follow,” Chambers said. “It puts my firefighters in more danger and I don’t think it is good for the city of Manchester.”

Chambers explained that if the minimum fire flow is not met, this will affect the Insurance Services Office (ISO) rating for the city of Manchester in the future. ISO was formed in 1971 as an advisory and rating organization for the property/casualty insurance industry to provide statistical and actuarial services, to develop insurance programs, and to assist insurance companies in meeting state-regulatory requirements. The fire chief said the rating for Manchester has gone from a 6 to a 3 rating over the years – the lower number is actually better.

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Health and Codes Director Jamie Sain said at the meeting that he has been bombarded by developers about the codes. Sain said he talked with area directors and their standard is 1,000 feet for the placement of fire hydrants. He also noted no other cities in the area have a 1,500 gallons per minute flow rate figure in their policies. Sain said the city is “above” what is required by state building codes. Engineer Scott St. John also weighed in with his concerns at the meeting. He also said there is a concern from developers because the 1,500 GPM figure (in appendix B) is different from other cities.

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Florida & Puerto Rico

LORRELL BUSH
Regional Manager

FLORIDA, PUERTO RICO

Florida Fire Sprinkler Association Kicked off 2018 with a Bang!



FFSA has conducted 12 training seminars across the state covering the topics of ITM, Pumps, Liability and more. FFSA has trained nearly 300 contractors, inspectors and AHJs. In addition to the individual training seminars, FFSA held the 2018 Spring Conference in Daytona Beach with speakers from around the country including Matt Klaus, Mark Fessenden, Wes Baker, Roland Asp, Top Myers and John Corso. Over 60 contractors attended the conference in Daytona Beach.

The training seminars would not be possible without the support received from the annual Buddy Dewar Golf and Skeet Classic. This year marked the 24th year of the tournament. The April event was met with record attendance. Nearly 250 golfers and 40 skeeters participated in the golf and skeet tournament, raising money to train AHJs across the state. This year's Champion of the Industry,



Top Myers was honored at the tournament for all the work that he has done for fire sprinkler contractors and AHJs across the state of Florida.



In addition to training, FFSA has been active working with legislative issues. The FFSA Board of Directors held a joint meeting with AFSA of Florida in Tallahassee. The meetings including walking the halls of the capitol and meeting with legislators to bring life-safety issues to the forefront. In April the FFSA Board of Directors held their second quarter meeting to discuss the progress made so far this year and identify issues for the future.

In an effort to continue to serve FFSA members, Area Interest Meetings (AIMS) were held in February. AIMS consisted of nine meetings throughout the state, attended by over 320 participants, including Contractors, Vendors and AHJs. George Stanley, NFSA's Russell P Fleming Technical Service Award winner, was the guest speaker and updated the participants on the changes in NFPA 13 and NFPA 25.



Besides investing in our members, FFSA also invests in public awareness. To date, FFSA has hosted eight side-by-side fire sprinkler demonstrations witnessed by hundreds of attendees. FFSA is committed to showing the benefits of fire sprinklers and educating the public on this issue.

With the first half of 2018 nearly behind us, we look forward to finishing the year strong! Look for upcoming opportunities to join FFSA in our mission to protect lives and property from fire through the widespread acceptance of the fire sprinkler concept!

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Great Lakes Region

RON RITCHEY
Field Service Coordinator

INDIANA, MICHIGAN, OHIO, WEST VIRGINIA,
KENTUCKY

Michigan Fire Inspectors Society to receive Side-by-Side Burn Trailer

NFSA Great Lakes Field Service Coordinator Ron Ritchey attended the Michigan Fire Inspector's Society (MFIS) annual conference in East Lansing on January 18, 2018 and joined in the MFIS Residential Code Committee Meeting.

This group of dedicated professionals are very proactive in educating the public on the life-saving benefits of residential sprinkler systems. During Ritchey's visit, the group requested a side-by-side burn trailer to assist them in their efforts. Ritchey submitted their request to NFSA President Shane Ray, who had previously scheduled a meeting with several Michigan contractor members in mid-February.

President Ray re-arranged his schedule, and Ritchey accompanied him as he met with MFIS Residential Sprinkler Coalition Chair Mike Evans at the Brighton Area Fire Department Headquarters on February 8th, where President Ray approved their request.

MFIS will be receiving their new side-by-side burn trailer to be delivered before the commemoration of the national Home Fire Sprinkler Day initiative on May 19, 2018, where they have scheduled 10 side-by-side burn demonstrations throughout the state.

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Illinois Region

BOB TINUCCI
State Coordinator

ILLINOIS

NFSA Illinois Chapter Legislation SB 2596 Amends the Illinois Fire Sprinkler Contractor Licensing Act

The NFSA Illinois Chapter has filed legislation to update and "raise the bar" of the current Fire Sprinkler Licensing Act.

The original Act was enacted in 2003. Here are the proposed changes currently under consideration:

License Type: / 225 ILCS 317/10

Proposed two license categories; Fire Sprinkler Contractor & Fire Pump Testing Contractor

The current Act (1-3-03) provides for one type of license category for both fire sprinkler contractors and fire pump contractors. The original Act creating a "one shoe fits all" type license is not appropriate. Fire sprinkler contractors design, install, repair, maintain and test fire sprinkler systems. Fire pump contractors install, repair and maintain fire pumps. Each contractor's scope of work is uniquely different and requires qualifications and training unique to these disciplines
Note: The scope of work for each type contractor is defined within the amendment language

Supervision (clarified definition) / 225 ILCS 317/10

Clarifies that the "designated certified person" oversees the preparation of fire protection system layout documents (design) and sizing of piping. It removes the requirement to manage the actual installation of the fire sprinkler system.

Designated Certified Person: (DCP) / 225 ILCS 317/20 Sec. 20

The amended language clarifies the minimum qualifications for this position and limits the DCP to one employer.

Inspection & Testing Minimum Qualifications / 225 ILCS 317/30

Par. f

The amended language enhances the minimum qualifications (raises the bar) from the current NICET level II Certification to a NICET III Certification by January 1, 2021. This enhanced level of certification provides for the necessary experience and training to perform the inspection & testing of fire sprinkler systems or fire pumps.

Par. g

Amended language clarifies the minimum qualifications to perform fire pump testing

Grandfather clause / 225 ILCS/120

The current Act when enacted (1-3-03) provided for existing fire sprinkler contractors to renew their license if they had prior experience of 3-years and did not require a "designated certified person". They referred to a "responsible managing employee" in lieu of a designated certified person. This initial grandfather clause did not have a sundown date. The 3-years prior experience as a fire sprinkler contractor does not meet minimum qualifications to install these life safety systems.

Note: All subsequent fire sprinkler contractors are held to a higher standard to obtain or renew their fire sprinkler contrac-

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tor license. This amended language simply sets a minimum qualification and levels the playing field for all fire sprinkler contractors.

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Wisconsin Region



MARTY KING
State Coordinator

WISCONSIN

Hartford, Wisconsin Apartment Building Fire Extinguished by Single Fire Sprinkler

A 12-unit apartment building in Hartford, Wisconsin was the scene of a cooking fire. A resident was heating cooking oil in steel pot on a cooktop and answered her cell phone, went to her vehicle

in the garage to gather information needed for the call. When she returned, she thought less than 4 minutes, she saw flames and called 911. While she was speaking to the dispatcher, one single sprinkler head was activated, before the hard-wired detectors in the unit had a chance to activate and put out the fire. All residents of the building were safe. No injuries were reported.

"We in Wisconsin are fighting the Attorney General opinion that moves the model code requirement for fire sprinklers from three units and over to 21 units and over. Sprinkler saves show the science behind fire sprinklers as a solution to poor fire protection practices. This Engineering/Technology prevention strategy is one of the 5 Es of risk reduction," Marty King, Wisconsin State Coordinator.

Burn Center Golf Invitational Reaches 30 Anniversary

The Burn Center Golf Invitational (BCGI) was created by members of the fire sprinkler industry over 30 years ago, during the 1987 NFSA Conference by Gregg Huennekens, Dave Malek, and Terry and Kay Luedke (All current NFSA Members). That year they donated \$19,000 to the St. Mary's Regional Burn Center.

Over the past 29 years, the BCGI has donated over \$2.3 million, benefitting Ascension Columbia St. Mary's Regional Burn Center and the Camp for Burn-Injured Youth. The fire sprinkler industry leads the way in burn prevention and burn survivor support systems. This is accomplished through the promotion of fire safety, burn prevention, and public safety education.

We will celebrate the 30th Anniversary on August 27, 2018 at the Grand Geneva Resort and Spa in Lake Geneva, Wisconsin. Sponsorships are available, please contact Marty King for further information.

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Minnesota Region



TOM BRACE
State Coordinator

MINNESOTA

Minnesota Chapter Reps NFSA at Home and Garden Show

NFSA's Minnesota Chapter had a booth at the Minneapolis Home and Garden Show 2018. This event covered two weekends; March 30-April 1 and April 6-April 8. NFSA members and members of the Minnesota Fire Service worked together to interact with the public. One of our members built a display showing how a

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sprinkler head works. In an enclosed case, we placed a little plastic duck. As a result, small children rush over to the case to see the duck and their parents are right behind them. Kevin Olsen also contributed a display of sprinkler heads over time that let the public see how long sprinklers have been part of our fire protection efforts.

The Annual State Fire Marshal Conference was between these two weekend activities with about 200-225 attendees, the chapter had booth there as well. It was a busy time to meet the Minnesota Fire Officials and related services. We are grateful to State Fire Marshal Bruce West, who has been a strong supporter of sprinklers.

The ability to meet and talk with the general public at the Home and Garden Show is critical to building a rapport between our industry and the general public. Minnesota State Coordinator Tom Brace commented, “I have been amazed at how informed some people are on sprinklers and also the misinformation some people believe. Clearly, we have our work cut out to educate our citizens. I always come away from these events with respect for the work Vickie Pritchett and her team does.”

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Missouri Region

MISSOURI

Fire Chief Cites Difference Sprinklers Would Have Made in Bolivar, Missouri Home Center Fire

Bolivar City Fire Department Chief Jim Ludden said an electrical fire started in an air conditioning wall unit on the west side of a home center. Ludden said no one was inside when the fire broke out.

Crews responded to the scene at around 6:30 p.m. By 7:20, Ludden said crews had “extinguished” the fire and were “working on ventilation and salvage.”

Ludden said the timing was essential. If the fire would have gone another five minutes, it would have potentially involved the entire block, he said, because it was close to igniting the original wood trusses.

He said a fire sprinkler system could have “contained (the fire) more quickly than us getting here. For an occupancy such as this, (a fire sprinkler system) would be ideal.”

Central Region

IOWA, KANSAS

Fire Sprinkler System Credited with Preventing Fire From Spreading in Clearfield, Iowa Nursing Home

On March 8th, firefighters from four area departments responded to a fire at the Clearview Homes Nursing Facility. Clearfield Assistant Fire Chief Clifford Briggs tells KMA News the fire was reported shortly before 6:15 a.m.

Up to 40 residents were in the nursing home at the time of the fire. Clearfield Assistant Fire Chief Clifford Briggs stated that the fire was located in a resident’s room inside the facility’s western portion.

“All the residents had made it out at this time,” he said. “They made it out prior to us even making entry. Once we did an overhaul of the room, we found an area that was on fire. We pulled the ceiling down out of the resident room and extinguished all flames.”

Briggs credits the home’s sprinkler system for preventing the fire’s spread. No injuries were reported.

South Central Region



CYNTHIA GIEDRAITIS
 Regional Manager

ARKANSAS, LOUISIANA, OKLAHOMA, TEXAS

May-July 2018 South Central Events

- DALLAS** – Dfw Airport Station 6
- May 22 – Hydraulics
- May 23 – Rough & Final Inspections
- May 24 – Understanding, Enforcing and Applying NFPA 25

- HOUSTON** – South Shore Harbor Resort, League City, Tx
- June 7-10, 2018 – FSCATX Skins & Fins

- DALLAS** – Uncle Bucks, Grapevine Tx
- July 11, 2018 – NFSA North Texas Chapter Meeting: High Rise Issues & Answers

2018 South Central Legislation

The 2018 Oklahoma and Louisiana State Legislative Sessions have both included regulatory bills that would affect Fire Sprinkler Contractors. NFSA National and Regional Teams are working to pro-actively protect the fire sprinkler industry.

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Oklahoma SB 1525 proposed to remove all fire sprinkler licensing in Oklahoma. This bill was successfully opposed by NFSA, the Oklahoma Fire Sprinkler Contractors; the Oklahoma Fire Marshal's Association and the Oklahoma Burglar and Fire Alarms Association.

Louisiana HB 653 seeks to expand fire sprinkler & fire alarm licensing to include licensing, inspection, and certification of conveyance devices and their mechanics and inspectors. Conveyance Devices include Hoisting & lowering mechanisms like elevators, platform lifts and stairway chairs; power driven walkways, escalators, etc.

NFSA is continuing to be involved in all state and national legislation.

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Great Plains Region

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

Fire Sprinkler System Extinguishes Fire at Colorado Shopping Mall

The sprinkler system extinguished a small fire inside Park Meadows Mall in Lone Tree, Colorado.

Officials from South Metro Fire Rescue said the fire was contained to a storage room in a back hall. The food court was closed and evacuated while crews made sure everything was safe. The rest of the mall remained open.

The food court was reopened after firefighters gave the all clear. No injuries were reported and damage was kept at a minimum.

Fire Sprinkler System Contains Sioux Falls, South Dakota Apartment Fire

On March 12th, the Sioux Falls, South Dakota Fire Department reported a fire in a third-floor unit of an apartment building. The building was evacuated.

Firefighters who entered the apartment where the fire started found a person inside in need of help. The person was taken to the hospital with undisclosed injuries. No one else was hurt.

The building's sprinkler system contained the fire to the room of origin, preventing further injuries and damage.

Southwest Region



BRUCE LECAIR
Associate Director of Regional
Operations - WEST

CALIFORNIA, HAWAII, NEW MEXICO,
NEVADA, ARIZONA

NFSA Southwest Chapters Announce Meeting Schedules

The Southwest NFSA Chapters met in March in Phoenix, Arizona, and in Pleasanton, California. Both meetings featured lively exchanges on local issues affecting the fire sprinkler industry and both were well attended and informational.

The Arizona State Chapter will hold their meetings at the Phoenix Fire Department Headquarters at 150 S. 12th Street in Phoenix, Arizona with, meetings on May 15th, July 10th, September 11th, and concluding the 2018 schedule on November 13th.

The San Francisco Bay Area Chapter will hold their meetings on May 24th, July 26th and September 27th. The location has not been set.

The Los Angeles Area Chapter meeting have been set for June 21st, and August 16th, due to the Fire Sprinkler Contractor's Association Golf Event in October.

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Northwest Region



SUZANNE MAYR
Regional Manager

ALASKA, IDAHO, MONTANA, OREGON,
WASHINGTON

News from Around the Region

- The Washington and Oregon Residential Coalitions presented a session at the American Water Works Association Pacific Northwest Section conference in April. It was a great opportunity to not only present key fire sprinkler messages to this important group, but to also ask water purveyors about their current practices relating to residential fire sprinkler systems. This valuable input will help frame coalition efforts.
- The Oregon Residential Fire Sprinkler Coalition has been working to improve media portrayals of fire sprinkler saves.

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LETTERS

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The coalition presented fire sprinkler talking points and conducted a side-by-side burn at the state's public educator conference; the coalition continues to provide education to stakeholder groups.

- The Fire Sprinkler Advisory Board of Puget Sound billboard campaign promoting fire sprinklers ran this spring. The billboards emphasized the many reasons to install fire sprinklers.



- The Washington Coalition is working on strategic planning to focus efforts and re-engage stakeholders.
- The Two-Week Technician Layout class in the SeaTac area was rescheduled for October.
- At press time, the state of Idaho was considering passing a bill to limit the ability of local jurisdictions to amend the state building code. Watch the Northwest Regional Report for a current update.
- The code adoption process continues in Washington, Oregon and Alaska. If you have input or concerns, please contact Regional Manager Suzanne Mayr. •

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NFSA's Regional Manager / Northwest
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P.O. Box 7328, Tacoma, WA 98417
phone: 253.208.8467



TO LORRELL BUSH:

Dear Ms. Bush:

I would like to thank you and the Florida Fire Sprinkler Association for maintaining and coordinating the use of the side-by-side burn demonstration trailer for our Open House on February 3, 2018.

The demonstration provided a dramatic visual effect for our citizens on the speed of fire development and the value of fire sprinkler protection. We plan on contacting your association and facilitating more of these programs in the future.

It is gratifying to have the participation of our fire- and life-safety partners in our events.

Sincerely,
Kimberly Neisler, Fire Chief
Maitland Fire Rescue Department
Maitland, Florida

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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-rez 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:

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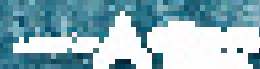


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