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ON THE COVER

NFSA President Shane Ray (I.) and Chair Larry Thau (r.) congratulate this year's Golden Sprinkler Award recipient Jack Thacker of Shambaugh & Son.

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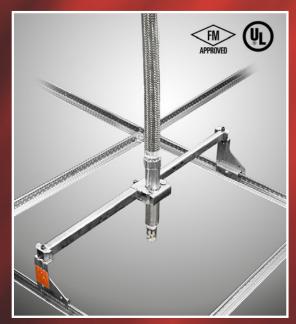
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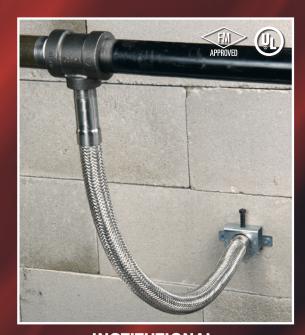
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EVENTS OF INTEREST TO NFSA MEMBERS

July 18

Inspection and Testing for the Fire Sprinkler Industry

Poughkeepsie, NY

July 27

Fire Sprinkler Installation Medford, OR

July 31

Layout and Design Two Week Class Denver, CO

August 1

Sprinkler System Plan Review Lake Oswego, OR

August 3

Rough and Final Inspections

Lake Oswego, OR

August 14

Layout Technician Training - Blended Learning

IN-CLASS PRACTICUM Richmond, KY

August 29

Understanding, Applying and Enforcing NFPA 25

Bentonville, AR

August 30

Pumps for Fire Protection Bentonville, AR

September 19

Fire Sprinkler Installation Corpus Christi, TX

September 20

Introduction to Fire Sprinklers, Standpipes and Fire Pumps Corpus Christi, TX

September 21

Rough and Final Inspections Corpus Christi, TX

October 24

Sprinkler System Plan Review Brighton, MI

October 26

Understanding, Applying and Enforcing NFPA 13 Brighton, MI

Visit www.nfsa.org/TrainingEvents for more information and to register for these seminars.





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Reliable

From the President's Desk

Shane Ray

The Synergy of Cause

he strength of our great association is within the prosperity and motivation of our members, the capability of our staff and the purity of our mission. The 2017 Annual Seminar and North American Fire Sprinkler Expo was evidence that the National Fire Sprinkler Association is strong and growing stronger everyday.

First day conference presentations had record attendance for technical classes, with some of the key technical instructors in the industry sharing cutting-edge technology, information and policy that can improve the fire sprinkler industry or have impact on our industry. Our first "Tailgate Training", held with our members training and displaying trailers in the parking lot, was a great way to show the mobile resources available to our industry. The focal point was NFSA's new side-by-side live fire demonstration/training trailer that demonstrates how fast fire grows inside the



home and how effective fire sprinklers are in containing fire. The value of this unit in educating citizens on the need for smoke alarms, fire sprinklers and firefighters is tremendous. Upon the completion of the demonstration and training, citizens and firefighter awareness is greatly increased. As many of you know, most have never witnessed new furniture burn and/or a fire sprinkler operate. Recently, we also learned that many people within the industry have never witnessed a side-by-side burn demo!

who said the networking at the conference was tremendous."

The "big room" sessions with world-renowned speakers were more action-"The feedback that made me packed than ever before. Chairman Larry Thau kicked off the sessions over the three days by reminding us where we have been and where we are going. Drs. happiest is all the members Kevin and Jackie Freiberg motivated us by reminding us of our cause and purpose. Their presentation took on a personalized feel, as they used some of our members as examples where NFSA's efforts to fulfill its mission are working (Fire Sprinklers Buy Time... Time Buys Life). Chief Billy Goldfeder pumped us up by giving us the stark reality of the impact of fire on citizens and firefighters in buildings without fire sprinklers. On the final day, Jack Stack shared the "Great

> Game of Business" with us to let us know that growth in our companies is not only possible, but probable, with great leaders and transparent systems.

> The Expo Hall was packed daily. As I visited members I was pleased to hear that the amount of contact and interaction was superb. More than one vendor described it as the "best quality contacts ever." It is humbling to know that this event delivered a record number of vendors and number of attendees. I pledge to our members that we will continue to enhance and improve our member experience at our conferences and expos. We recognize the value of the networking and knowledge exchange that occurs when we gather.

> The feedback that made me happiest is all the members who said the networking at the conference was tremendous. It was great to catch up with members whom they hadn't seen in years, as well as members they work with frequently. Our Contractors Forum was a great dialogue session between NFSA and CASA Contractor members as to current events in the industry in the U.S. and Canada.

> The capstone of the North American Fire Sprinkler Expo was the Annual Awards Banquet. This was an eloquent evening that honored those who have, and are, giving so much to the fire sprinkler industry. The induction of six new members into the Fire Sprinkler Hall of Fame has inspired us to provide a prominent place at NFSA headquarters to honor their commitments. It was an honor to issue the Presidents' Award to Tim Sendelbach, Editor in Chief of Firehouse Magazine, for his commitment to transition in the fire service. Former California State Fire Marshal Tonya Hoover received NFSA's Leadership in Public Safety Award for her commitment to the codes process. Also, while under her stewardship, California became the first state to adopt the IRC with residential fire sprinklers included. It is also necessary to congratulate Chief Hoover as the newly appointed Superintendent of the National Fire Academy. It was an honor to

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From the **President's Desk**

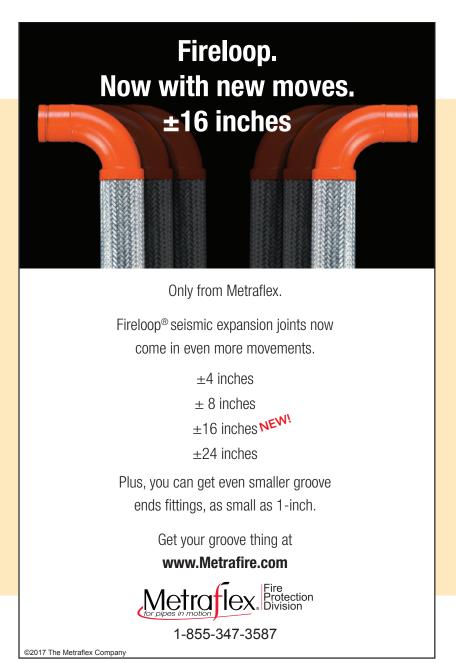
Shane Ray

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see Wayne Gey receive the inaugural Gey Advocacy Award for his vision and leadership to both NFSA and Common Voices over the years.

NFSA's highest awards went to great members with many years of dedicated service to improving the fire sprinkler industry. Both of these award recipients serve on the Board of Directors and the Engineering and Standards Committee. The Russell P. Fleming Technical Service Award was presented to Terry Victor, who humbly accepted the award with a grateful heart. The Golden Sprinkler Award was presented to Jack Thacker, who gave credit to NFSA and its members for much of his success.

Thank you for the positive synergy within NFSA and all you do for this great industry that has a cause and a pure mission. We will continually improve our service to our members. We are now working on an invigorated and improved Business and Leadership Conference, which we hope you plan to join us at, in Ft. Lauderdale, Florida in 2018. Stay tuned for details! •



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From the Chairman's Desk Larry Thau

The Big Picture May Be Bigger Than We Thought...

rior to and during the recent NFSA Annual Seminar and North American Fire Sprinkler Expo, we all had the opportunity to hear about NFSA's strategic agenda as well as having our "cause" elegantly defined by the Freibergs on our opening day. The protection of lives and property has been a visible cause of ours for as long as we've existed, but another category of causes also needs to be part of our thought process. The minimization of business disruption, the expenses of post fire medical care and the effects on the lives of our first responders are certainly just as noteworthy, necessary and noble. Thanks to the Freibergs, Chief Billy Goldfeder, Joanne Banfield, Chief Tim Sendelbach and the members of the Las Vegas Fire service, our understanding of a completely new set of these avoidable hazards was realized.



Today's fires burn hotter, move faster and produce higher levels of inhalable toxins in structures which are often less durable to the effects of fire. As building designs seek to make more efficient use of materials, they also tend to inadvertently reduce fire durability. Also, many substances used as fire retardants have recently

"It's just plain good business to install a fire sprinkler system." been found to have adverse health effects. The resulting combination has produced a greater level of human consequences which have been largely undercounted since the traditional measure has been fatalities. The long-term consequences to firefighters from inhaled carcinogens, the additional costs incurred by those injured in fires, and the physical and economic toll borne by our medical professionals and their organizations have not been a visible part of our calculus in the value of fire sprinkler systems. If we include the effects on family members, the story only gets more compelling.

Now, the remaining question is, "what other consequences have we missed"? I think the operative word here is "consequences." If we add "financial" to that word, we have what may be one of the most compelling arguments of all. "It's just plain good business to install a fire sprinkler system".

If you're reading this and are a part of this industry, you are, perhaps unwittingly, part of the "Risk Business". We know there's a real risk of fire, we know what the economic loss will be if one occurs and we know what to do to minimize its likelihood. Yet, we frequently find ourselves having to defend our existence to others. Some businesses, like hotels, casinos and the data center industry have sophisticated models which tell them the hourly rate of dollars lost by inaccessible guest rooms, slot machines or data servers. Coincidentally, they're among our most loyal customers. For the larger pool of businesses, most of their knowledge of fire sprinkler systems is related to the additional costs incurred when these systems are mandated by codes. By not seeing our systems as a positive and necessary part of their business, proper maintenance, occupancy updates and even activation are often ignored.

Perhaps some of our potentially strongest allies are the members of the insurance industry. They ultimately write the checks for all the tragic events I've referenced. Hence, they are a future resource for providing an accurate picture of the avoidable expense of inadequate fire protection. They know that a fire sprinkler system is an active solution to the risk of fire. Active, because it requires no human interaction to do its job. Smoke detectors and alarm devices are passive protection, because without human intervention, the fire progresses unabated while the noise of these systems continues without consequences. They also know of the direct costs of a fire event, as well as the indirect costs. Inventory can be replaced and buildings can be repaired but the consequences of business interruption in this time of zero tolerance for poor customer service can permanently harm a business. In the words of NFSA President Shane Ray, "You can always dry things out, but you can't unburn them".

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From the Chairman's Desk

Larry Thau

Their pragmatic and largely unemotional accounting after a fire event has enabled a few insurance companies to share the overall value of installing fire sprinkler systems. The estimates are very compelling. For the direct costs of fire damage alone, an unsprinklered structure will sustain 6-10 times as much financial damage as one which is sprinklered. NFSA will be using this data in the future (coupled with estimated indirect and continuing costs) to statistically and robustly support why fire sprinkler systems are not just the right thing to do, but a responsible business decision.

I am confident that as we dispel the myths about fire sprinklers and properly substantiate their health, environmental and economic benefits, they will become recognized as the essential part of construction and building stewardship.



Let's stay in touch! Are you aware that NFSA is very active on today's social networks? We believe that if you want to change public opinion, you've got to be a part of it. Join us, visit us, email us, facebook us and you'll get updates on what's going on in our industry, breaking news from across the country and , best of all, the chance to network with not only your industry peers, but the American public as well







search: National Fire Sprinkler Association in "Groups"







CONTRACTOR'S CUE

Exaggerating a Mechanic's Lien

(Editor's Note: Stuart Zisholtz comments on New York State Law)

Exaggeration of a Mechanic's Lien has very serious consequences. For example, there is a claim for about \$500,000 between the contractor and the owner in a direct relationship. The owner in a so-called settlement meeting, and with a straight face, offered \$10,000. The contractor went berserk! He wanted to lien the job for \$500,000. However, portions of the \$500,000 were lienable and portions were questionable.

To lien the job for \$500,000 and get hit with a claim for exaggeration of a lien would be counter-productive. The lien was filed for the lienable amount and a breach of contract claim was instituted for the rest. This slammed the door shut to any possible claim for exaggeration of the lien.

The penalty for exaggeration of a lien is the reduction of the amount awarded by the amount of the exaggeration. If you have a lien for \$100,000 that is willfully exaggerated and you are awarded \$70,000, the \$30,000 spread is reduced from the \$70,000 and your recovery is \$40,000. From that, you are charged legal fees which could be \$25,000 and you may wind up with \$15,000. Similarly, if you have a lien for \$100,000 and it is exaggerated by \$60,000, that \$60,000 will be deducted from the \$40,000 and you will owe the owner \$20,000 plus legal expenses!

The penalty for exaggeration, therefore, is very severe and must be avoided at all costs. This does not mean, however, that failure to prove the full value of your lien is a willful exaggeration, but that is for another article.

Never let your lien time run out!

For a free copy of a pamphlet pertaining to payment bond claims and mechanic's liens, please contact Stuart Zisholtz at Zisholtz & Zisholtz, LLP, 170 Old Country Rd. Suite 300, Mineola, NY 11501 tel: 516.741.2200 fax: 516.746.1024

Six Benefits of Using Inventory Management Software

by Leo Eigenberg

Inventory management software can help a business in a variety of different ways, such as helping to grow revenues, make better decisions and save time. This type of software can make your business more efficient than competitors that continue to rely on manual tracking methods. Here a few of the benefits related to using inventory management software:

Make Better Buying Decisions

With the ability to easily access data like inventory levels, product performance and profit margins, it is possible to make the best buying decision for increased sales and profits. Also, it is possible to make immediate changes to information stored in any shop register connected to the software.

Real-time Inventory

Most management tools seamlessly link with EDI and e-commerce systems to make it really easy to constantly update inventory data. With quick access to revenue and profit measures the person in charge of buying stock can benefit from improved supply chain and operational efficiency.

Streamlined Inventory

The ability to track inventory is highly versatile, with the option to use a wide range of devices, such as a dedicated bar¬code scanner, tablets and smart phones. Also, the business with two or more outlets is often able to track all sites using one central dashboard.

Lower Running Costs

You have the option to quickly see the volume of stock that is either waiting to be stocked or already on shelves.

Recognize Shrinkage

It is possible to minimize the time and effort invested in searching for lost or mislaid stock. Also, it helps to keep an eye out of stock that goes missing faster than expected, which may be an indication of employee theft.

Integrate Accounts

A further benefit of this type of software is the ability to integrate with accounting to make it more efficient and complete most tasks in a single package. This means a single tool can be used to not only manage the supply chain, but also help to monitor taxes, audit sales, track deposits and payroll.

Overall, the inventory management software is a useful addition to a wide range of businesses to give complete freedom to identify opportunities, visualize trends and easily track stock in one or more locations.•

Article Source: https://EzineArticles.com/expert/Leo_Eigenberg/1776992

NFSA Training and Education -A Global Resource and Collaborator

by James D. Lake, NFSA's Director of Training



"To protect lives and property from fire through the widespread acceptance of the fire sprinkler concept." The NFSA Mission Statement

Reading the NFSA Mission Statement, it becomes obvious why one of the primary functions of NFSA is training and education. "Acceptance" comes from understanding, understanding comes from learning, learning comes from acquiring knowledge

and/or a skill through interaction with information or experience. While NFSA continues to be a leader in the development and delivery of fire sprinkler training and learning experiences within the United States, our programs have become a recognized brand outside of the U.S. as well. As a result, NFSA is recognized by fire sprinkler organizations and companies around the world as a resource and collaborator in the development and delivery of fire sprinkler training. One need only look at the registration list for the recent North American Fire Sprinkler Expo to see the connection NFSA has with organizations and companies around the world.

Looking back, NFSA has a decades long history of international training. We have conducted training through our connection with the International Fire Sprinkler Association (IFSA) and through our relationships built individually with fire sprinkler associations in other countries, such as the Canadian Automatic Sprinkler Association (CASA), the Asociación Mexicano de Rociadores Automáticos Contra Incendios (AMRACI) in Mexico, the Asociación Nacional de Sistemas de Rociadores Automáticos Contra Incendios (ANRACI) in Colombia and the Associação Brasileira de Sprinklers (ABSpk) in Brazil.

Through these relationships, NFSA seminars have been delivered in Canada, Brazil, Colombia and Mexico. Other training has been delivered under individual contracts in Sweden, Argentina, Saudi Arabia, Dubai, and Kuwait. Additionally, requests for assistance in developing and delivering training have come in from companies doing business in Peru, Uruguay and the United Arab Emirates.

While NFSA does not actively pursue international training, our brand is recognized, and with that comes an opportunity that fits within our mission statement. Our international clients include sprinkler contractors, the national associations previously mentioned, chapters of the Society of Fire Protection Engineers (SFPE), the health care industry, and the United States military.

The challenge is always one of balance and capacity. To strike this balance we have embarked on a strategy to assist other organizations such as CASA, AMRACI, ANRACI and ABSpk in developing their own national training programs by collaborating in the development of seminars within their countries and the delivery of those seminars through the training of trainers. This serves the dual purpose of meeting our mission, while assisting these associations in meeting theirs by developing a corps of instructors and becoming the recognized source within their countries.

This strategy has been very successful in both Canada and Brazil, with each of these associations actively developing and growing their training programs based on the foundation of NFSA programs. It was fascinating and gratifying to attend a conference in Rio de Janeiro recently and see an NFSA Fire Pump seminar delivered in Portuguese under the co-logos of NFSA and ABSpk.

Finally, NFSA's impact on the global stage has been greatly enhanced by our relationship with the IFSA. Formed in 1999, the IFSA has conducted international fire sprinkler conferences throughout Europe and in Latin and South America over the past 15 years. NFSA has played an integral role in organizing the conferences and the delivery of training and presentations during these conferences.

As NFSA members, you can be proud of your association's work and recognition in the international forum. The passion and professionalism by which we pursue learning within our organization is something other organizations would like to replicate in their efforts to protect lives and property from fire through the widespread acceptance of the fire sprinkler concept. NFSA is always ready to be a resource and to share our experience and knowledge. •



NFSA Director of Training Jim Lake and attendees of the Pumps for Fire Protection seminar in Bogota, Colombia.



Saluting the Past and Looking to the Future: Reshaping Engineering at NFSA

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



As I look back on my first year with the National Fire Sprinkler Association, I had no idea what the future had in store. As Vice President of Engineering for NFSA, it is very humbling to follow in the footsteps of Russell P. Fleming and Kenneth E. Isman. Anyone that has been involved in the sprinkler industry over the past 40 years inevitably knows of, or has heard of, Russ Fleming, a man with

a sharp mind and a reputation for being both a gentleman and staunch advocate for sprinklers. His ability to find a meaningful twist in the folds of an issue has set him apart as a true industry icon. He has always focused on promoting and supporting the sprinkler concept in every way possible to the point that his name has nearly become synonymous with sprinklers throughout the fire protection community.

It is bittersweet to know that Russ Fleming has stepped down from NFSA after 40 plus years of service. On one hand, we wish him much joy during his retirement, which will undoubtedly be spent focusing on his hobbies and will more importantly involve spending time with his lovely wife Kathy. On the other hand, we will miss his astute contributions. During his time with NFSA, Russ maintained both his humility, as well as his subtle yet witty sense of humor. Having had the fortunate opportunity to sit next to Russ during several meetings, I consistently found myself struggling to keep a straight face or curb my laughter. In addition, Russ has always had a unique way of drilling down into subject matter that few others can replicate.

Russ was involved with many NFPA and other technical committees within the U.S. and internationally during his career at NFSA. Through his efforts, the Engineering Department has grown from a single man department with limited resources in the mid-1970s, to a staff with a thorough library and significant accomplishments. Although for a brief period, I am very thankful to have had the privilege of having Russ' counsel. It has been extremely valuable and provided me with insightful ideas that I am sure I will reflect on throughout my career with NFSA. Although he is no longer part of the NFSA staff, I know that he is only a phone call away.

Russ did not develop the reputation of the Engineering Department alone, Ken Isman served as his right hand for many years and continued to develop the services offered by the department. Many of the services that are offered today are due to the efforts of these two men and the other supporting staff that followed their leadership. Such services include; the expert of the day (EOD), Tech Notes and Tech Tuesdays, to name a few. In addition, primarily through the efforts of Ken Isman, the text book titled, "Layout, Detail and Calculation of Fire Sprinkler Systems" was developed, which has been recognized as being an extremely valued resource for layout technicians and engineers alike. Along with this book, the two-week Layout Technician Training Class, commonly referred to as the "layout boot camp," was developed to instruct new sprinkler layout technicians. This thorough and intensive class provides a crash course on sprinkler system layout and many of the facets of the sprinkler industry, from its inception to current technology.

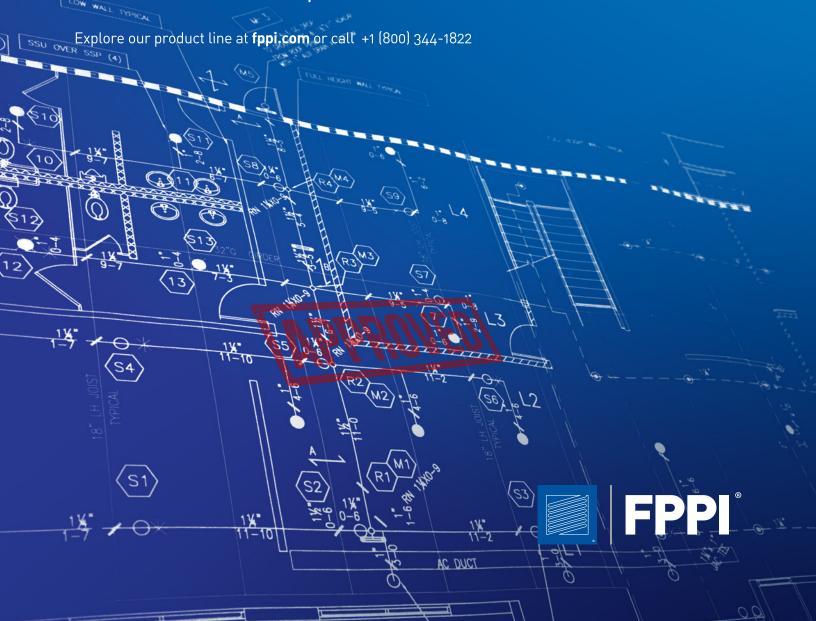
Ken resigned from NFSA a couple of years ago and joined the esteemed staff at the University of Maryland, College Park Department of Fire Protection Engineering as Clinical Professor (Professor of Practice). Although this position fulfilled Ken's passion to become a fulltime professor, it left a bit of a void for the NFSA engineering staff. Ken had made many significant contributions, which aided in the maturation of the department into what it is known for today. Upon Ken's departure, Victoria Valentine took the reins and added her own contributions. Victoria's leadership was greatly needed at that time, given that Ken had provided such important depth to the department. Her presence added continuity, which ensured that the engineering staff would continue to provide the many excellent services that were expected by members for so long. Unfortunately, after 16 years of dedicated service, Victoria also left NFSA last December to become the Director of Professional Qualifications and Industry Alliances for SFPE. We look forward to working with her in this new role at SFPE and know that she will have a positive impact.

There have been many others who have served on the engineering staff throughout the years. Such alumni include Kevin Kelly (Codes and Standards Specialist for Victaulic Corporation), Karl Weigand (Research and Development Engineer for Globe Fire Sprinkler Corporation), Dave Vandeyar (Outside Sales Representative for

continued on page 18

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continued from page 16

Newburgh Windustrial Company) and Cecil Bilbo (President of The Academy of Fire Sprinkler Technology). All these individuals are still involved with NFSA by supporting and sponsoring our events. In addition, Karl, Kevin and Cecil actively participate in the Engineering and Standards Committee, which is composed of many of the most talented individuals in the sprinkler industry. I do not know everyone that has served on the NFSA Engineering staff, but I do know that each member has contributed in their own unique and individual way. Many thanks to all of you.

Over the past year, the NFSA has relocated from Patterson, New York, its home for approximately 35 years, to Linthicum Heights, Maryland, which is located in the Baltimore-Washington area. When joining, I knew the association intended to relocate, just not as quickly as it did. The doors opened for the new Maryland office last July, but the majority of the staff remained in New York throughout the year. This created many temporary challenges, as staff and resources relocated from the previous Headquarters to the new one. There was no certainty that staff members would relocate to Maryland. Each member was asked to make his or her own decision. This added additional stress and uncertainty, but is fortunately now behind us.

After one year of service with NFSA, I have begun to develop my own vision for the Engineering Department, which will become more evident and will mature over the next several years. I cannot provide all NFSA's engineering services alone. I am deeply grateful that Roland Asp (Manager of Installation Services), Bob Upson (Manager of Engineering Services) and Louis Guerrazzi (Manager of Product Standards) have chosen to move to Maryland and continue working for NFSA. Each of these individuals adds something special to the department, especially given the diversity in their experience and backgrounds. The different perspectives that each provides and the unified ability to work through challenging technical issues together is what keeps this department moving forward. Now that the move is essentially done with and the operations are underway in Baltimore, it is time to start demonstrating this new vision through action.

Anyone that knows me or has had the opportunity to work with me thus far will realize that I have my own leadership style that seeks to motivate and unify. I am a firm believer in true team work where everyone gets recognized both individually and collectively for their contributions. My vision is for the engineering team to collectively improve upon the many services that were started by our remarkable predecessors. We intend to develop training and technical guidance related to corrosion issues over the course of this next year. We will be re-writing the Layout, Detail and Calculation of Fire Sprinkler Systems Textbook and will look to develop additional resources to benefit our members over the next two years. We also plan to delve into the many unique, challenging, troubling and intriguing technical issues brought to us on a regular basis by our many members. It is good to follow in the footsteps of those great men and women that paved the way before, but there will be times when deviation from this course will be needed to truly better our industry. We will keep the NFSA mission statement in mind in everything we do. To protect lives and property through the widespread acceptance of the fire sprinkler concept. This is our

compass and what drives us forward. To this end we will seek to convert adversaries into allies, as expressed by Chairperson Thau, to help us in achieving our mission.

I would like to thank Jim Lake (Director of Training), Jeff Hugo (Manager of Codes), all the Regional Managers, State Coordinators and other members of the NFSA staff that have helped us to deliver the many member-valued engineering services. Your efforts are greatly appreciated. We certainly wouldn't be able to provide these services without you. I have not visited every region yet, but I would like to acknowledge that all those that I have visited have been very positive thanks to you and the many outstanding services that you deliver to the members in each of your respective regions. Keep up the magnificent work.

In closing, I ask that each of you continue helping us to improve this integral and critical component of the NFSA, known as the Engineering Department, as we move forward. And I invite you to join me, as I tip my hat to: Russ Fleming, Ken Isman and Victoria Valentine for their many extraordinary achievements; to all the previous members of the engineering staff; and to the many active members of the E&S committee. I look forward to working with all of you in the future and I thank you for such an opportunity.



Fire Rated Walls – Using the Correct Terminology

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



Have you ever used the term "fire wall" to describe a fire partition? Have you pointed to a fire barrier on a job site and told someone it was a fire wall? We've all used the term "fire wall" to describe a fire-resistance rated wall. The code assigns specific names to specific fire-resistance rated walls. This article is a helpful guide that illustrates when to use the correct

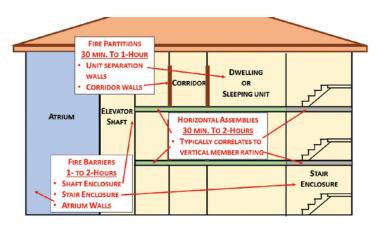
term for each fire-rated building component.

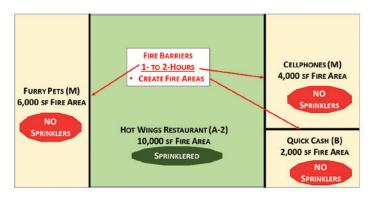
Building codes, such as the International Building Code (IBC), use consistent terms to describe fire-rated walls, where they are used, and the fire-resistance rating. The IBC has three defined fire-rated walls: fire partitions, fire barriers and fire walls. The IBC also has a term for fire-rated floor and ceiling assemblies, termed horizontal assemblies.

Fire partitions are defined in the IBC (Section 708) as, "a vertical assembly of materials designed to restrict the spread of fire in which openings are protected." Fire partitions apply to R-1, R-2, R-3 and I-1 dwelling or sleeping unit separation walls, corridor walls, elevator lobby separations, egress balconies and mall tenant separation walls. Regarding R-1, R-2, R-3 and I-1 dwelling/sleeping unit walls and corridor walls, the ratings range from 30 minutes to 1-hour. Dwelling and sleeping unit separation walls (fire partitions) in buildings protected by a NFPA 13 system, are typically reduced to 30 minutes, whereas both NFPA 13 and NFPA 13R permit corridor walls to be reduced to 30 minutes.

Fire barriers are defined in the IBC (Section 707) as, "a fire-resistance-rated wall assembly of materials designed to restrict the spread of fire in which continuity is maintained." Fire barriers primarily create fire areas (another defined IBC term that separates portions of a building and triggers sprinkler thresholds as shown in Figure 3) and are used for shaft enclosures, stairway enclosures, horizontal exits, passageways, atriums, incidental area separations and create separated occupancies. The fire-resistance wall rating is typically 1- or

DWELLING SLEEPING UNIT **FIRE PARTITIONS** FIRE BARRIERS 30 MIN. - 1-HOUR 1- to 2-Hours UNIT SEPARATION SHAFT ENCLOSURE CORRIDOR WALLS STAIR ENCLOSURE CORRIDOR WALLS ATRIUM WALLS **ELEVATOR LOBBY** WALLS ATRIUM SI FEPING LINIT





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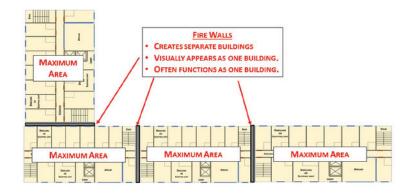
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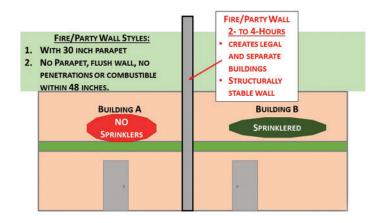
2-hours and sprinklered buildings (according to NFPA 13) typically reduce the fire barrier ratings to 1-hour. The height of the building usually regulates the shaft enclosure ratings, meaning a building up to four-stories typically has a 1-hour elevator, stair or other shaft fire barrier ratings.

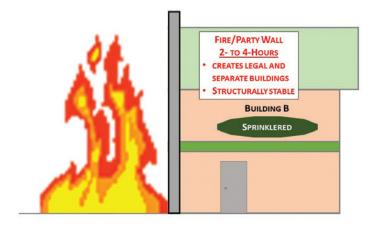
Fire walls are defined in the IBC (Section 706) as, "a fire-resistance-rated wall having protected openings, which restricts the spread of fire and extends continuously from the foundation to or through the roof, with sufficient structural stability under fire conditions to allow collapse of the construction on either side without collapse of the wall." Fire walls are used to create separate buildings. This means a building can be built to the IBC maximum area, install a fire wall, attach another building of maximum area, install a fire wall and on and on. This is shown in Figure 4 below and is common is many types of developments. A fire wall can be identified with parapet walls extending through the roof, but the IBC does permit a flush-style fire wall if it meets other criteria in the IBC. Architects like to install flush-style fire walls, in as such, visual parapets cannot be relied upon. A fire wall is usually masonry or concrete construction and is designed to remain standing during a fire. It is important for fire sprinkler layout technicians to note that only fire walls stop fire sprinkler design areas. Where design areas cross over fire partitions and fire barriers, fire walls are treated like an exterior wall regarding the design area for calculating fire sprinklers.

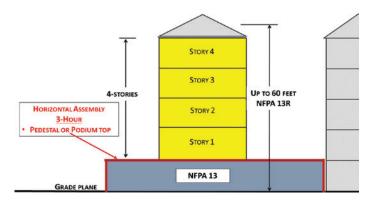
Horizontal assemblies are defined in the IBC (Section 711) as, "a fire resistance-rated floor or roof assembly of materials designed to restrict the spread of fire in which continuity is maintained". Horizontal assemblies are the horizontal (floor/ceiling) feature of the vertical wall. The fire-resistance rating correlates to the rating of the vertical member. This means if a fire partition has a 30-minute rating, so does the horizontal assembly. Fire walls do not typically have a horizontal assembly, but podium and pedestal style buildings (IBC Section 510.2) do have a 3-hour rated horizontal assembly.

Getting the terminology correct is vital to your business communications. The IBC, as well as other codes, use defined terms to describe the requirements of the code. Fire walls are only one defined term, but it is the term used the most often to generically describe a fire-rated wall. Imagine trying to read a floor plan that designates corridor walls as true fire walls. This would drastically change how design areas are calculated and located! Imagine if architects did this and the cost of the job skyrockets! Funny, but using fire wall in this manner is done all too often. Layout technicians. contractors, and fitters as well as other trades, can benefit by learning the IBC correct terms.











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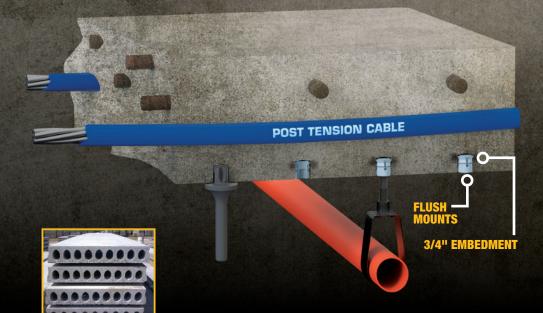
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Dorys Martinez

Metro Dade Security Systems Miami, Florida

Tracy Moore

Moore Fire Protection Issaquah, Washington

Thomas Norton

Norel Service Co., Inc Waltham, Massachusetts

William Marshall Pitts

Proline Fire Protection, Inc. *Ft. Lauderdale, Florida*

Professional

Deukkwang An

Centreville, Virginia

Diana Jones

NFPA Southboro, Massachusetts

Emily Gascho

Leo A Daly Minneapolis, Minnesota

Gary Perry

Roseberg Forrest Products Roseberg, Oregon

Howard Flood

Fire Suppression Design, Inc. Ronkonkoma, New York

Ken Collins

Results4you, LLC Sun Prairie, Wisconsin

Kristen Nich

R.W. Sullivan Engineering *Boston, Massachusetts*

Larry Ayer

Bizcom Cincinnati, Ohio

Marc Ruggiero

Fire Protection Design, LLC Hudson, New Hampshire

Naim Ali

D'Abadie *Tunapuna Piarco* **Nicholas Nava**

Exponent Bowie, Maryland

Pock Utiskul

Exponent Bowie, Maryland

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Cloninger Consulting Denver, North Carolina

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Jack Donnelly

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Jeff Ceban

Christiana Care Health System Newark, Delaware

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Tomball Fire Department Tomball.Texas

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Syracuse Fire department Bernhards Bay, New York

Michael Wilson

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Tom Ferraro

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Adam Jakubowski

Greenwich Fire Department *Hamden, Connecticut*

Anthony Kime

Hillsborough County Schools Tampa, Florida

Bart Meinhardt

Anchorage Fire Dept. Anchorage, Alaska

Bobby Tallchief

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Brian Sloat

Fayetteville Fire Department Fayetteville, Arkansas

Catherine Iglesias

San Bernardino County Fire Department San Bernardino, California

Charles Walker,

Maryland State Firemen's Association Annapolis, Maryland

Cheryl Wills

Costa Mesa Fire Department Costa Mesa, California

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Huntington Beach Fire Department Huntington Beach, California

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Jennifer Hood

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John Walser

Fairfax County Fire and Rescue Fairfax, Virginia

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Orange County Fire Authority *Irvine, California*

Joseph Schmidt

City of Sealy Fire Marshal Sealy, Texas

Marc Veilleux

Maine State Fire Marshal's Office Augusta, Maine

Mark Hernandez

Newton Fire Department Natick, Massachusetts

Ricky Brockman

National Fire Heritage Center Odenton, Maryland

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Shawn Jones

R.C.F.D. Lake Buena Vista, Florida

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Todd Cantor

Brookline Fire Dept
Brookline, Massachusetts

Tom Bock

Elmsford FD White Plains, New York

Tom Salamone

Long Island Healthcare Life Safety Association Peekskill, New York



he National Fire Sprinkler Association (NFSA) was proud to welcome the Canadian Fire Sprinkler Association (CASA) and the Asociación Mexicana de Rociadores Automáticos Contra Incendio (AMRACI) at the Red Rock Resort in Las Vegas. NFSA kicked off the conference on May 3rd, with a side-byside fire sprinkler demonstration for attendees to show that fire is fast, and how fast fire sprinklers activate to extinguish the fire.

"We were excited to see so many of our members participate, especially our contractor members," explained Shane Ray, NFSA President. "Our NFSA team goal was to bring a conference together that included

technical training, a busy expo hall, general session speakers that would challenge us, and networking opportunities for our members. We met that goal this year."

Networking and learning is key as we focus on our mission, embrace the latest information and technology, and cooperate with other national organizations that are committed to life safety. As the North American Fire Sprinkler Expo[™] concluded, we were reminded of the many reasons we engage and participate at these events.

Main stage presenters included Jack Stack, Chief Billy Goldfeder, and Drs. Kevin and Jackie Freiberg. Updates from

all three associations, plus an Economic Outlook were also part of the program.

The Top Tech competition was again a highlight of the expo hall, with the following individuals declared winners:

Winner: Christopher Crivello – Truevue Inspection Technologies – Albany, NY

Runner-up: Richard Dinwiddie – Fire Tech, LLC – St Louis, MO Semifinalists (no particular order) Steve Frederick – Hydra Consulting Corp. – Spruce Grove, AL - Canada

James Raudonis - Wayne Automatic Fire Sprinklers, Inc. - Ocoee, FL Ryan Steiner – BDR Services – Winnipeg MB – Canada

Timothy Trostel, Jr. - Mile High Design Group - Denver, CO







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Over 1,100 attendees participated in the four-day show, which culminated with an Awards Banquet honoring industry greats. The Golden Sprinkler Award is NFSA's highest honor, and is presented each year to an individual who has dedicated his or her career to promoting the fire sprinkler concept and advancing the fire sprinkler industry. This year's recipient was Jack Thacker, of Shambaugh and Son.

Thacker has served this industry for over 50 years and proudly served on the NFSA Engineering & Standards (E&S) committee for over 40 of those years. He has been a passionate and unselfish leader in California as its NFSA Area Director. Jack has shared his knowledge and experience with his fellow contractors and fire authorities whenever or wherever asked. He currently serves on many NFPA committees, and it is worthy to note that he will become the first ever recipient of our Association's two highest honors, the Golden Sprinkler Award and the Technical Service Award, which is now known as the Russell P. Fleming Technical Service Award.

The Russell P. Fleming Technical Service Award is the highest technical award, and was presented to Terry Victor of Simplex Grinnell. A member of our fire protection community for over 44 years on the technical side, Terry first attracted the notice of the NFSA in 1980 at a technical class at Oklahoma State University with the quality and detail of the questions he asked of the professors. A few years later, he became a member of the E&S Committee where he was noted for coming early and staying late. This knowledge and dedication earned him the respect of his peers who elected him Chair, where he served for over eight years.

The Leadership in Public Safety Award is the NFSA's highest award to a fire official or advocate and was presented to Tonya Hoover, former California State Fire Marshal. Hoover has dedicated her career to the citizens and fire service of California, and around the country. She led California to be the first state in the U.S. to adopt the International Residential Code with the inclusion of residential fire sprinklers. Chief Hoover also led through a second adoption process to maintain the requirements for improved fire and life safety. She is a great friend to our Association and has exemplified service to citizens, firefighters and fire sprinkler industry. She currently lives in Maryland in a home with fire sprinklers.

Hall of Fame recipients were also honored. Hall of Fame inductees have contributed nearly all their working lives and beyond to improving the fire sprinkler industry.

2017 Inductees include:

Mike Carden, IM Carden

Gene B. Endthoff, NFSA (ret.), Mel Farren,

Benett and Wright

Michael J. Friedman, A.C. McDonald, Inc.

Aus Marburger, Fire Protection Industries, Inc. (ret.) Don Pamplin, Vancouver Fire and Rescue, CASA, &

NFSA (ret.) •

Behind the Scenes



NFSA staff worked diligently to ensure a successful event for exhibitors and attendees alike. Thank you to our entire staff that went above and beyond, working tirelessly from beginning to end!





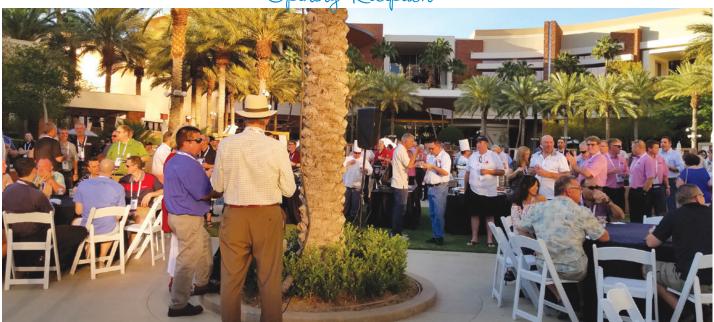






The registration desk was the hub of much activity during the event

Opening Reception



Mother Nature could not have been more cooperative for our Opening Reception on May 3rd.





Networking and learning is key as we focus on our mission, embrace the latest information and technology, and cooperate with other national organizations that are committed to life safety.

General Breakout Session



Our general sessions received rave reviews, featuring presentations by Drs. Kevin and Jackie Frieberg, Chief Billy Goldfeder and Jack Stack.



INFSA INFSA

Kent Mezaros (I.) and NFSA President Shane Ray (r.) greet Chief Billy Goldfeder.



Drs. Kevin and Jackie Freiberg presented **Finding Your Cause and Growing It** during our Opening Session



Terry Victor presents Impact of NFPA 4 on Sprinkler Contractors to a packed house.



NFPA's Fred Durso presented Five Steps to Become an Effective Advocate for Home Fire Sprinklers.



Andre Marshall presents **Practical Applications of Leading Edge Research** in Fire Protection Engineering.

Red Rock Resort, Las Vegas, NV - May 3-5, 2017





































"The best one yet!" was heard throughout the exhibition halls from attendees and exhibitors alike.









The 2017 Top Tech Competition

gathered a record number of participants which culminated in a Top Tech Final showdown between Chris Crivello and Richard Dinwiddie While all competitors showed both the breadth and depth of knowledge to compete on this level on the Expo floor, Chris ultimately maintained a strong lead throughout the final round to be titled NFSA's 2017 Top Tech.

Starting with 101 online applicants, a total of 47 layout technicians and designers were invited to, and accepted, a chance to compete onsite at the Red Rocks Resort and Casino in Las Vegas for the 2017 North American Fire Sprinkler Expo. The onsite preliminary round consisted of a written exam taken by all 47 competitors to determine the top 18 to compete on the Expo floor in a live gameshow style format. These 18 competitors competed in six elimination rounds, consisting of three competitors per round, to get us down to a top six for two semi-final rounds.

The semi-finals started out with a clash of the titans, consisting of our 2015 Top Tech winner Steve Frederick (known as The Canadian), veteran competitor Tim Trostel, Jr. of Mile High Design, and the eventual 2017 Top Tech, Chris Crivello. The second semi-final round was no less impressive with Richard Dinwiddie, our 2017 runner-up, as well as two sharp and knowledgeable competitors in Ryan Steiner and James Raudonis.

Congratulations again to all 101 competitors for a great performance throughout the competition and we hope to see everyone again out in Nashville for our 2019 North American Fire Sprinkler Expo! •

Top Tech

Chris Crivello, Truvue Inspection Technologies

Runner-up

Richard Dinwiddie, Fire Tech, LLC

Semi Finalists

Steve Frederick, *Hydra Consulting Corp.*

James Raudonis,

Wayne Automatic Fire Sprinklers, Inc.

Ryan Steiner, BDR Services

Timothy Trostel, Jr., *Mile High Design Group*



Last but definitely not least, we would like to thank those companies which supported their competitors to get here. The following companies had representatives invited for the on-site competition.

Code Consultants, Inc. (x2)	New York	NY
Ryan Fireprotection (x2)	Noblesville	IN
BCE Engineers	Fife	WA
Security Fire	Coldwater	MS
Truvue Inspection Technologies	Albany	NY
Patriot Fire Protection, Inc. (x5)	Tacoma	WA
FireTech, LLC	St. Louis	МО
Continental Fire Sprinkler Co. (x4)	Omaha	NE
Wayne Automatic Fire Sprinklers (x6)	Ocoee	FL
Hydra Consulting Corp.	Spruce Grove	Alberta
American Fire Protection Group	College Station	TX
Reliable Automatic Sprinkler	Liberty	SC
USAFP	Antioch	IL
Western States Fire Protection	Misosula	MT
Advanced Fire Protection Design	Parker	со

American Fire Protection Group (x2)	Dallas	TX
Western States Fire Protection	Lolo	MT
American Fire Sprinkler	Mission	KS
Smith Fire Systems (x4)	Tacoma	WA
SimplexGrinnell	Aurora	со
Baja Design Engineering	Calexico	CA
SRI Fire Sprinkler	Albany	NY
American Fire Sprinkler	Mission	KS
Shambaugh and Son	Greenwood	IN
American Fire Protection Group	N. Little Rock	AR
Wiginton Fire Systems	Tampa	FL
BDR Services	Winnipeg	Mani- toba
Mile High Design Group	Denver	со
United States Alliance Fire Protection(x3)	Lake Forest	IL

Tailgate Training

Our Tailgate Training event brought many exhibitors trailers that showed, up close and personal, the workings of fire sprinkler systems and their components. Attendees witnessed a side-by-side burn demo and enjoyed a picniclike atmosphere while learning about the latest and greatest in fire sprinkler technology.















Our spouses event was sold out! A tribute to Sharon Gey, NFSA spouses enjoyed making their own custom pizzas to share with their loved ones.





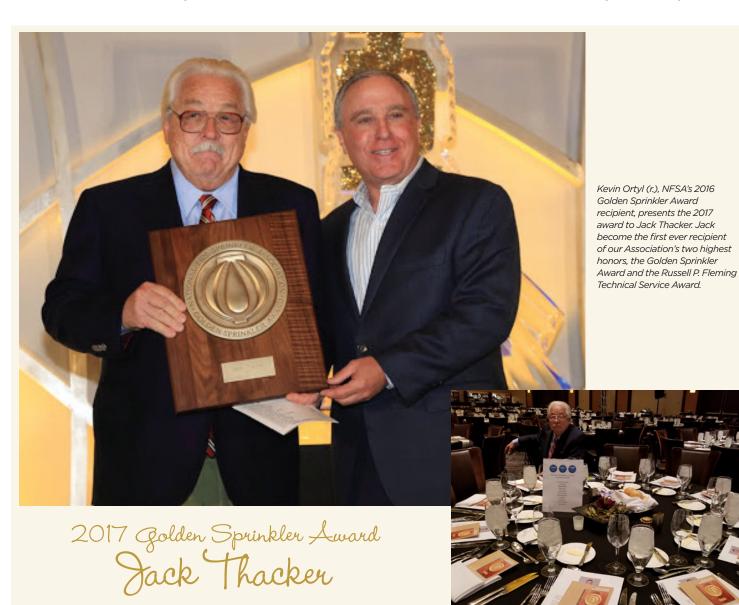
Golf 1st place winners.

John Berres - Cosco Chris Bohon - Globe

Tim Freiner - Potter Electric

Signal

Conor Kauffman - Kauffman Co.







Golden Sprinkler Award recipient Jack Thacker and family.





Wayne Gey (center) is surrounded by family following awards ceremony. Left to right: Brandon Smith & Valerie Gey, Justin Gey, Lisa & Clark Gey. The Gey family remains active in the NFSA, with Clark currently serving on the NFSA Board of Directors and Justin serving on the Future Leadership Committee as FLC Membership Committee Chair.





Russ Fleming (r.) presents Terry Victor with the Russel P. Fleming Technical Service Award.







Thank you to everyone who joined Team NFSA for our Open House & Grand Opening of our new Linthicum Heights, MD office!











Celebrating Relationships, Celebrating YOU!



by Vickie Pritchett, Director of Outreach & Government Relations

ur recent North American Fire Sprinkler Expo™ (NAFSE) provided us with a great opportunity to celebrate for a week at the beautiful Red Rock Resort in Las Vegas! We celebrated record attendance (over 1,100), record levels of sponsorships (that enabled us to upgrade many attendee experiences), and (in my opinion) record energy! In case you can't tell, I celebrate you... our NFSA members, every day. I love the energy that you're sharing with us as we focus on improving our service to you and creating the best possible events for us to create a future that grows our industry and our Association.

To our Suppliers and Manufacturers – thank you for stepping up and saying yes to upgrades that made our NAFSE an awesome event!

To our Contractor, Professional and Subscriber members — thank you for being there in record numbers and for participating in the respective events that were created just for you! You keep us all grounded and make us aware of the specific needs and challenges that are present in your daily work world. We mean it when we say we are here to help, and your input ensures that we know what your needs are and can plan our work to support those needs.

To our NFSA Staff (Team NFSA) – thank you for your hard work, dedication and caring spirit that made sure all attendees had a great experience! (you really did define team spirit and raise it to the next level.)

To our Award Recipients – congratulations on your lifetime legacies that positioned you to receive your respective honors and awards. Our fire sprinkler industry is strong because of your hard work over the years. Your legacy is the foundation we continue building on today. We are in the life safety business, and we should all be proud to unite around our leaders and celebrate "work worth doing, and work that matters."

To those who help us keep the #fastestwater trend growing on social media – thank you! We had "Twitter Takeovers" and lots of activity covering our NAFSE events, and we couldn't keep trending without you! Consider yourself on the #fastestwater team that never misses something worth sharing with the world!

Looking forward, we hope you are already making plans to join us at Harbor Beach Resort in Ft. Lauderdale, Florida for our 2018 Business & Leadership Conference! Believe it or not, your seminar committee is already hard at work making plans for this to be another record event. We plan to open registration earlier than ever, so be on the lookout in late Summer/early Fall for our room block and registration info.

NFSA's ability to lead and be a resource to many is because of the collective efforts of all our stakeholders! Know that we appreciate you, your involvement in our Association, and that we welcome your suggestions and ideas for projects and initiatives. If you have an idea that Outreach & Government Relations can help with, please let us know! You can reach me at pritchett@nfsa. org or 443.863.4398.

*Until next time, stay safe,*Vickie

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NFSM



Unnecessary Bucket Testing for NFPA 13D Sprinkler Systems

by Bob Upson NFSA Manager of Engineering Services

NFPA 13D has a habit of acquiring requirements by local amendment. Usually these requirements come in the form of requiring sprinklers in places where they would normally be permitted to be omitted by the model standard. A more troubling local amendment is the addition of a "bucket test" to the requirements for system acceptance. While required with all the best of intentions, such testing adds unnecessary expense to the installation of residential systems and provides little or no benefit over simply following the acceptance requirements of NFPA 13D.

The "bucket test" is intended to be a practical test of a sprinkler system to ensure that it will deliver the required design flow in the event of an activation. Typically, the design sprinklers in a dwelling are replaced with open sprinklers with similar hydraulic characteristics. The system is then flowed into a calibrated container over a timed interval to calculate the quantity of water delivered per minute. This measured gpm flow is then compared to the required design flow. The particulars of the test vary considerably from jurisdiction to jurisdiction because there is no consensus standard on which to base it.

There is good reason for the absence of a consensus standard for bucket testing—it is not required by the standard, so there has never been any need to create a standard test. The origins of the test are unclear—some anecdotes place its origin in Cobb County, Georgia—but there is no question that the committee responsible for maintaining NFPA 13D does not consider it necessary. The bucket test has been proposed for inclusion into the residential sprinkler standards and soundly rejected in the past.

The last formal proposal, made during the development of the 1994 editions, is documented in the NFPA Technical Committee Report, NFPA 13 – F93 TCR. An elaborate scheme was proposed in great detail, both for bucket testing and forward flow testing new residential sprinkler installations. The committee's response was direct and unequivocal: "bucket tests" should not be required nor even recommended.

COMMITTEE STATEMENT:

The Committee is of the opinion that this level of detail is beyond what should be required or even recommended in NFPA 13D. Numerous methods exist for determining the available water supply and pressure for systems. The standard currently relies on

designers who will conduct the needed flow tests to determine what available flows and pressures exist for a given scenario and proceed accordingly.

The system water flow can also be adequately tested using the test and drain connection which is required by paragraph 3-1.2. Furthermore, NFPA 13D is not intended to be a design guide for water supply testing.

To date, bucket testing is still not a part of the published NFPA residential sprinkler standards, nor does there appear to be any reason to suppose that they ever will be. And yet, they remain a required part of acceptance testing in various jurisdictions across the country; sometimes at the discretion of the Authority Having Jurisdiction (AHJ) and sometimes as a matter of mandatory regulation.

Representative "Bucket Test" Requirements

The State of California is a good example of an optional "bucket test" requirement at the discretion of the local jurisdiction. In the *Residential Fire Sprinkler Installation Task Force Final Report Recommendations* issued by CAL FIRE – Office of the State Fire Marshal in July, 2009, the decision to require a bucket test was left to the local AHJ:

Acceptance Testing

The minimum requirements for acceptance testing are found in both 313.3 and NFPA 13D. There was discussion of additional measures, such as full forward flow testing at remote sprinklers (known as "bucket testing"), or other measures that may be in addition to or more restrictive than the referenced standards. Based on differing conditions statewide, including geography, climate, and variations in municipal water pressure, it was determined that any such amendments are best left to the local jurisdictional authorities.

Once a jurisdiction has elected to require a bucket test, there is the problem of determining the actual procedure to be used. Bonney Lake, Washington, for instance, provides a very general requirement for testing: "Bucket test will be required for the two most remote heads flowing at the same time through the same size orifice as listed head being tested" while the city of Redmond,

Washington provides a detailed outline of their testing procedures:

- Locate the two hydraulically most remote heads in the system.
- Close main sprinkler control valve.
- Drain system piping.
- Remove selected remote heads from the system.
- Install "full flow" quarter-turn valves at each head location.
- Remove the fusible element and deflector from selected sprinkler heads.
- 7. Install test heads in the ball valves and connect each assembly to the system.
- 8. Replace the next up-stream head with a 200 psi, calibrated water pressure gauge.
- 9. Open main control valve.
- 10. Place a 2" PVC pipe over the orifice of each of the test heads. Direct each discharge into its own calibrated 30 gallon con-
- 11. Flow the 2 most remote heads for 30 seconds. Record the static pressure prior to the flow and the residual pressure during the 30 second flow test.
- 12. Measure the volume of water in each container individually and multiply X 2. Record the results and empty the container.
- 13. Verify that flow rates and pressures conform to the hydraulic calculations and are within the manufacturers' specifications for the coverage area of the sprinklers.

Vancouver, Washington notes that, "A bucket test is not specifically required by the standard and is no longer required by Washington State Law. Instead, it is left to the Authority Having Jurisdiction to determine whether it is required. A forward flow test is required in the City of Vancouver because it confirms that the meter size and underground supply have not unexpectedly reduced the calculated flow."

Forward flow test (aka "bucket test") from the two most hydraulically remote or demanding heads as shown on the approved plans. NOTE: All test equipment; valves, test heads, containers etc. shall be furnished by the installing contractor. If an accurate determination of container capacity cannot be obtained by container markings, the following formula may be used for cylindrical containers with vertical sides: $(\varpi r^2 H)/231$ = volume, where $\varpi = 3.14$, r = radius in inches, H = depth of water in inches.

The City of Annapolis, Maryland adopted an amended NFPA 101, Life Safety Code, that requires a bucket test for both NFPA 13D and NFPA 13R systems. An interesting note about Annapolis' procedure is that they measure the quantity of water discharged during the test based on the net weight of the water in the bucket(s) after the test.

Fire sprinkler systems installed in accordance with National Fire Protection Association Standard 13D or 13R are required to pass a "bucket test" to ensure that the actual performance of the system meets or exceeds the hydraulic calculation of the system.

Lastly, Kern County, one of the California jurisdictions electing to require bucket tests, also provides description with somewhat less detail:

Bucket Test (All equipment supplied by installer)

- 1. Set up test (according to Figure 1) in the area denoted on your approved set of plans (the two most hydraulically demanding heads [usually farthest from the riser])
- 2. Have the heads that belong in the test connection sites available for inspection
- 3. It is important that a pretest is completed prior to inspector arrival so as to confirm system will pass the test or to begin troubleshooting problems with flow. If any unresolved problems are encountered during the pretest notify inspector upon arrival.
- The test will proceed for one minute then shut ball valves. The inspector will then check the water level in each bucket.
- a. Buckets:
 - i. Should be large enough to hold half the required GPM (a 32 gallon trash can is recommended)
 - ii. Markings should be made to signify different volumes of water (usually a five gallon bucket can be used as a measuring device). The highest marking being ½ the required **GPM**
 - iii. Should be clean of debris and dirt, as well as, free of any paint, caulking, plaster, etc. build up on inside.
- 5. Understand that water will splash out of buckets during test so you may want to protect area from unwanted water contact (This is mostly applicable for tests during final inspection)

Why are these examples important? Because they give some idea of the wide variation of testing methods employed during bucket testing in various jurisdictions around the country. Some of the test arrangements are vague; some add piping and valve arrangements that negatively affect water flow; all are unnecessary if the standard is followed diligently. This lack of standardization illustrates one of the problems with "bucket testing": It has questionable reliability. A system that might pass in one jurisdiction might not in another. More disconcerting is that a system that meets the requirements of the standard might very well fail the "bucket test" due to the way it is conducted. In this respect, it has questionable validity as well.

Why Do Some AHJs Require Bucket Tests?

If a system is designed and installed in accordance with NFPA 13D, it will perform as designed, as long as the necessary design pressure is available when it is needed. It is a question of trusting the initial plan review of the system; trusting pre-concealment inspections to ensure that the system that was approved is the system that has been installed; and trusting the math used for hydraulic calculations. NFPA 13D has come a long way since its first edition in 1975. The least conservative of the acceptable hydraulic

calculation methods permitted is the same method used in NFPA 13, yet nobody would consider thinking twice about requiring a "bucket test" for a commercial sprinkler system with 20 sprinklers in its design area. There is no reason to doubt either the reliability nor the validity of hydraulic calculations. That leaves the issue of pre-concealment inspections.

There is an anecdote associated with bucket testing about a particular system that fails a bucket test because, unbeknownst to the installing contractor and, apparently, the responsible AHJ as well, the water purveyor has installed a device called a "meter setter" in the water supply line . The addition of the meter setter adds sufficient friction loss in this example to cause the system to fail. In this case, the bucket test is credited with catching the deficiency and saving the day.

The problem with that story, aside from being an isolated case form an anecdotal source, is that there is no reason why the addition of the meter setter was not discovered during the inspection. If the requirements of the standard had been enforced, the problem would have been discovered before it ever came to the bucket test

 and without the added costs and reliability issues already cited with that test.

Conclusion

It is time for bucket tests to go the way of the dinosaurs. They add unnecessary cost to the installation of important life safety systems with no significant benefit to the reliability of those systems. If there is a concern for the operability of these systems – and there should be – it should be concentrated on ensuring that plans are properly reviewed, installations are properly inspected and the model consensus standards are properly followed.•

¹ For those unfamiliar with a "meter setter" it is simply a pipe assembly used to elevate the water meter above ground similar to the way backflow assemblies are commonly elevated in areas where freezing is not a concern. This is an issue because it adds four elbows and all the friction loss that goes with them to the water supply line.

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Understanding Water Supply For Home Fire Sprinkler Systems Guide: Information for water purveyors, utilities and local officials.

Protecting Your Community with Home Fire Sprinklers DVD: Helps building officials understand why sprinklers are needed to protect occupants and firefighters.

A Quick and Easy Guide to Home Fire Sprinklers DVD: Easy-tounderstand information for consumers.

Fire and Sprinkler Burn Demonstration Kit: Everything a fire departments needs to build and conduct a side-by-side demonstration.

All HFSC material is free and can be viewed, downloaded and ordered from the HFSC website:

www.homefiresprinkler.org or call toll-free: 1.888.635.7222







Home Fire Sprinkler Trade Ups are Improving New-Home Developments

by Julie Reynolds

n communities across the country, fire safety advocates are promoting the need for home fire sprinkler installations to boost public safety. One effective method is to educate and incentivize homebuilders and developers to install this life-saving technology in exchange for valuable benefits.

But as is true with any emerging trend, misunderstanding often plays a role. There's no lack of confusion about trade ups for home fire sprinklers. So, let's clear it up.

Trade Ups

Trade ups do not trade off fire safety. Local building and fire officials work with homebuilders and developers to educate about both fire danger and the value of sprinklering new subdivisions and to offer valuable benefits to those who agree to sprinkler the developments. AHJs offer these incentives because of the tremendous increase in life safety that is permanently provided by the installed fire sprinklers.

In contrast, a trade off suggests a compromise. And those who may be opposed to home fire sprinklers will often use the phrase to support their contention that life safety is compromised. Don't fall for it. The opposite is true with home fire sprinklers. And the same incentives simply cannot be offered when fire sprinklers are not planned.

Fire Sprinkler Trade Ups Save Money

In areas where home fire sprinklers are not required by code, AHJs are using financial encouragement to convince a builder/developer to install sprinklers throughout a subdivision. In exchange for all homes being built with fire sprinklers, the developer will save money when the official waves certain requirements. Trade ups vary by community, but these are common examples:

- Lowered costs for streets, paving and length
- Lowered costs for water supplies and hydrants

Lower subdivision costs mean a higher profit margin for builders and developers. And some trade ups make it possible for developers to increase the number of units or lots, potentially adding even more revenue. Progressive AHJs are also communicating recent findings from HFSC and Johns Hopkins showing homeowners value fire sprinklers.

- 70% of homeowners believe a sprinklered home has more value than a home without (HFSC/Harris 2014).
- 75% of homeowners living in a home with fire sprinklers would choose a sprinklered home in the future. (*Johns Hopkins/Harris 2015*). www.ncbi.nlm.nih.gov/pmc/articles/PMC4633437/

With this kind of support from AHJs, homebuilders are seeing greater profit and a chance to stand apart from other builders by offering enhanced safety. Everyone benefits. Fire sprinklers protect residents, their homes and their property for generations, and reduce the risk to responders when there is a fire. Simply stated, safer homes are better for the community and the fire department.

With trade ups, there is no trade off in life safety. You can learn more {https://homefiresprinkler.org/fire-sprinkler-tradeups/} about this effective local work on HFSC's website (www.homefiresprinkler.org) and share the information with homebuilders and local officials in your community. Stay on top of all the latest home fire sprinkler education activities by following HFSC on Facebook { www.facebook.com/HFSCorg}, Twitter (@HFSCorg) and Pinterest [www.pinterest.com/hfsc/pins/].•

75%

of homeowners believe a sprinklered home has more value than a home without

of homeowners living in a home with fire sprinklers would choose a sprinklered home in the future





We Have Work to do

Fire Causes Sprinkler System to Flood Apartments in Hinton. So begins the headline of an article published in The Register-Herald out of West Virginia. Although this type of negative article has become the exception, rather than the rule, reporting such as this still does pop up from time to time. The headline disturbed me so

much, I took to the social media airwaves to raise awareness and, hopefully, deliver some fire sprinkler education to the masses (or at least to the reporter).

When NFSA President Shane Ray retweeted the tweet I had posted regarding the article, his statement was short and to the point, "We have work to do." Don't get me wrong, we've come a long way from eight or nine years ago when we first took the plunge into the world of social media. Back then, this type of article sprung up several times a week. Now, it is such a rarity, that when I saw the headline I was dumbstruck. Does anyone, especially a journalist reporting on an apartment fire where no one was injured or killed and the building is still standing and habitable after some repairs, still think like this? Unfortunately, yes.

NFSA works diligently throughout the year to further the widespread acceptance of the fire sprinkler concept. We work with and wholly support numerous partners in life safety such as the Home Fire Sprinkler Coalition, Common Voices and the National Fallen Fire Fighters Foundation. Members of our staff sit on their boards. We donate both dollars and resources to these most worthy organizations to achieve our common goal. Fire Team USA travels the country delivering side-by-side burn demonstrations to educate the public and government officials as to the life- and property-saving benefits of fire sprinkler systems. Not a day goes by when your association is not working to promote and advance fire sprinkler acceptance.

You can help. It won't take much time, but could make a world of difference. We all owe some of our time to the cause of dispelling myths and misinformation about fire sprinklers. Commenting on articles such as these is one way to drive the point home, both to the readers of the article and the reporter and news media that published it. If you follow our social media sites; LinkedIn, Facebook and Twitter, you will often find a #CallToAction post. These posts are utilized when we come across an article such as this and ask our followers to take the time to not only share our post, but to go to the article itself and leave a comment at the end. Most articles on the web give readers the ability to post a comment. It may take a minute or so to create an account, but we believe that minute is well worth it when it gives one the ability to leave a constructive comment that may enlighten another reader or give the reporter pause to think. We often provide the reporter with our contact information so he or she has the opportunity to reach out and learn the value of fire sprinklers, perhaps even do a "pro sprinkler" article instead of one that is misleading or uninformed. If social media is not your thing, don't despair. You can still make

a difference and let your voice be heard. Set up a Google Alert! I have a Google Alert set for "fire sprinkler." Whenever a news story appears with the words "fire sprinkler" in the headline, or within the body of the article, I get an alert. Don't worry. Your mailbox will not be inundated with tons of alerts. You can set the frequency of the alert once you set it up. Following are instructions on setting up a Google Alert.

1. Go to google.com/alerts.

- 2. In the box at the top, enter a topic you want to follow.
- 3. To change your settings, click *Show options*. You can change:
 - How often you get notifications
 - The types of sites you'll see
 - Your language
 - The part of the world you want info from
 - How many results you want to see
 - What accounts get the alert
- 4. Click Create Alert. You'll get emails whenever there are matching search results.

That's all there is to it. If you think your posting of comments and sharing of negative stories won't make a difference, you're wrong! As I stated in the beginning of this article, these types of stories are now the exception rather than the rule. Your NFSA staff and many of your fellow members who follow our social media have been leaving educational comments on negative articles for just about nine years now and we see a difference! We know our comments are in no way the sole reason for this change, but they definitely play an important part. With more industry involvement, our reach will grow exponentially. The more we can educate through our public comments, the rarer and rarer stories such as this will become.

So, come on! Minimal time and effort, maximum outcome. Remember, we have work to do!



CHAPTERS in ACTION

NFSA Southwest Chapter News

The NFSA Southwest Chapters met in March and April for three great meetings beginning with the San Francisco Bay Area Chapter on March 9th. The Chapter met for a dinner meeting that consisted of a lengthy discussion on topics related to NFSA and Statewide and local reports from Associate Director Bruce Lecair and Area Director Jack Thacker.

The Arizona State Chapter met on March 21st at the Phoenix Fire Department Headquarters for a lunchtime meeting and presentation from Lubrizol Regional Sales Manager Jeff Landon. Lubrizol also sponsored the lunch. The presentation was on CPVC, CPVC compatibility and other related issues that CPVC systems may encounter in the built environment. The presentation and discussion were helpful in that they gave members present the opportunity to become more aware of how to successfully use the products.



Jeff Hugo, NFSA Manager of Codes, speaking at Illinois Chapter meeting.



NFSA instructor Brad Cronin and a contingent that came from South Korea to take the two-day Protection of Storage class at the Massachusetts Firefighter Academy.



Presenting a Recognition Award to Chief Stycznyski, Alsip. Illinois, for all his support and contributions to the fire sprinkler industry.

Left to right: NFSA Illinois State Coordinator Bob Tinucci, IL. Chapter Chairman Ed Kedlec PE, Industry Promotion Committee Travis Glime, Chief Stycznyski, Alsip. IL FD, Chapter Official David Rosso, and Tom Lia NIFSAB



England Regional Manager Dave Lafond (r), visits the Massachusetts State House to visit State Representative Ruth Balser, of Newton (c), who is co-sponsoring Massachusetts Residential Sprinkler Bill. Also joining them was Coalition Chair Chief Mary Regan (I) from the Westfield Fire Department.

NFSA New

New Jersey Chapter Celebrates American Legion Post Rebuild

On May 9, 2017, the New Jersey Chapter of the NFSA held their monthly chapter meeting at the American Legion NJ 136 in Lodi, New Jersey. This chapter meeting was not an ordinary meeting, but a celebration to recognize the people who helped to keep this American Legion Post from closing down permanently. After going through a traumatic fire several years back, the hall needed to rebuild the building's fire sprinkler system. Contractors who are part of the NFSA New Jersey membership stepped up, along with Sprinkler Fitters Local 696, to donate materials and labor to get the job done. Also during the meeting, the chapter held a gift auction where \$1,505 was donated to the American Legion.

32 CEUs! (including mandated)



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SUNDAY, OCTOBER 22		
5:00 PM- 9:00 PM	The Fire Product Challenge including cocktail hour and hors d'oeuvres (4 CEUs)	
MONDAY, OCTOBER 23		
7:30AM- 8:00AM	Opening Ceremonies – State of the Industry	Shane Ray, President, NFSA
8:00AM-11:00AM	Updates from the "Big Guy" at NFPA	Matt Klaus, NFPA
11:00AM-12:30PM	Take Control of Your Workers Compensation Costs*	Brian Scarborough, Scarborough Insurance
1:00 PM - 3:00 PM	What You Don't Know Will Hurt You!*	Tracey Bellamy, Telgian
3:00 PM- 5:00PM	Roadway to Tallahassee*	Shane Ray, NFSA Buddy Dewar, FL Lobbyist Jon Pasqualone, FFMIA Tony Apfelbeck, Building Official Altamonte Springs Senator Keith Perry, FL State Senator District 8
TUESDAY, OCTOBER 24		
8:00AM- 9:00AM	Hot Topics in the Sprinkler Industry	Mark Hopkins, NFSA
9:00AM-10:30AM	Bridge Over Troubled Waters (A Panel Discussion)	Roland Asp, NFSA Tony Apfelbeck, Building Official Altamonte Springs Brad Kinsell, Gator Fire Equipment Russ Ingram, Gainesville Regional Utilities Dept
10:30 AM - 12:00 PM	NFPA Changes & Special Considerations (When Protecting Residential Occupancies)	Mark Fessenden, TYCO Fire Products
1:00 PM- 2:30 PM	Bridging the Divide Between Sprinklers and Alarms	Jim Lake, NFSA Jason Webb, AFAA
6:30 PM- 9:30PM	Dinner: The "Cause" Behind Success: On-Purpose Passion	Jack Warkenthien, Next Step Solutions
WEDNESDAY, OCTOBER 2	25	
8:00AM- 9:00AM	Nitrogen is the Answer, What is the Question?	Dan Burton and Josh Tihen, Potter Signal
9:00 AM - 10:00 AM	Protecting Mini–Load ASRS Arrangements Using In–Rack Sprinklers	Wes Baker, FM Global
10:00AM-11:00AM	The Science Behind Thermal Expansion	Karl Wiegand, Globe Sprinklers
11:00AM-12:00PM	Pressure Regulating Devices	Eric McWhirter, Victaulic

THURSDAY, OCTOBER 26

8:00AM-12:00PM

1:00 PM- 2:30 PM

2:30 PM - 5:00 PM 6:30 PM-11:00PM

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David Asplund, Reliable Products

James Golinveaux, Viking Corp

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FFSA BOD Meeting

The Florida Fire Sprinkler Association recently held their Spring Board of Directors Meeting in conjunction with the North American Fire Sprinkler Expo (NAFSE) Conference at Red Rock Resort in Las Vegas, Nevada. The board meeting was held on Thursday, May 4, 2017 with 17 of 20 Board members in attendance.

The NAFSE provided an opportunity for Florida members to participate in workshops, seminar presentations and visit the Exhibit Hall where nearly 100 vendors displayed the newest and best technology in the sprinkler industry. The event was a great opportunity for Florida to be represented on a national level.





PenJerDel Chapter Attends Side-by-Side Burn Demo

On May 15, 2017, the PenJerDel Chapter of the NFSA attended a side-by-side burn demonstration which was given by its first participant of 2017 season in their new grant program. The demonstration was given by the Camden, New Jersey Fire Department and was a huge success with about 300 school children in attendance. Also attending were members of the city's public safety community, several media outlets, city officials, and representatives of Sprinkler Fitters Local 692. This event was successful for many reasons, not just because the demonstration went off without a hitch, but because it showcased Camden's finest and the effectiveness of fire sprinklers to the students.

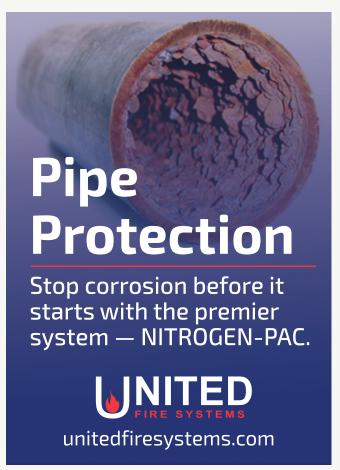
Northwest Chapter News

The Columbia-Willamette and Puget Sound Chapters continue their missions of providing education and networking opportunities for members.

June meetings featured an Engineering & Standards Committee update with the Northwest Region rep Kevin Marr, as well as an NFSA National Seminar and Board Meeting update.

Columbia-Willamette Chapter meetings take place in Clackamas and are scheduled for Aug. 9, Oct. 11 and Dec. 13. Puget Sound Chapter meetings take place at the Southcenter Doubletree and are scheduled for Aug. 10, Oct. 12 and Dec. 14.

Puget Sound members are also invited to participate in the SprInklerman Shootout set for Saturday, Aug. 26. For more information contact Northwest Regional Manager Suzanne Mayr at mayr@nfsa.org.







NFSA Training at West Point

In May 2017, the NFSA brought the "Intro to Fire Sprinklers, Fire Pumps, and Standpipes" seminar to the United States Military Academy in West Point, New York at the invitation of Brian Heuler of the West Point Fire Department. The instructor, Louis Guerrazzi, E.I.T., NFSA Manager of Product Standards, accompanied by NFSA Regional Manager Dominick Kasmauskas, delivered the seminar to an audience comprised of fire inspectors, building inspectors, firefighters, and fire sprinkler industry personnel.

What is interesting about this particular seminar and how NFSA was invited to the U.S. Military Academy (USMA) goes back to August 1975, when a storefront was bombed in the borough where Kasmauskas was a member of the fire department. The bombing occurred late at night, just while the fire department was still cleaning up from fighting a stubborn apartment building fire in the walls of an 80 year-old former hotel. The bomb, thrown into the foyer of the

store with an apartment above, detonated and blew debris into a child's bedroom directly above the store foyer. A piece of debris 2' in length went through the bedroom floor, through the mattress and in between his legs, missing him completely. That child's father joined the fire department not too shortly after that incident and was a firefighter for 20+ years. The child later joined the same fire department as did his younger brother. That child, Brian Heuler who narrowly escaped a major physical injury, later became a federal firefighter and has been with the West Point Fire Department for a couple of decades.

Heuler and Kasmauskas have stayed in close contact since the advent of social media and with a common interest of bringing more training to the USMA staff. After working out some logistics and the unique arrangements of security and a classroom facility on the grounds of the USMA, the seminar was scheduled. Logistics included attendees enrolling in the seminar and supplying identification information well in advance to allow quick entry at specific gates onto the grounds. In the end, all went smoothly and NFSA looks forward to presenting at West Point on a regular basis.

Kasmauskas noted, "NFSA Regional Managers and State Coordinators and other staff have professional relationships and contacts built upon decades in the codes/standards arena, as firefighters and as inspectors in fire and building departments. We constantly reach out to old and new contacts to arrange seminars and Area Interest Meetings.







I wanted to share how far back some of these relationships go. The feedback is that we will be planning more seminars at the USMA."

NFSA thanks the USMA for the hospitality and appreciation NFSA staff received from the West Point firefighters, Chief Innella, and Brian Heuler".

NFSA Associate Director Bruce Lecair Honored at **California Fire Prevention Officers Conference**

The North and the South California Fire Prevention Officers met for a weeklong conference held annually in Buellton, California during March 13-17. NFSA was a Gold Sponsor of the event.

Bruce Lecair gave a presentation on progress on water management for fire protection management at the California Fire Sprinkler Coalition (CFPI) Face-to-Face Meeting. The meeting and presentation led to a challenge to the Coalition to schedule fire sprinkler forums this year to reach out to AHJs and water purveyors toward the goal of educating and re-establishing the importance of working together to protect the statewide residential fire sprinkler requirement. The Coalition meeting was attended by members of the Coalition from the Northern and Southern California FPOs, members of the Office of the State Fire Marshal, Supplier and Manufacturers, NFPA's Director of Regional Operations Ray Bizal and Fire Sprinkler Coalition Specialist Jeffery Hudson. The meeting was hosted by the Coalitions Co-Chairs, Fire Marshal Jason Nailon, Apple Valley Fire Department, and Senior Fire Prevention Specialist Jose Colin of the Woodland Fire Department, who gave updates on Coalition projects and meetings from 2016 as well as information on the history, purpose and goals and objectives of the Coalition.





Before hosting a booth at the vendor fair on Wednesday afternoon, Bruce Lecair and Terri Leyton, TLC Consulting, moderated two two-hour Fire Sprinkler Forums with topics pertinent to fire sprinklers in California that are important to AHJs throughout the state. The forum featured updates on the AES Fitter Certification Program, CPVC industry, new amendments to the Statewide Residential Fire Sprinkler Requirement and an open forum discussion.

The Conference ended with the Annual Officer Installation Banquet and Awards Ceremony and subcommittee meetings. While at the Installation banquet, NFSA Associate Director Bruce Lecair was honored to receive the California Fire Chiefs Association Fire Prevention Division, Southern Section William E. Fox Award in recognition of service, leadership and constant dedication to the Fire Service, the safeguarding of life, and fire protection. Bruce is the tenth recipient of this lifetime achievement award and the second person to receive this honor while not currently serving in the fire service.



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HD Supply Fire Protection promotes Trent Cable to District Manager

HD Supply Fire Protection recently announced the promotion of Trent Cable to District Manager.

"Trent is a highly detailed and organized manager who is well-versed in fire product knowledge, assessing the needs of both branch and staff. He always strives to use innovative approaches and encourages people to reach their maximum potential," said Dave Stevens, HD Supply Fire Protection Area Director.



In his new role, Trent oversees Fire Protection branches in Memphis and Nashville, TN; Richmond, VA; Tucker, GA and Concord, NC.

Cable joined HD Supply in Concord, NC in 1993. He has worked as a warehouse associate, inside sales specialist, stock listing manager, and for the last 16 years as branch manager. As branch manager, Trent led sales growth that included earning three company Mark of Excellence Awards, Branch of the Year Award in 2011, and was instrumental in helping the branch earn yearly Elite and Premier Awards. In keeping with HD Supply's core values of community service and education, Trent goes to great lengths to educate and advocate for fire safety within the company and within the community at-large. He is an NFSA member, attends yearly trainings, and serves as a facilitator for HD Supply's internal training program for the company's associates.

The Reliable Automatic Sprinkler Co., Inc. Announces New Sales Team Member



The Reliable Automatic Sprinkler Co. proudly welcomes Kyle Gist as its newest Outside Sales Representative in the Southwest. Kyle has a background in both the military and international security field. He served in the U.S. Marine Corps. Infantry, the Texas Army National Guard Calvary, and spent some time doing Private Security Contracts overseas. Kyle has a Bachelor's degree from the University of Oklahoma, majoring in International

Security Studies.

Based in Dallas, Kyle's territory includes the DFW metroplex, Southern Louisiana, Oklahoma, and West Texas. As a Sales Representative, Kyle reports to Daniel T. Merritt, Southwestern Regional Manager. His responsibilities include the building and maintaining of viable working relationships with the fire sprinkler contractors in his respected region. Kyle is excited for this new career opportunity with Reliable.

Globe Fire Sprinkler Corporation Welcomes Regional Sales Manager and Sales Representative

Globe Fire Sprinkler Corporation recently announced the addition of two key product sales support roles. Lisa Favero has been appointed Regional Sales Manager for the Midwest, and Kim Cook has joined Globe as Sales Representative in Colorado.

Lisa Favero: Ms. Favero joins Globe with 22 years' experience in the Fire Protection Market. Lisa held positions of progressive responsibility with Bull Moose Tube company including, sales representative territory manager, and sales management. Most recently, Ms. Favero has provided sales and technical support to fire protection customers throughout the South Central US.



As Regional Sales Manager for Globe, Lisa will be supporting cus-

tomers in the Midwest US including Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, and Missouri. Lisa will be managing all aspects of sales, sales promotion, and distributor relations in the Midwest.

Kim Cook: Ms. Cook comes to Globe with 12 years' experience in fire protection distribution and construction management from Leonhardt Pipe & Supply and Rodgers Builders. Her family has been in the fire protection industry for 49 years.

Kim attended the University of North Carolina-Charlotte where she earned a degree in Bachelors of Science in Business Administration with a Marketing focus.



As a Sales Representative, Ms. Cook will be supporting customers in Colorado with pricing, special projects, technical and application support with Globe products and services.



SPRINKLING OF NEWS

Tyco Announces Model TN-17 Horizontal Spray Nozzle

Tyco Fire Protection Products is pleased to announce the newest addition to its line of special application sprinklers with the launch of the Model TN-17 Horizontal Spray Nozzle. This 16.8 K-factor nozzle was specifically engineered to address fire protection challenges in road tunnels. The TN-17 Nozzle joins Tyco's tunnel solutions family of products, including the TN-25 Nozzle, to round out a total tunnel solution offering.

The TN-17 Nozzle is UL Listed and has been proven to perform successfully in rigorous third-party fire tests. This product joins Tyco's robust tunnel solutions product line, offering broader protection options for road tunnel fire protection deluge systems. The TN-17 was designed to meet requirements for minimized water use while maximizing coverage area. With its ability to provide extended coverage and superior performance, the Model TN-17 Nozzle allows for a single pipe to run the length of a tunnel, compared to traditional designs that use multiple mains, branch lines and drop pipes in order to provide sufficient coverage. This back-to-back nozzle design allows for reduced material and installation costs.

For additional information about Tyco's Model TN-17 Horizontal Spray Nozzle, please visit http://tycofpp.com/tunnels or contact your local Tyco Fire Protection Products representative.

Viking SupplyNet and FlexHead® Industries Announce New Distribution Partnership

Viking SupplyNet announces a new strategic partnership with FlexHead® Industries to offer the complete line of FlexHead® flexible sprinkler connections and accessories.

"FlexHead® has been an innovator in the fire protection community for many years," said Cary Nicol, Vice President-Sales for Viking. "We are excited about the opportunity to grow our business in this space and provide quality flexible fire protection technology to our customers."

For more than 25 years, FlexHead® products have been used in a wide array of structure types, including commercial, industrial, institutional, cleanroom, cold storage, and more. FlexHead® sprinkler connections are FM Approved and UL Listed for many types of applications, and are qualified for use in Seismic Design categories C, D, E, and F.

In addition to FlexHead® branded products, Viking SupplyNet is also now a premier distributor of the SprinkFLEX® line of flexible sprinkler hose assemblies. FlexHead® and SprinkFLEX® products are available from more than thirty Viking SupplyNet distribution centers in North America.

A full listing of locations and sales team members can be found at www.vikinggroupinc.com/locations.

Anvil® International Acquires AFCON®

Anvil International announced that it has acquired AFCON, a leading provider of patented fire protection pipe hangers and seismic bracing products.

"This acquisition strengthens Anvil International's hanger and seismic bracing product line to offer the best fire protection package in the industry," said Dean Taylor, vice president of Anvil International. "We are excited to work with Kraig Kirschner, the former CEO of AFCON. Our emphasis will continue to be on innovation and further development of pipe hanger products."

"AFCON's history of being an innovator and producing contractor-friendly products made this a perfect fit for our company," said Tom Fish, CEO of Anvil International. "Our new ownership, One Equity Partners, asked us for meaningful acquisitions and AFCON was first on our list."

"As a brand of Anvil, the AFCON product will reach a world-wide customer base," said AFCON CEO Kirschner. "Together, we will continue to create innovative and advanced products for the industry."

For more information, please contact Anvil's corporate offices at 603-418-2800, 2 Holland Way, Exeter, NH 03038, or visit anvilintl.com.



The hardest part of the install is deciding where to go for lunch.





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

Massachusetts and Connecticut State Building Codes

Massachusetts is in the process of promulgating the 9th Edition of the State Building Code. Much work has been put into the process by the Board of Building Regulations and Standards (BBRS) Committee members. Two public hearings were held in separate locations in Massachusetts with many sprinkler advocates providing verbal and written testimony to the members. Of course, the "opposition" provided the same misinformation as usual about residential sprinklers in an effort to keep the R313 requirements from being adopted by the Commonwealth.

July 1, 2017 is the targeted date for adoption of the new building code. During this time frame, both the existing 8th Edition and 9th Edition can be used. As of January 1, 2018, only the 9th Edition will be accepted. It bears noting that previous attempts by certain BBRS members to remove sprinkler requirements in townhouses three stories or less were unsuccessful.

In the State of Connecticut, the adoption process for the 2018 State Building and Fire Code is well under way. The State Building Inspector, State Fire Marshal and the Codes and Standards Committee announced intentions to adopt the 2018 State Building and Fire Safety Codes based on the 2015 editions of the International Code Council (ICC) and National Fire Protection Association (NFPA) documents. Technical review of these codes is being conducted by the Committee's Codes Amendment Subcommittee (CAS) along with DAS staff. This review began January 2017 and is planned to be completed July 2017.

> Dave LaFond NFSA's Regional Manager / New England email: lafond@nfsa.org 2 Burns Way, Holyoke, MA 01040 phone: 413.244.7653



New York Region

DOMINICK KASMAUSKAS Regional Manager

NEW YORK

New York State 2015 I-Codes with 2017 **New York Supplement**

Notice of Proposed Rule Making - additional amendments to the New York State Uniform Fire Prevention and Building Code (the Uniform Code). An amended and updated version of the Uniform Code became effective on October 3, 2016. On March 21, 2017, the Department of State filed a Notice of Proposed Rule Making for a rule that will make additional amendments to the Uniform Code. The proposed rule will also make corresponding changes to regulations relating to placement of signs on buildings that utilize truss-type construction (19 NYCRR Parts 1264 and 1265). The Notice of Proposed Rule Making will be published in the State Register on April 5, 2017.

Please ensure you are using the proper printing of each 2015 code, such as: 3rd Printing of the 2015 IBC, 3rd Printing of the IFC, 1st Printing of the IRC, etc. These are the legally adopted editions and "printings" and there are differences.

> Dominick Kasmauskas NFSA's Regional Manager / New York email: kasmauskas@nfsa.org 1436 Altamont Avenue Suite 147 Rotterdam, NY 12303, Phone: 518.937.6589, Fax 518.836.0210

Mid-Atlantic Region

DELAWARE, NEW JERSEY, PENNSYLVANIA, VIRGINIA, WASHINGTON D.C.

100+ Year-Old Frat House Saved by #Fastestwater

The news article may have been brief, but our tweet regarding this story garnered lots of attention when a fire was extinguished in The University of Virginia's Pi Kappa Alpha fraternity house. The city fire marshal said the fire originated in the fireplace of the more than 100-year-old frat house. It was reported that the fire sprinkler system quickly extinguished the fire. This is a great example of the benefits of retrofit. This beautiful, historic home was saved by #fastestwater.

NJFSAB offers \$1,000 Grants to Fire Departments to **Promote Fire Safety Education**

New Jersey Fire departments are invited to apply for a special grant from the New Jersey Fire Sprinkler Advisory Board (NJFSAB) to help promote fire safety in their communities.

The NJFSAB grants provide up to \$1,000 directly to fire departments to help fund the construction of a side-by-side burn demonstration trailers, which shows the effectiveness of fire sprinkler systems.

The application deadline is September 1, 2017. Any applications continued on page 51

received after this date will be considered for the 2018 grant cycle. The side-by-side demonstration features two fully furnished rooms, that are set aflame simultaneously -- but only one has a fire sprinkler system. This illustrates how quickly fires can spread, and the important role fire sprinklers play in effectively dousing fires which saves property and lives.

To view a video of a side-by-side burn visit: https://youtu.be/Ua2fqQY-AxQ

For more details and to apply visit: www.njfsab.org or call: 866-226-6006.



Maryland Region

CALEB ARMBRUST Regional Manager

MARYLAND

The Capital Region Fire Sprinkler Association proudly dedicated the fire sprinkler system at the National Fire Heritage Center on April 8th. The entire system including design, components, and labor to install, was donated by the chapter membership companies and individuals. This was an incredible contribution toward the widespread acceptance of fire sprinklers. The day was fantastic and included speeches from many individuals that were instrumental to the project and NFSA's mission.

The culmination of the day was a side-by-side burn for the Emmitsburg, Maryland community. Over one hundred were in attendance. I brought my two-year old, Grace, to the event. It was the first time for her to see a large fire. I told her about "fastest water" and what it would mean for the teddy bears inside the rooms; she understood. As the fire started she cheered, "Go fastest water!"

As I drove back from this event, I reflected on the importance of the work we do and on the generational nature of our industry. My daughter, her children, and the thousands of fire service leaders that will pass through the museum, will be impacted by the contributions of our members. I also reflected on the profound impact our side-by-side burn demonstrations have on people that have never seen fire. Grace will occasionally say, "Look daddyo, its fastest water!" as she points to the ceiling of a restaurant or some other building. At two years old, she understands, thanks to the Capital Region Chapter of NFSA.

Approximately one month later, the Capital Region watched our very own Terry Victor receive the Russell P. Fleming Technical service award at our 2017 Annual Seminar. This award is the highest technical award our association has to offer. It was given to Terry in recognition of his more than 44 years of incredible service to our industry. Terry was an instrumental figure throughout the entire project for the National Fire Heritage Center and is the chairman of our chapter. I again had cause to reflect on the generational

nature of our industry and the things we protect.



NFSA Members that contributed to the National Fire Heritage Center project.

Caleb Armbrust NFSA'S Regional Manager / Maryland email: armbrust@nfsa.org Phone: 443.863.4391



Southeast Region

WAYNE WAGGONER
Regional Manager

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

Residential Fire Sprinkler Saves Habitat Humanity home in Wilmington, North Carolina

The call came into the Wilmington Fire Department at 7 p.m. about a fire at a home built by Habitat for Humanity.

By the time crews responded to the incident, the fire had been put out. A residential sprinkler took care of the dangerous flames.

It started out as a grease fire. The fire was out of control and spread to other materials. However, the fire sprinkler extinguished the fire before crews arrived.

The damage from the flames resulted in an estimated \$350 worth of repairs. Assistant Fire Chief Frank Blackley said it's a small price to pay compared to the money you could lose without a residential sprinkler. "Where you see may see some damage would be because of the water but if you have the fire you are going to have problems through the entire home," said Blackley.



Blackley said his department typically sees much more severe damage/injuries in these situations if residential sprinklers aren't installed.

> Wayne Waggoner NFSA'S Regional Manager / Southeast email: w.waggoner@comcast.net PO Box 9, Andersonville, TN 37705 Phone: 865.755.2956, Fax: 865.381.0597



Great Lakes Region

RON RITCHEY

INDIANA, MICHIGAN, OHIO, WEST VIRGINIA, KENTUCKY



Florida & Puerto Rico

LORRELL BUSH FLORIDA, PUERTO RICO

Florida House Bill Addresses Fire Sprinklers in Condominiums

During the legislative session which ended on May 5, 2017, the Florida legislature passed five bills that will become law on July 1, 2017, unless vetoed by Florida's Governor Scott: Senate Bill 398, House Bill 653, House Bill 1237; Senate Bill 1520, and HB 6027. Below is a summary of the legislation regarding fire sprinklers, which will be sent to the Governor.

House Bill 653: This bill addresses several condominium and homeowners association matters including: Certain condominiums that do not have a common area fire sprinkler system are required to install signage approved by the Fire Marshall warning of the lack of a common area sprinkler system.

Upcoming Events

Coming in July, FFSA will be holding Area Interest Meetings titled "The Top Ten of EOD" with presentations by the NFSA Engineering Department, including Vice President of Engineering Mark Hopkins. Eight meetings are scheduled across the state. Be sure to mark your calendars! Check the website for more details at www.floridafiresprinkler.com

Hawk's Cay 2017 is scheduled for October 22 – 27, 2017. This conference will offer some of the best industry speakers from across the country plus the exciting Fire Product Challenge. Registration is now opened. Register early to receive the early bird discount. All 32 hours required for renewal will be available for attendees, including mandatory courses. The Fire Product Challenge has limited space so vendors, be sure to register early!

> Lorrell Bush NFSA's Regional Manager / Florida & Puerto Rico email: bush@nfsa.org 2025 Droylsden Lane, Eustis, FL 32726 Phone: 352.589.8402 Cell: 954.275.8487, Fax: 561.327.6366

Michigan Fire Officials House Bill 4400 Proposal

Midland Fire Chief Chris Coughlin is working with state legislators to adopt House Bill 4400 into law, designed to add valuable knowledge to the Michigan Construction Code Commission which deals with all construction codes in the State of Michigan. This legislation states there shall be at least one representative with appropriate fire protection expertise and certification to be appointed to the commission.

Currently, 12 of the 17 commission board members are appointed by the Governor and there are no requirements for a certified fire official to serve. There are currently no representatives on the commission associated with the fire service because the current seat held by the State Fire Marshall became open when the Governor decided to not reappoint her.

If adopted, HB 4400 will insure that there will be at least one fire representative on this important commission that will have appropriate fire knowledge and experience and will allow a fire official to serve in the position other than a State Fire Marshal who is an appointee of the administration.

> Ron Ritchey Regional Manager, Great Lakes Region 3311 Dover Court, Lafayette, IN 47909 Phone: 765.412.6707 email: ritchey@nfsa.org



Illinois Region

BOB TINUCCI ILLINOIS

Fire Sprinklers Contain Fire at Rockford, **Illinois Manufacturing Plant**

Rockford Firefighters responded shortly after midnight to a fire at Comet Fabrication and Welding to find a fire at one of the manufacturing plant's structures. The building's fire sprinkler system was able to contain the flames until firefighters arrived.

The business was closed at the time and no one was inside. There were no injuries.



The sprinkler system was able to contain fire damage to the one structure and some equipment inside. Fire officials say the damage will not impact the business's normal operations.

> Bob Tinucci NFSA's Regional Manager / Illinois email: tinucci@nfsa.org. 6401 Richmond Avenue, Willowbrook, IL 60527 phone/fax: 630.655.1875 / cell: 630.514.1601

Currently, most multi-unit town houses built in Minnesota are required to have sprinkler systems. The bill was authored by Sen. Rich Draheim, R-Madison Lake, and would eliminate the cost of installing those systems in twin homes built around Minnesota. The bill is now waiting for an official effective date to be set before going to Gov. Mark Dayton's desk.

"It's a very big frustration because we are playing with peoples' lives," said Chief George Esbensen, President of the MN State Fire Chiefs Association.

> Tom Brace NFSA's Regional Manager / Minnesota email: brace@nfsa.org 1433 Idaho Ave West, St. Paul, MN 55108, Phone: 651.644.7800



Wisconsin Region

MARTY KING WISCONSIN

Fire Sprinkler Extinguishes Cooking Fire in Madison, Wisconsin Apartment

A kitchen fire began in a third-floor apartment in Madison, Wisconisn after a resident walked away from the stove where oil was heating in a covered pot. When the resident returned, flames were coming out from under the lid of the pot. A fireball rose to the ceiling after he removed the lid. That prompted the fire sprinklers to deploy and extinguish the fire.

The fire was already extinguished by the time Madison firefighters arrived. All occupants evacuated safely. No injuries were reported and damages were limited to \$12,000.00

> Marty King NFSA's State Coordinator email: king@nfsa.org 3317 South 113th Street, West Allis, WI 53227 Phone: 414.531.9542

Missouri Region

MISSOURI

Three Lakefront Condo Complexes Upgrade Fire Sprinkler Systems

Three condo complexes in Lake of the Ozarks are upgrading their fire sprinkler systems.

The Sunrise Beach Fire Protection District (SBFPD) has approved plans for upgrades to the TT water system that supplies the fire sprinklers to the Nantucket Bay, Westside Bay, and RCI Condominium complexes on in Sunrise Beach.

The fire district, working with a professional fire protection engineer had determined that the water supply to these sprinkler systems would not meet the performance criteria in the local fire codes and the NFPA standards.

According to SBFPD Fire Chief Dennis Reilly, the code was in effect when the condominiums were constructed. For safety reasons, they are required to bring the system into compliance with the fire code that was in place when the buildings were constructed.

The next step in the process is to have the plans approved. Once the plans have approval, construction of the upgrades can begin. "I want the residents of these complexes to have assurance that the problems have been corrected, and in case of a fire, the fire sprinklers will perform as they should," Chief Reilly said.



Minnesota Region

TOM BRACE State Coordinator MINNESOTA

Senator's First Bill Eliminates Sprinkler **Requirement for Town Homes**

Members of the Minnesota State Senate voted unanimously to eliminate requirements for automatic sprinkler systems in one- and two-family dwellings as well as two-unit town houses.



Central Region

IOWA, KANSAS

Fire Sprinklers Extinguish Blaze Caused by Fireworks

A fireworks display ignited inside grocery store, prompting evacuation in Atlanta, Kansas.

Someone ignited the display inside a Publix store on the city's south side. A photo from the fire department showed a massive pile of charred fireworks in one of the aisles. The display, about 3 feet to 4 feet high, included sparklers and a variety of other fireworks.

The blaze activated one sprinkler above the display, which put out most of the fire. Fire crews then doused hot spots.



South Central Region

CYNTHIA GIEDRAITIS Regional Manager

ARKANSAS, LOUISIANA, OKLAHOMA, TEXAS

South Central Regional Bills

Texas and Oklahoma State Legislators have been very busy creating several legislative bills that would affect Fire Protection. NFSA's South Central Regional Manager Cindy Giedraitis, John Kauffman, Buddy Dewar, Jeff Shapiro, NFSA Board Members, Texas Fire Chiefs, Texas Fire Marshals and Burn Survivors have worked to educate the lawmakers about the ramifications of these bills.

Texas

HB 2814 was introduced by Representative Oliverson and Fire Chief Randy Parr to allow cities under 50,000 population to allow residential fire sprinkler code adoption and inspection. Currently, HB 2814 has some language introduced by the plumbing industry that needs revising and hence NFSA is opposing this bill.

HB 3405/SB 1759 was introduced by Representative Isaacs on March 8, 2017 and by Senator Campbell on March 9, 2017. HB 3405 is a high-rise fire protection bill that is attempting to limit high rise retrofit. Currently the bill is targeting cities in Texas between 750,000-850,000 population (which is only the City of Austin). NFSA coordinated opposition to this bill and the bill was subsequently pulled on May 2, 2017.

HB 4095/SB 1049 - When local and state authorities' inspection requirements for assisted living facilities conflict, the Texas state statute does not lay out a process for resolving the matter. S.B. 1049 provides clarity so disputes do not arise and encourages the Department of Aging and Disability Services (DADS) to use a more recent building code manual to minimize discrepancies. It also seeks to create a more uniform regulatory environment across the state.

SB 636 was introduced by Senator Don Huffines of Denton, Texas. The Bill will require all cities to do a Cost Benefit analysis for each code adoption and/or amendment.

SB 237 was introduced by Senator Menendez and the FSCATX - Fire Sprinkler Contractors Association of Texas. This Bill would create Fitter Licensing. NFSA is neutral on this bill.

Oklahoma

SB 283 The building codes and standards adopted by the Oklahoma Building Commission shall be valid and in effect from the date of adoption for a period of at least six (6) years and thereafter until the Commission adopts additional codes and standards. NFSA and several other associations opposed this bill.

NSFA is working on all of these bills. If you would like to contact your legislative representative about any of the bills or for more information; please contact Cindy Giedraitis at cindyg@nfsa.org.

> Cindy Giedraitis NFSA's Regional Manager / South Central email: giedraitis@nfsa.org PO Box 10403, College Station, Texas 77842. Phone: 979.324.8934



Great Plains Region

ERIC GLEASON Regional Manager

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

Eric Gleason Addresses Colorado State Fire Chiefs

Regional Manager Eric Gleason spoke before the Colorado State Fire Chiefs on how residential fire sprinklers could help reduce Fire Department costs. If the average cost of Fire Department response to a scene is \$1,800 and a residential structure fire involved three alarms or more, what is the cost to the Fire Department? What strain does that place on neighboring stations or departments? The tragedy of Nora Lamirande, a two year-old who lost her life in a 2013 built home, was estimated to have 100 firefighters on scene.

Gleason coordinated NFSA Contractor Member Delta Fire Systems to speak before the Utah Fire Sprinkler Coalition regarding construction costs and trade-offs in the IRC, in addition to the minimal installation expense of a NFPA 13D system, to an audience of 100 Insurance Professionals. This presentation included a side-by-side burn demonstration and a fantastic 3D display of a



13D system by Delta Fire Systems.

Since August of 2016, the Great Plains Region has had eight side-by-side burn demonstrations with the new trailer designated for that use, including Fire Team USA in Phoenix, Arizona, the North American Fire Sprinkler Expo in Las Vegas, Nevada and six in Colorado. Gleason has 20 side-by-side burn demonstrations set for this year. The benefit of the burn trailer is expanding its message from residential sprinklers to the massive benefits of fire suppression.

Recently, Gleason presented to 60 Insurance Professionals, regarding the BCEGS (Building Code Effectiveness Grading Scale) and full code adoption can affect FEMA reimbursements to disaster recipients. Code adoptions can also affect a fire department's ISO rating in some circumstances. As furnishings continue to be produced with propylene and other foams, commercial and residential properties & occupants are at risk. A live fire demonstration helps the importance of fire suppression "hit home".

Eric Gleason NFSA's Regional Manager / Great Plains email: gleason@nfsa.org P.O. Box 62157, Littleton, CO, 80162 phone: 720.470.4894



Southwest Region

BRUCE LECAIR Associate Director of Regional Operations - WEST

CALIFORNIA, HAWAII, NEW MEXICO, NEVADA, ARIZONA

NFSA Hosts Joint FPO -SFPE Meeting in San Francisco

The Irish Cultural Center in San Francisco was the place to be on April 28th as NFSA sponsored the Annual Joint NorCal Fire Prevention Officers/San Francisco Society of Fire Protection Engineers Meeting, where Training Manager John Corso gave a well-received presentation on the Significant Changes to the 2017 edition of NFPA 25.

The event was a great venue for the 11 California Suppliers and Manufacturers who gathered to support the event organized by Southwest Regional Manager Bruce Lecair, who sponsored the event on behalf of NFSA. Those who attended and exhibited their product lines were; Spears Manufacturing, Eaton-Tolco, Lubrizol, Victaulic, Viking, Flexhead Industries, Knox Company, Smoke Guard, Repcor/Watts Water Tech, HD Supply and ITW Commercial Construction. Thanks to all for your support.

The meeting was important for the Northern California/Nevada Chapter of the Society of Fire Protection Engineers (NCN-SFPE), who awarded the 2017 Annual Academic Scholarship to five students in fire protection engineering programs across the country:

Matthew Atwell, Jacob Ludeman and Randy Wu at Cal Poly, San Luis Obispo, Stephen Zimmerman at Eastern Kentucky University and Andrew Klein at the University of Maryland. The awards totaled \$10,000.00, with each recipient receiving \$2,000.00. The purpose of the scholarship is to support Fire Protection Engineering students from the greater Northern California/Nevada Region and to promote the expansion and advancement of the Fire Protection Engineering profession.

Students meeting the minimum requirements are encouraged to apply for the 2018 awards. Applicants must be enrolled, or have proof of intention to enroll in an accredited Fire Protection Engineering program. For information on how to apply, go to www.ncnsfpe.org.

Bruce Lecair
NFSA's Associate Director of
Regional Operations — West
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Northwest Region

SUZANNE MAYR Regional Manager

ALASKA, IDAHO, MONTANA, OREGON, WASHINGTON

Oregon Residential Fire Sprinkler Coalition Changes Leadership

After five years of leading the Oregon Residential Fire Sprinkler Coalition, Shawn Olson of Clackamas Fire District #1 is turning over the reins. Under his leadership, the coalition focused on education and building relationships with stakeholders. Coalition highlights include strengthening relationships with the Oregon Fire Marshal Association and Oregon Building Official Association; developing a series of customizable educational units; cohosting a Northwest Fire Sprinkler Summit, presence at various stakeholder events of realtors, water and fire districts; leaders and personnel from Oregon cities; creating a presence at Street of Dreams; hosting a Fire Team USA event, and participating in Oregon's code development process. Medford Fire-Recues' Chase Browning was selected as the new Coalition Chair, and will assume responsibilities in June. All Coalition meetings are open, with a call-in option for those unable to attend in person. If you would like to be added to the meeting notification list, please email NFPA's Jeff Hudson at jhudson@nfpa.org.

> Suzanne Mayr NFSA's Regional Manager / Northwest email: mayr@nfsa.org P.O. Box 7328, Tacoma, WA 98417 phone: 253.208.8467

TO VICKIE PRITCHETT AND SHANE RAY:

Vickie and Shane.

I just wanted again to thank you both for bringing the "burn presentation" and the "Common Voices Advocates" to Potter the other day.

This was by far the most inspirational and educational presentation our employees have ever had regarding the perils and impact

The feedback from our employees has been extraordinary. I can honestly say that this is the first time I really think they understand how important each of their jobs are and how important what we do at Potter is.

Please pass along to all the advocates a special thanks from all of us at Potter for visiting and sharing their story's with us. They truly made a difference.

Again, if there is anything I can do to further your success, please do not hesitate to get in touch, I will do whatever I can.

Finally, I am sure as a result of the presentation, our employee and corporate contributions to Common Voices will grow significantly in the coming year.

Bernie Lears Potter Electric Signal Corp.

TO SHANE RAY:

Dear Shane,

This letter is overdue, but we wanted to express our appreciation for the help and support the NFSA engineering staff has provided us in resolving a recent situation.

If not for the efforts of Jim Lake and Mark Hopkins, we would not have been able to resolve the issue as we did. Their understanding of the code, and more specifically, the intent of the code proved to be essential in resolving our issue. Jim and Mark went to great lengths to provide technical back up for our situation and they were more than willing to talk directly with the engineers and insurance company regarding our situation.

The entire engineering staff has been more than accessible with special situations like this, as well as the Expert of the Day responses. It is this sort of support that makes our membership so valuable. Keep up the good work.

Iim Melton Nelson Fire Protection

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.

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